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Research & Strategic Analysis

Summary of Findings Housing Market Analysis Lancaster County, Pennsylvania

September, 2013

NOTE: This document is a brief summary of the most salient findings of the analysis of Lancaster County's housing market. It should not be considered a substitute for the full report which covers the county and all of its 60 municipalities singly and in clusters with rich and nuanced data that cannot be conveyed in bullet points. Study findings, summarized here at the county level, raise provocative questions concerning appropriate techniques for meeting the overall objective of providing greater housing affordability and diversity throughout the county, many of which can only be implemented at the municipal level.

Issue: There is a dire need for rental housing throughout the county, particularly affordable units, but also market-rate units. Newer, professionally-managed market-rate properties in the county cater mainly to above-median income renters.

- The median household income in Lancaster County in 2011 was \$53,387; the median renter household income was \$30,697; the median rent was \$834.
 - Almost half (47.8 percent) of the renter households in the county are cost-burdened—paying more than 30 percent of their income for rent.
 - Renter demand by income ranges and rental supply by affordability ranges are not well-matched. In particular, households with incomes at or below 30 percent of the HUD Area Median Family Income are either under-housed or cost-burdened.
 - The county rental affordability index is 77, meaning the median income for county renter households is 23 percent lower than the income required to qualify for the median-priced rental unit. Median rents are mismatched with median renter incomes across all transects.
 - Occupancy rates at nearly all county rental properties exceed 95 percent. These extremely high occupancy rates, combined with the cost-burden carried by a majority
-

of renters at these properties, point to a severe shortage of rental housing, at all price points, throughout the county.

Issue: A sizeable percentage of new detached and attached housing is out of reach of resident households based on median homeowner incomes, and the production of new for-sale housing throughout the county remains out of step with the changing housing preferences of the 21st Century housing market.

- The median owner household income in 2011 was \$64,255; the median housing value was \$187,300.
- The county's housing stock currently contains more than 55 percent single-family detached houses, and the majority of permits issued are for single-family units. In contrast, over the next 15 years, single-family detached units will comprise only 40 percent of market preferences.
- The county ownership affordability index is 176, meaning that the median income for owner households is 76 percent higher than the income required to qualify for the median-priced owner-occupied dwelling unit. In many municipalities, this is less an indication of high median income, but rather reflective of the low median values of owner-occupied housing units.
- The 21st Century housing market is increasingly comprised of one- and two-person households, with preferences for smaller housing units. Areas with concentrations of housing units with four or more bedrooms, which comprises a growing percentage of the county housing stock, may therefore ultimately be at a competitive disadvantage.

Conclusion: A continuation of current trends in Lancaster County—with the emphasis on new for-sale housing construction concentrated in single-use, single-family subdivisions, new rental construction largely limited to market-rate rents, and a lack of diversity in both housing types and affordability—risks economic stagnation and declines in housing values.

- The county's population and household growth has occurred mostly outside the city and the boroughs. The general trend has been a continued geographic dispersion of housing units, households and population.

- The county's commutation and vehicle ownership patterns are reflective of its settlement patterns, with a high reliance on single-occupancy vehicles and limited transportation options.
- Nearly 72 percent of all Lancaster County households have a combined housing and transportation cost burden of 45 percent of income or higher.
- In 2009, for the first time, more households moved out of the county than moved in.
- Market preferences in the county, as in the nation, are moving steadily toward walkable, mixed-use neighborhoods, but many households, lacking housing choice, continue to settle for single-use subdivisions instead.
- Currently, in terms of lifestage, empty nesters and retirees (Baby Boomers) comprise the largest segment of county households, at 52 percent of all households. Traditional and non-traditional families (Generation X) represent 29 percent, and younger singles and couples (the Millennial generation) 19 percent.
- However, over the next five years, younger singles and couples will make up over 45 percent of the market for new and existing housing units in the county; traditional and non-traditional family households will represent 31 percent; and empty nesters and retirees 24 percent.
- In terms of tenure propensities, approximately 57 percent of the potential market would be likely to own their units, and 43 percent would be likely to rent. Of the households that would be likely to own their units, 11 percent would prefer condominiums (multi-family), 18 percent would prefer rowhouses, townhouses, or duplexes (single-family attached), and 71 percent would prefer single-family detached houses.
- The protracted ownership housing slump due to the housing crash and Great Recession has led to a measurable shift in market preferences from home ownership to rental dwelling units, particularly among younger households. At the same time, there has been a significant shift in preferences from exurban and rural subdivisions toward mixed-use neighborhoods.
- The Millennial generation's attitude toward home ownership and their financial capacity in light of their unprecedented student debt load will determine when, and

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if, first-time home buying returns to “normal” levels. Without first-time buyers, housing sales volume is diminished. Would-be move-up buyers cannot sell their existing dwellings to improve their housing situation. At the end of the housing resales sequence is the huge Baby Boom generation who are expected to begin a great housing sell-off during the forecast period; but, without a reasonable level of first-time buyers at the beginning of the sequence there may not be sufficient numbers of buyers for the Baby Boomer houses.

LANCASTER COUNTY HOUSING DATA

—2000 CENSUS; 2013 NIELSEN ESTIMATES—

Number of Housing Units 2000:	179,952	
Number of Housing Units 2013:	206,952	
Number Occupied:	197,403	95 percent
Number Owner-Occupied:	135,065	68 percent
Median Housing Value:	\$189,315	
Number Renter-Occupied:	62,338	32 percent
Median Monthly Rent:	\$834 *	
Median Year Built:	1973	27% prior to 1949; 4.6% since 2005
Number of Housing Units 2013:	206,952	
Single-Family Detached:	115,000	55.6 percent
Single-Family Attached:	41,062	19.8 percent
Duplex (Two Units):	8,855	4.3 percent
Multi-Family (Three+ Units):	33,731	16.3 percent
Mobile Home/Trailer:	8,277	4.0 percent
Number of Households 2000:	172,575	
Number of Households 2013:	197,403	
1- and 2-Person Households:	118,366	59.9 percent
Average Household Size:	2.61	

* Estimate from 2011 American Community Survey.

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—2008 – 2012 BUILDING PERMITS—

Five-Year Total:	<u>6,303</u>
Single-Family:	4,723
Two-Family:	234
3-4-Family:	198
5+-Family:	1,148
2008 Total:	<u>1,434</u>
Single-Family:	1,160
Two-Family:	8
3-4-Family:	30
5+-Family:	236
2009 Total:	<u>1,255</u>
Single-Family:	983
Two-Family:	64
3-4-Family:	74
5+-Family:	134
2010 Total:	<u>1,373</u>
Single-Family:	1,141
Two-Family:	32
3-4-Family:	20
5+-Family:	180
2011 Total:	<u>1,076</u>
Single-Family:	653
Two-Family:	46
3-4-Family:	47
5+-Family:	330
2012 Total:	<u>1,165</u>
Single-Family:	786
Two-Family:	84
3-4-Family:	27
5+-Family:	268

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—2008 – 2012 MLS SALES—

Five-Year Total:	<u>21,615</u>
Single-Family:	20,702
Condominium:	913
2008 Total:	<u>4,463</u>
Single-Family:	4,267
Condominium:	196
2009 Total:	<u>4,465</u>
Single-Family:	4,296
Condominium:	169
2010 Total:	<u>4,109</u>
Single-Family:	3,944
Condominium:	165
2011 Total:	<u>3,962</u>
Single-Family:	3,792
Condominium:	170
2012 Total:	<u>4,616</u>
Single-Family:	4,403
Condominium:	213

—2011 AMERICAN COMMUNITY SURVEY ESTIMATES—

Median Household Income:	\$53,387
Median Owner Income:	\$64,255
Ownership Affordability Index:	176
Cost-Burdened w/ Mortgage:	33.2%
Cost-Burdened No Mortgage:	15.7%
Median Renter Income:	\$30,697
Renter Affordability Index:	77
Cost-Burdened:	47.8%

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—MARKET POTENTIAL FOR LANCASTER COUNTY: 2013-2017—

Households by Lifestage 2013:	197,395 Households	
Empty Nesters & Retirees:	102,940	52.1 percent
Traditional & Non-Traditional Families:	57,925	29.3 percent
Younger Singles & Couples:	36,530	18.6 percent
Five-Year Market Potential 2013-2017:	115,175 Households	
Empty Nesters & Retirees:	27,425	23.8 percent
Traditional & Non-Traditional Families:	36,025	31.3 percent
Younger Singles & Couples:	51,725	44.9 percent
Tenure Preferences 2013-2017:	115,175 Households	
Renter Households:	49,550	43.0 percent
Owner Households:	65,625	57.0 percent
Empty Nesters & Retirees:	27,425 Households	
Rental Preferences:	7,300	26.6 percent
Owner Preferences:	20,125	73.4 percent
Traditional & Non-Traditional Families:	36,025 Households	
Rental Preferences:	11,790	32.7 percent
Owner Preferences:	24,235	67.3 percent
Younger Singles & Couples:	51,725 Households	
Rental Preferences:	30,460	58.9 percent
Owner Preferences:	21,265	41.1 percent
Target Market Incomes 2013-2017:	115,175 Households	
Incomes Below 30% AMI:	18,620	16.1 percent
Incomes Between 30-50% AMI:	15,115	13.1 percent
Incomes Between 50-80% AMI:	21,840	19.0 percent
Incomes Between 80-100% AMI:	12,545	10.9 percent
Incomes Above 100% AMI:	47,055	40.9 percent
Renter Households:	49,550 Households	
Incomes Below 30% AMI:	9,885	19.9 percent
Incomes Between 30-50% AMI:	7,385	14.9 percent
Incomes Between 50-80% AMI:	9,900	20.0 percent
Incomes Between 80-100% AMI:	5,330	10.8 percent
Incomes Above 100% AMI:	17,050	34.4 percent
Owner Households:	65,625 Households	
Incomes Below 30% AMI:	8,735	13.3 percent
Incomes Between 30-50% AMI:	7,730	11.8 percent
Incomes Between 50-80% AMI:	11,940	18.2 percent
Incomes Between 80-100% AMI:	7,215	11.0 percent
Incomes Above 100% AMI:	30,005	45.7 percent

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ASSUMPTIONS AND LIMITATIONS—

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

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

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



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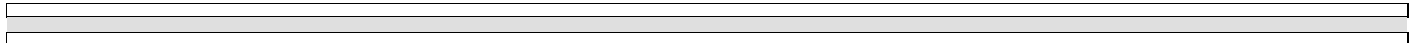
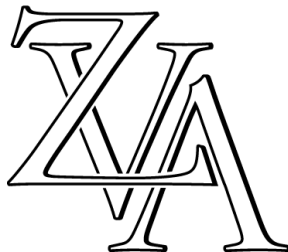
HOUSING MARKET ANALYSIS

Of
Lancaster County, Pennsylvania

September, 2013

Conducted by
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INTRODUCTION

Lancaster County's charm and physical beauty—from its historic boroughs and increasingly vibrant city to its carefully-groomed working landscape enhanced by enduring traditions—can serve to mask the growing challenges it shares with many, if not most locations across the United States. American communities are struggling with constrained budgets, inadequate and often failing infrastructure, and a growing mismatch between housing and households: the available housing stock has increasingly become disconnected from the characteristics and housing desires of the 21st Century market.

In the effort to restore, maintain or develop communities that balance economic, social and environmental interests, municipal leaders must navigate the intricate interconnectivity that both underlies and complicates sustainability. There is no single path to creating healthy communities; instead, as John Muir wrote just over a century ago, “When we try to pick out anything by itself, we find it hitched to everything else in the Universe.”

This analysis has been undertaken in acknowledgement of that complex interconnectivity in its approach to uncovering meaningful information and, with the knowledge of that information, to establishing effective tools to mitigate the challenges and leverage the opportunities of Lancaster County's housing market. To deal with the complex interconnectivity, the establishment of housing market potential in this analysis goes beyond the scope of conventional housing needs analysis; in addition to identifying past trends and establishing current conditions, this analysis employs target market analysis to examine the

characteristics and qualitative aspects of the current and future housing market in more detail than basic demographic analysis can provide.

NOTE ON SOURCES:

Wherever possible, the data presented on a table will be from sources available at every level of geography. For each table, the compiled information generally represents the most recent data available and from within a common time frame; however, there are instances when—endeavoring to present the most accurate information—the data originates from different years.

Mapping of much of the data included in THE HISTORICAL AND CURRENT CONTEXT below is provided in a separate document by Sarcinello Planning & GIS Services.

Mapping to illustrate the suitability of locations within the county for affordable housing is also provided in a separate document by Sarcinello Planning & GIS Services.

An updated analysis of the 60 municipal zoning ordinances is provided in a separate document by Thomas Comitta Associates, Inc.

CONCLUSIONS

A clearly-defined set of objectives is required for the findings of this housing market study to be meaningful. Some of the findings raise provocative questions concerning appropriate techniques for meeting the overall objective of providing greater housing affordability and diversity throughout Lancaster County.

The matter of where efforts should be concentrated is a particularly complex issue. Concentrating within the City of Lancaster would yield the greatest efficiency by serving the greatest number of households at the lowest cost. Under the more nuanced measure of affordability provided by the Housing + Transportation Index methodology, affordable housing unit production dollars spent within the city will go further because of the city's relative transit efficiency compared with most of the rest of the county. Conversely, adding affordable housing to the city would increase an existing high concentration of affordable units which could, in turn, lead to negative social consequences from a concentration of poverty. A policy that encourages new affordable housing to be built only within mixed-income properties or within the neighborhood context would mitigate these potentially negative social consequences.

It is clear that there is a dire need for rental housing throughout the county, particularly affordable as well as market-rate rental units. Almost half (47.8 percent) of the renter households in the county are cost-burdened—paying more than 30 percent of their income for rent. Rental affordability is even worse in some of the municipalities. According to the Census Bureau, more than 70 percent of the renters in suburban West Lampeter Township are considered to be cost-burdened; in the Borough of Strasburg, and semi-rural East Drumore and West Donegal Townships, the percentage of cost-burdened renters exceeds 60 percent. Most of the newer rental properties in the county have contributed to, rather than lessened the problem: the high costs of land, materials, labor, infrastructure, and the challenges associated with acquiring development parcels that are zoned for multi-family housing inevitably means that, without incentives or subsidy, new rental properties will require market-rate rents to be financially feasible.

It is also clear that the production of new for-sale housing throughout the county remains out of step with the changing housing preferences of the 21st Century housing market. The county's housing stock is currently comprised of more than 55 percent single-family detached houses, and the majority of permits issued are for single-family units.

The analysis of market potential over the next 15 years establishes that, as a preferred housing type, single-family detached units comprise approximately 40 percent of the total potential market, a significantly lower percentage than the county's existing 55 percent. In many markets around the country, single-family detached units were heavily overbuilt in exurban locations during the housing boom. Because of lack of buyers, even today when the housing market is in recovery, many of those houses stand empty, and municipal leaders, planners, and developers have still not arrived at a reasonable solution for dealing with the vacancies and the fiscal and social consequences.

The implication for Lancaster County of a continuation of current trends—with an emphasis on new for-sale housing construction concentrated in single-use, single-family subdivisions and new rental construction largely limited to market-rate rents and without providing diversity in both housing types and affordability—is the potential risk of stagnation and declines in housing values, with more households continuing to move out of the county than move in (which happened for the first time in 2009).

It is possible that in this century's first decade, with the housing crash, changed social attitudes, and transformed demographics, America's prolonged post-World War Two dispersal of isolated auto-oriented real estate development finally ended. Certainly, over the mid-term, what is still considered to be a "normal" housing market will remain disrupted. With urban-oriented, student debt-burdened Millennials unable or disinterested in buying, first-time home purchases continue at very low levels, undermining the foundation of the for-sale housing market sequence of buyers from move-up to move-down. In this new context, from the fiscal policy perspective, it would be imprudent to continue to enable the unabated dispersion of isolated subdivisions across the county's landscape.

Currently in the county, as in the nation, as identified in the target market analysis, market preferences are moving steadily toward walkable, mixed-use neighborhoods, instead of single-

use subdivisions in isolated locations. This provides an opportunity to expand housing options for Lancaster County residents in a more sustainable pattern—in the city, in the boroughs, in the centers of older suburbs and in the historic small-scale hamlets and villages. Although there are significant, non-market obstacles that must be overcome—from financial feasibility and infrastructure issues, inappropriate zoning, and lack of transportation options—achieving a balanced mix of housing options throughout the county would lead to greater economic efficiency. Affordable housing production can be an important tool toward achieving that end, particularly when leveraged in a mixed-income context to assist with development feasibility. The programs and policies implemented to enable affordable housing, if used to create, restore, preserve or enhance more economically-efficient mixed-use walkable neighborhoods, will provide the broadest social, economic and fiscal advantage to Lancaster County residents, municipalities and institutions. The county's much-needed affordable housing, then, can benefit everyone.

THE HISTORICAL AND CURRENT CONTEXT

The physical, demographic and economic characteristics of Lancaster County and its 60 municipalities span a wide range from the City of Lancaster's urban core to predominantly rural townships. Throughout this analysis, data for the county's municipalities have been presented not only for each municipality, but also in five groupings of settlement patterns, as established for the 2005 Update of the Housing Element of the Lancaster County Comprehensive Plan: Lancaster City; 18 Boroughs; nine Suburban Townships; 17 Semi-Rural Townships; and 15 Rural Townships.

Analysis of the 60 municipalities by gross housing density and degree of urbanism shows that, even within the same grouping, no two municipalities are exactly alike. (*For municipal housing densities, see Table 1A.*) Note: In calculating gross densities, the total number of dwelling units for the county and each municipality (2013 estimates provided by the Nielsen Company) is divided by the land area, which includes all residential and non-residential uses, transportation rights-of-way, recreational land and open space, but excludes land covered by water.

Lancaster County as a whole has a gross density of only 0.34 units per acre.

Surprisingly, at 5.06 dwelling units per acre of land, the City of Lancaster is not the most dense of the 60 municipalities; Ephrata Borough has the highest gross density in the county at 6.13 dwelling units per acre.

Excluding Ephrata, gross housing density in the boroughs ranges from 0.91 dwellings per acre in Adamstown to 3.1 units per acre in Columbia. Gross densities in the remaining 15 boroughs range between 1.3 units per acre (Quarryville) and 2.88 units per acre (Lititz), for an overall borough average of 2.3 dwellings per acre.

Gross housing density in the suburban township ranges from 0.21 dwellings per acre in East Lampeter Township to 1.8 dwellings per acre in Lancaster Township. In addition to Lancaster Township, only Manheim Township has a gross density higher than one unit per acre; the densities of the six remaining suburban townships range between 0.3 units per acre

(East Cocalico Township) and 0.76 units per acre (East Hempfield Township), for an average in the category of 0.69 dwellings per acre.

Gross housing density in the semi-rural townships ranges from 0.08 dwellings per acre in Eden and Sadsbury Townships to 0.34 dwellings per acre in Manor and West Donegal Townships, for an average in the category of 0.18 dwellings per acre.

Gross housing density in the rural townships ranges from 0.06 dwellings per acre in Colerain and Drumore Townships to 0.27 dwellings per acre in Upper Leacock Township, for an average in the category of 0.12 dwellings per acre.

The average housing densities across the urban-to-rural transect shows the expected decrease in density—from 5.06 dwelling units per acre of land area in the City of Lancaster to the 0.12 dwellings per acre average in the rural townships. However, there are instances of municipal housing density within one category that are more similar to the average density in another category; for the most part, development which has occurred since 2005 accounts for these anomalies.

Another quantitative measure of density is embedded within the Target Market Methodology, with household types arrayed across the Nielsen Company's urban-to-rural transect: Metropolitan Cities, Small Cities/Satellite Cities, Metropolitan Suburbs and Town & Country/Exurbs. These geographic delineations of urbanicity were established using density centiles (density scores based on population calculations as opposed to dwelling units within an overlaid grid structure, *see* NOTES ON POPULATION DENSITY CENTILES *below*) and also include an assessment of a geographic location's position in relation to the region. The grid structure allows for the variations in urbanicity that can occur within any given location.

Metropolitan Cities have high population density scores, falling mostly between 85 and 99. Households in this classification live within the downtowns and classic high-density neighborhoods found in the heart of America's largest cities. While almost always anchored by a downtown central business district, these areas often extend beyond a city's limits into surrounding jurisdictions to encompass many high-density first-ring suburbs—America's earliest suburban expansions.

Small Cities/Satellite Cities are less densely populated than Metropolitan Cities, with population density scores typically between 40 and 85. Households in this classification live within America's smaller second- and third-tier cities, which represent the population centers of smaller regions. The thousands of satellite cities, typically within higher density suburbs encircling major metropolitan centers, usually have far greater affluence than their small city equivalents.

Metropolitan Suburbs have population density scores between 40 and 90, and surround either Metropolitan Cities or Small Cities/Satellite Cities. Although their population densities are similar to Small Cities/Satellite Cities (*see above*), Metropolitan Suburbs are not the centers of their regions, but rather a continuation of the density decline radiating from the city center. While some Metropolitan Suburbs may be employment centers, the lifestyles and commuting patterns of households who live in them are likely to be from one Metropolitan Suburban to another, or to the Metropolitan City or Small City/Satellite City core, rather than within the Metropolitan Suburb itself.

Town & Country and Exurban areas have low population densities with scores less than 40. The town aspect of this category covers the thousands of small towns, villages, and hamlets scattered throughout the rural heartland; the exurbs include the low-density developments far beyond the outer beltways and suburban rings of America's major metros. The exurban segments have slightly higher densities and are more affluent than their rural neighbors.

Lancaster County, its municipalities, and their five groupings, then, were also analyzed using these geographic designations of urbanicity. (*See Table 1B.*) The county's households are located within all four of the geographic designations: 1.6 percent in Metropolitan Cities; 17.3 percent in Small Cities/Satellite Cities; 25.5 percent in Metropolitan Suburbs; and 55.6 percent in Town & Country/Exurbs.

The City of Lancaster's households are located within three of the four geographic designations: 31.4 percent in Metropolitan Cities; 73.1 percent in Small Cities/Satellite Cities; and 13.5 percent in Metropolitan Suburbs.

The aggregation of the 18 boroughs falls into all four of the geographic designations: 0.4 percent in Metropolitan Cities (150 households in Elizabethtown Borough); 43.7 percent in Small Cities/Satellite Cities; 10.4 percent in Metropolitan Suburbs; and 45.5 percent in Town & Country/Exurbs.

The aggregation of the nine suburban townships falls into three geographic designations: 0.6 percent in Small Cities/Satellite Cities; 58.5 percent in Metropolitan Suburbs; and 40.9 percent in Town & Country/Exurbs. East Cocalico Township is unique as it is the only suburban township that has no households classified in Metropolitan Suburbs; all East Cocalico households are in the Town & Country/Exurban category.

The aggregation of the 17 semi-rural townships falls mostly within two geographic designations: 10.7 percent in Metropolitan Suburbs; and 89.3 percent in Town & Country/Exurbs. Twenty-five households (0.1 percent) in West Earl and Rapho Townships fall into the Small Cities/Satellite Cities designation. With 60 percent of its households in the Metropolitan Suburbs designation, Manor Township appears to more suburban than semi-rural.

The aggregation of the 15 rural townships falls almost completely in Town & Country/Exurbs, with 99.4 percent in this category. The exception is 130 households in Elizabeth Township that are categorized as Metropolitan Suburbs.

Based on the density and urbanicity tables, consideration should be given to making some adjustments in the municipal groupings in future analyses and applications. For example, East Cocalico Township appears to be a better fit for the semi-rural than the suburban category; and, conversely, Manor Township seems more suited to the suburban category than the semi-rural.

NOTES ON POPULATION DENSITY CENTILES:

Population Density Centiles are based on a contextual measure of density developed by Claritas prior to its purchase by the Nielsen Company. The nation's land area is divided into a grid of same-size units to establish population density centiles, reducing any potential distortion caused by the variation in census tract and block group land areas, and helping to smooth the impact of population gaps in urban centers.

—HOUSING STOCK CHARACTERISTICS—

Lancaster County’s general housing stock characteristics—with higher-density multi-family and attached structures dominating its urban areas and increasing percentages of lower-density detached houses moving outward along the urban-to-rural transect—is similar to both Pennsylvania and the nation.

As measured by building permits, residential development in the county, even through the deep housing recession, has been consistently biased toward suburban and semi-rural locations. Residential sales in the county have also been dominated by suburban locations. Conversely, affordable and special-needs housing is concentrated in urban areas.

Housing affordability is a significant concern for renter households. Newer, professionally-managed market-rate properties cater mainly to above-median income renters. Similarly, a sizeable percentage of new detached housing, and a surprising percentage of attached housing, is out of reach of resident households based on median homeowner incomes.

Lancaster County’s settlement pattern is distinguished by its polycentricity: a largely low-density landscape dotted with higher-density nodes from small hamlets and villages to the mixed-use boroughs and central city. This settlement pattern should easily accommodate redevelopment and infill construction, provided that the required infrastructure is either present or financially feasible and appropriate zoning is in place.

—Housing Stock Characteristics: Number, Tenure, Rents and Values—*Findings—*

Of Lancaster County's estimated 206,952 housing units in 2013, 95 percent are occupied. Of those 197,403 units, 68 percent, or 135,065 units, are owner-occupied; the remaining 62,338 units are renter-occupied. The estimated 2013 median value of all owner-occupied unit in Lancaster County is \$189,315; the estimated median rent in 2011 was \$834 a month.

The City of Lancaster's seven percent vacancy rate is not the highest among all municipalities; at 10 percent, Fulton Township, in the rural grouping, has the highest municipal vacancy rate, and three boroughs have vacancy rates higher than or equal to the city's: Columbia Borough at eight percent, and Adamstown and Marietta Boroughs at seven percent each.

Lancaster County's 68 percent homeownership rate is slightly lower than Pennsylvania's 70 percent, but higher than the nation's 65 percent. The City of Lancaster has the lowest homeownership rate in the county at 44 percent, which is a rate comparable to or even higher than the homeownership rate in most cities in America. The homeownership rate is highest in rural Martic Township at 88 percent. The ownership pattern generally increases as density decreases, ranging from an average of 64 percent in the boroughs, an average of 71 percent in the suburban townships, an average of 76 percent in the semi-rural townships, to an average of 78 percent in the rural townships.

Lancaster County's estimated \$189,315 median housing value in 2013 is 16 percent higher than Pennsylvania's \$163,603 and 10 percent higher than the nation's \$171,345. The county's estimated \$834 median rent in 2011 was 35 percent higher than Pennsylvania's \$617 and 16 percent higher than the nation's \$722 median rent.

The City of Lancaster's 2013 estimated median housing value of \$106,129 is the lowest among all, as is the city's estimated median rent of \$696 in 2011. The rural townships have the highest weighted median housing value at \$217,983, followed by the suburban townships at \$208,322. The suburban townships have the highest weighted median rent, at

just over \$1,000 per month, followed closely by the semi-rural townships at \$995 per month. At \$269,054, Colerain Township has the highest individual municipal median housing value; West Donegal Township has the highest individual municipal median rent of \$1,721 per month.

Significance—

Lancaster County's pattern of housing tenure and values is similar to many regions in the nation in the late 20th Century: a central city, with a relatively low rate of home ownership and lower-than-average rents and ownership housing values, surrounded by a lower-density polycentric region where rents, housing values and home ownership rates are higher, in some cases substantially higher, than in the central city. Although the more recent trend toward walkable, mixed-use centers at a range of scales from villages to the central city is slowly being realized in Lancaster County, the increase in values demonstrated by comparable walkable communities elsewhere in the nation has not yet been achieved in the county.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company, except for the median rent which is from the United States Bureau of Census American Community Survey 2011 five-year estimates. The medians for the boroughs, suburban townships, semi-rural townships, and rural townships were determined by weighting the individual municipal rents and housing values within each grouping (*See Table 2.*) Please note that housing values are not the same as average sales prices. Housing values are estimated and projected based on the most recent decennial Census data and include all owner-occupied housing; sales prices are averaged by the Lancaster multiple listing service and cover only dwellings that have sold during a specific period. (*For average sales prices from 2008 through 2012, see Tables 9A through 9E.*)

—Housing Stock Characteristics: Age of Housing Units—

Findings—

The oldest housing stock is in the City of Lancaster and Columbia and Marietta Boroughs, where more than half the housing stock was built before 1939. The municipalities with the youngest housing stock are in suburban Warwick Township where the median year built is 1987; in the semi-rural townships of Clay, Mount Joy and West Donegal and Mountville Borough (median year built 1985); and in the suburban townships of East Cocalico and West Lampeter (median year built 1984).

The median year built by municipal groupings are: City of Lancaster, earlier than 1939; for all boroughs combined, 1965; for all suburban townships combined, 1978; for all semi-rural townships combined, 1980; and for all rural townships combined, 1976.

Significance—

The age distribution of Lancaster County's housing stock follows the historic development pattern of most regions across the country, with the oldest housing stock concentrated in urban centers—the city and many of the boroughs—and newer housing stock in the suburbs and exurban fringe—the suburban and semi-rural townships. The county also contains older farmsteads built predominantly during the 18th and 19th Centuries.

Based on the experience of many cities, for example, Philadelphia and Baltimore, the county should encourage the renovation and upgrading of existing buildings, particularly those of architectural merit, in order to capitalize on the positive impact historic rehabilitation has had on individual neighborhoods. In particular, within designated historic districts, home values are typically higher than the median and these neighborhoods are more likely to gain than lose residents.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. Reporting for municipalities with the oldest housing stock—designated on the table with an asterisk—shows the median year built as 1939; however, 1939 appears when at least half of the housing units were built prior to 1939 but there is no data available to determine the median. (*See Table 3.*)

—Housing Stock Characteristics: Affordability by Tenure—

Findings—

In the county, the ownership affordability index is 176, meaning that the median income for owner households is 76 percent higher than the income required to qualify for the median-priced owner-occupied dwelling unit. Conversely, the rental affordability index is 77: the median income for county renter households is 23 percent lower than the income required to qualify for the median-priced rental unit. This contrast holds true within every municipal grouping with the exception of the rural townships, where the average rental affordability index is 101. Nevertheless, 22 of the 60 municipalities have a rental affordability index of 100 or higher—seven of the boroughs, one of the suburban townships, six of the semi-rural townships, and eight of the rural townships.

Significance—

By standard affordability measures, housing affordability is mainly a concern for renter households. Although there is a concentration of rental affordability difficulty in the City of Lancaster, the lowest indices are spread across all geographic groupings and in both large and small concentrations of rental units. A number of municipalities have particularly low Rental Affordability Indices (RAI), *i.e.*—median rents are mis-matched with median renter incomes:

West Donegal Township (semi-rural)	1,021 occupied rental units	44 RAI
Millersville Borough	841 units	46 RAI
West Lampeter Township (suburban)	2,201 units	51 RAI
Strasburg Township (semi-rural)	260 units	60 RAI
Mount Joy Township	821 units	66 RAI
City of Lancaster	12,476 units	67 RAI
Elizabeth Township (rural)	207 units	69 RAI
Martic Township	227 units	70 RAI
Lititz Borough	1,572 units	73 RAI
East Drumore Township (semi-rural)	468 units	73 RAI
Mountville Borough	489 units	75 RAI
Columbia Borough	1,902 units	77 RAI

Applying the rental qualification measure of 25 percent of gross monthly income, a renter household living in the City of Lancaster with an income equivalent to the median income of all city renter households (\$22,378) would qualify for a maximum monthly rent of \$466 (compared to the median rent of \$696). (Rental affordability is calculated using a qualifying income ratio of 25 percent, less than the HUD standard of 30 percent for rent and utilities to account for lack of specific utility cost data.) The rural township group is the only grouping where the household at the median renter income could afford more than the median rent. The other groupings fall short:

	RENTER HOUSEHOLD MEDIAN INCOME	MAXIMUM MONTHLY RENT	MEDIAN RENT
Boroughs	\$32,015	\$667	\$749
Suburban townships	\$39,006	\$814	\$1,010
Semi-rural townships	\$40,516	\$844	\$995
Rural townships	\$39,190	\$816	\$809

The strong ownership affordability indices in Lancaster City and some of the boroughs is less an indication of healthy median incomes, but rather reflective of the low median values of owner-occupied housing units. These low median housing values are due in part to the high median age of the housing stock and in part to the poor condition, generally from lack of maintenance, that often accompanies older housing stock. The City of Lancaster, and Columbia and Marietta Boroughs all have ownership affordability indices over 225, yet they have median housing values well below the county average and all three have a median housing age older than 1939 (*see again* Table 3 for median ages of housing stock).

Using an approximation measure for home ownership qualification of two-and-a-half- to three-times gross income, a household living in the City of Lancaster with an income equivalent to the median income of all owner households in the city (\$49,891) could purchase a unit priced between approximately \$124,700 and \$149,700 (compared to the median housing value of \$98,500). Comparable owner median income, median price range, and median housing value data for the municipal groupings are shown on the table on the following page:

	OWNER HOUSEHOLD MEDIAN INCOME	MEDIAN PRICE RANGE	MEDIAN HOUSING VALUE
Boroughs	\$63,521	\$161,600 to \$193,900	\$170,572
Suburban townships	\$77,380	\$187,400 to \$224,900	\$208,433
Semi-rural townships	\$68,336	\$169,500 to \$203,400	\$197,692
Rural townships	\$65,439	\$162,400 to \$194,850	\$217,983

It should be noted that standard affordability indices are of limited real-world value, since they compare income and housing costs within specific geographic locations, and cannot take into account the impact of the incomes and housing propensities of households that might move to those locations (market potential) if appropriate housing were available.

Sources and Methodology—

Data are from the United States Bureau of Census American Community Survey 2011 five-year estimates. The affordability indices were calculated for this study by Zimmerman/Volk Associates. The ownership affordability index employs the methodology used by the National Association of Realtors, assuming a 20 percent down payment and a 30-year fixed-rate mortgage at 4.5 percent interest with a qualifying ratio of 25 percent of income.

The rental affordability index also uses a qualifying income ratio of 25 percent, less than the HUD standard of 30 percent for rent and utilities to account for lack of specific utility cost data. An index of 100 means that a renter household with the median income has exactly enough income to qualify for the rent on the median-cost rental unit; or an owner household with the median income has exactly enough income to qualify for the rent on a median-priced dwelling unit. An index above 100 indicates that the median-income household is more highly income-qualified, whereas an index below 100 indicates that the median-income household does not qualify for the median-cost unit. (*See* Table 4.)

**—Housing Stock Characteristics:
Overcrowding; Substandard Conditions; Cost-Burdened—**

Findings—

Lancaster County does not veer substantially from the national averages in the measures of overcrowding, substandard conditions, and cost-burdened households.

The 1.6 percent of the county's occupied housing units that are classified as overcrowded is well below the 3.1 percent national average. Statistically, overcrowding is a problem in rural Bart and Drumore Townships since the percentage of units classified as overcrowded exceeds nine percent, or three times the national average; however, in absolute numbers this totals only 144 units. In contrast, the City of Lancaster, with an overcrowding rate of only 3.2 percent, has nevertheless the highest absolute number of overcrowded units at 703.

The 0.6 percent of county dwelling units lacking complete plumbing facilities is exactly the national average; the one percent of county households lacking complete kitchen facilities is slightly above the 0.9 percent national average. At 6.1 percent, East Petersburg Borough has the highest percentage of units without full plumbing and kitchen facilities, although the City of Lancaster and Elizabethtown Borough each have greater numbers of substandard units in those categories. Nine of the 18 boroughs report no substandard units; three of the nine suburban townships have no substandard units; all but two of the 17 semi-rural townships—Providence and Strasburg—have a percentage of units that lack either or both complete plumbing and kitchen facilities; and all but three of the 15 rural townships—Conoy, Elizabeth, and Martic—have units without full plumbing and/or kitchen facilities.

The 33.2 percent of county households with a mortgage that have housing costs of 30 percent or more of household income is below the 37.5 percent national average. Rural Bart Township, semi-rural Sadsbury Township, and rural Leacock Township stand out for relatively high percentages of cost-burdened mortgaged households at 57.7 percent, 59.1 percent and 61.7 percent respectively.

The 15.7 percent of county households without a mortgage that have housing costs of 30 percent or more of household income is slightly above the 15.5 percent national average.

Semi-rural Mount Joy and Penn Townships and Adamstown Borough have relatively high percentages of cost-burdened households without a mortgage at 23.9 percent, 28.6 percent and 32.7 percent respectively.

Although it is a high percentage, the 47.8 percent of county renter households that have gross rent of 30 percent or more of household income is below the 51.5 percent national average. Several municipalities in the county have very high percentages of cost-burdened renters: suburban West Lampeter Township at 70.4 percent; semi-rural West Donegal Township at 69.2 percent; semi-rural East Drumore Township at 63.3 percent; and Strasburg Borough at 62.4 percent.

Significance—

The adverse housing conditions of overcrowding and substandard conditions cited above, because of their relatively small numbers, tend to be relatively isolated instances rather than the arc of a broader pattern. The fact that Lancaster County's average renter cost burden is below the national average, which could be perceived as somewhat heartening for the county, nevertheless indicates that rental housing affordability is a national, not just a county problem. The renter cost burden appears to be a significant challenge in many of the county's municipalities, not just the four cases cited.

Sources and Methodology—

All data are from the United States Bureau of Census American Community Survey 2011 five-year estimates. Overcrowding is defined as households living in units in which there is an average of more than one person per room. Substandard conditions cover dwelling units which lack complete plumbing and/or kitchen facilities. Cost-burdened households are defined as those households who spend more than 30 percent of their income on housing costs. (See Table 5A.)

**—Housing Stock Characteristics:
Estimates of Renter Housing Need—**

Findings—

There is an estimated need, based on 2010 data, for an additional 5,000 units of rental housing in Lancaster County affordable to households with incomes at or below 30 percent of HUD's Area Family Median Income (HAMFI). There is a theoretical surplus of units affordable to households with incomes between 30 and 80 percent of HAMFI, and a theoretical deficit of units affordable to households with incomes above 80 percent of median.

Significance—

Based on this analysis, renter demand by income ranges and rental supply by affordability ranges are not well-matched in the county. In particular, households with incomes at or below 30 percent of HAMFI are either under-housed or cost-burdened.

The clear shortfall of rental housing affordable to households with incomes at or below 30 percent of median means that those households are likely living in dwelling units that cost more than 30 percent of their income or may even be homeless. The theoretical surplus of units affordable to households with incomes between 30 and 50 percent of median is only 18 percent higher than the shortfall of units affordable to households with incomes below 30 percent of median, making it likely that those households are taking up much of that surplus, despite the resulting housing cost burden.

Conversely, there is a theoretical surplus of units affordable to households with incomes between 50 and 80 percent of median that is within only one percent of the estimated shortfall of units affordable to households with incomes greater than 80 percent of median.

The aggregate data, combining all income groups and all dwelling units, indicates a net county-wide surplus of just over 1,000 rental units, which is less than two percent of all units and can be accounted for through normal rental turnover. Any rental housing market with vacancy rates of less than five percent is considered to be seriously under-served.

Sources and Methodology—

All data are from the United States Department of Housing and Urban Development's Comprehensive Housing Affordability Strategy (CHAS) data, which are, in turn, custom tabulations compiled for HUD by the U.S. Census Bureau. The data are tabulated from the 2006-2010 American Community Survey. Although estimates of renter households are broken out by five income groups delineated by percentage of HUD Area Median Family Income (HAMFI), estimates of rental housing affordable by HAMFI group are only available in four income groups: 30 percent of HAMFI or less, over 30 percent of HAMFI to 50 percent of HAMFI, over 50 percent of HAMFI to 80 percent of HAMFI, and over 80 percent of HAMFI. As a result, in the rental needs analysis households with incomes over 80 percent of HAMFI to 100 percent of HAMFI and over 100 percent of HAMFI have been combined. Units that lack complete kitchen and/or plumbing facilities, of which there are only a small number, have not been included in the calculations. (*See* Table 5B.)

—Housing Stock Characteristics: Housing Type by Units in Structure—*Findings—*

Lancaster County currently has a slightly lower percentage of detached single-family houses (55.6 percent) than the State of Pennsylvania (56.9 percent) or the nation (61.6 percent). In contrast, the county has a higher percentage of attached single-family units (19.8 percent) than either the state (18.2 percent) or the nation (5.8 percent). The county's percentage of two-family units (4.3 percent) is lower than the state's (4.8 percent), but higher than the national average (3.8 percent). Conversely, the county's percentage of multi-family buildings with three or more units (16.3 percent) is lower than the nation's (22.2 percent), but higher than the state's (15.9 percent). The county has a lower percentage of mobile homes (four percent) than either the state (4.3 percent) or the nation (6.6 percent).

The municipalities with the highest percentage of detached houses are the rural townships of Martic (87.7 percent), Colerain (86.8 percent), Drumore (84.3 percent), Elizabeth (81.8 percent) and Brecknock (81.7 percent), as well as Terre Hill Borough (89.3 percent). The municipalities with the lowest percentage of detached houses are the City of Lancaster (16 percent), the boroughs of Columbia (31.7 percent), Mountville (36.2 percent) and Marietta (38.9 percent), and the suburban township of Lancaster (34.9 percent).

Mobile homes represent four percent of the housing stock in the county as a whole, just 0.3 percent in the City of Lancaster, two percent in the boroughs, approximately three percent in the suburban townships, approximately eight percent in the semi-rural townships, and 6.4 percent in the rural townships. At 22.6 percent of its housing stock (or 599 units), semi-rural Providence Townships has both the highest percentage and greatest number of mobile homes; Terre Hill Borough reportedly has none.

Taken together, townhouses and duplexes make up a sizeable percentage of the county's housing stock in every municipal grouping. In the City of Lancaster, 54 percent of the housing units are townhouses or duplexes. These housing types comprise over a quarter of the housing stock in nine boroughs, Columbia (43.5 percent), Mountville (39.1 percent), Denver (37.4 percent), Ephrata (35 percent), Mount Joy (30.1 percent), Marietta (29.4 percent), Lititz (28 percent), East Petersburg (27.4 percent) and Elizabethtown (25.7

percent), one suburban township, Lancaster (35 percent), and one semi-rural township, Manor (26.1 percent).

The municipalities in which multi-family units make up more than a quarter of the housing stock are the suburban townships of West Lampeter (31.1 percent) and Lancaster (29.1 percent), the boroughs of Elizabethtown (31.9 percent) and Marietta (26.9 percent), and the City of Lancaster (29.6 percent). Fifteen townships have less than five percent of their housing stock in multi-family units. The high percentage of multi-family units in West Lampeter Township is due to the presence of the Willow Valley Retirement Community; excluding Willow Valley, the distribution of housing types within the township is likely to be comparable to the other suburban townships.

Significance—

The general pattern of attached structures and multi-family buildings comprising greater percentages of the housing stock in the city and boroughs with detached houses becoming increasingly prevalent moving from suburban through semi-rural to rural locations is similar in construct and proportion to the historical patterns of development of both Pennsylvania and the nation as a whole

In large part, these historical patterns evolved based on the availability of transportation options; apart from farm communities, development outside the core cities did not occur in significant amounts until, initially, the introduction of streetcars and then later, the construction of a road network that made rural and exurban areas readily accessible by automobile. Deviations in some municipalities can be generally ascribed to suburban and exurban development, or the lack thereof, and the number of small hamlets and villages located throughout the county.

Redevelopment and infill construction should be quite compatible with the existing housing stock in most municipalities, again assuming that the required infrastructure is either present or financially feasible and appropriate zoning is in place.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company and the United States Bureau of Census. Although data are available, for purposes of clarity because of their extremely small numbers, dwelling units designated as boats, recreational vehicles, vans and other miscellaneous types have not been included the calculations. (*See* Table 6.)

—Housing Stock Characteristics: Number of Bedrooms in Unit—*Findings—*

At 43.6 percent, dwelling units with three bedrooms—a standard for a significant number of newly-constructed single-family house—comprise a plurality of the housing stock in the county. Three-bedroom units comprise 34 percent of the housing stock in the City of Lancaster, 46 percent in the boroughs, 41.8 percent in the suburban townships, 46.9 percent in the semi-rural townships, and 47.3 percent in the rural townships.

While units with two bedrooms are the next most prevalent unit type in the county at 21.4 percent, as well as in the boroughs at 24.6 percent, this is not the case in the other municipal groupings. At 23.4 percent, one-bedroom units edge out two-bedrooms (23.3 percent) as the second most prevalent unit type in the City of Lancaster. Four-bedroom units are the second most prevalent unit type in the suburban townships (23.4 percent), in the semi-rural townships (20.2 percent), and in the rural townships (22.3 percent).

Outside of the City of Lancaster, five of the boroughs (Columbia, Elizabethtown, Lititz, Mount Joy, and New Holland), two of the suburban townships (East Hempfield and Lancaster), and two of the semi-rural townships (Manor and West Donegal), there are insignificant percentages and/or numbers of units with no bedroom (efficiency or studio units) in the remaining 50 municipalities. The City of Lancaster has the highest total number (at 651 total units) and highest percentage (at 2.7 percent) of efficiency or studio units. Eight boroughs, three suburban townships, nine semi-rural townships, and nine rural townships have no efficiency or studio units at all.

Significance—

Lancaster County has a logical pattern of bedroom distribution. Smaller, higher-density housing types with fewer bedrooms are located in the city and most of the boroughs, while the bedroom count increases as one moves from suburban and semi-rural to rural townships. However, because the 21st Century housing market is increasingly comprised of one- and two-person households, those municipalities with larger concentrations of housing units with four or more bedrooms may find themselves at a competitive disadvantage.

General rental preferences now include a preponderance of studio, one- and two-bedroom units; general ownership preferences now include a majority of one- and two-bedroom units for condominiums, two- and three-bedroom units for townhouses, and three-bedroom units for single-family detached houses.

Sources and Methodology—

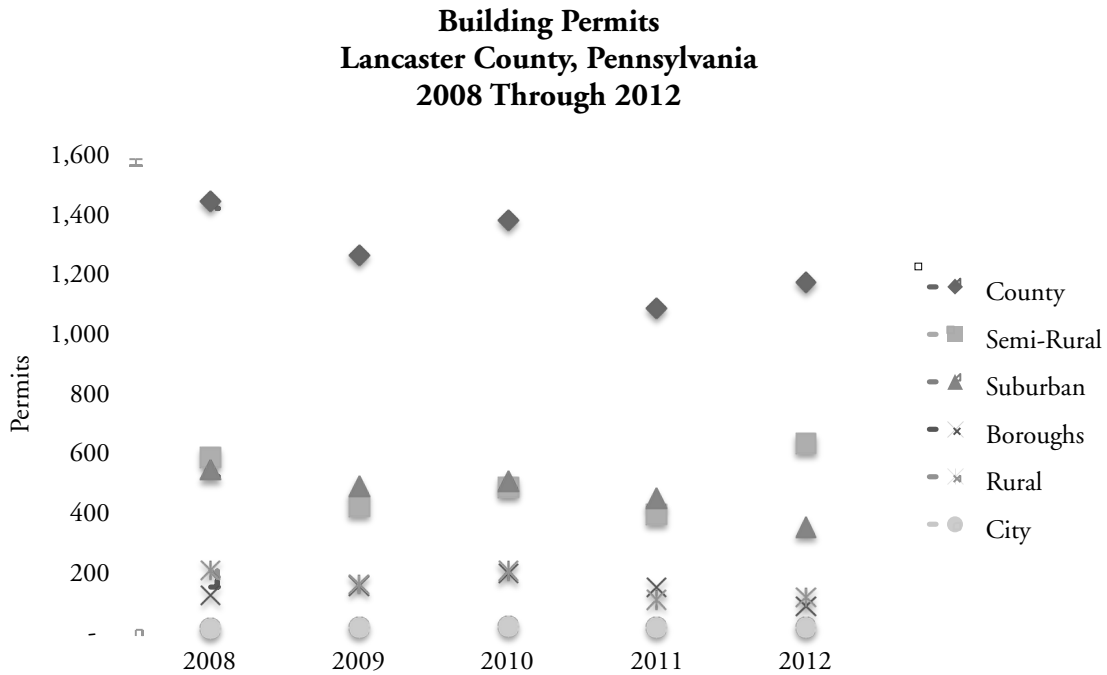
Data are from the United States Bureau of Census American Community Survey 2011 five-year estimates. (See Table 7.)

—Housing Stock Characteristics: Building Permits—

Findings—

Over the five-year period from 2008 through 2012, a period which coincides with the nation’s deepest housing slump since the Great Recession, residential building permit activity generally declined throughout Lancaster County. Total permits pulled in the county during that period fell from a peak of 1,434 permits in 2008 to a nadir of 1,076 permits in 2011 rising slightly to 1,165 permits in 2012. The rebound in 2012 was due to a significant increase in permits in the semi-rural townships, with one-year increase of 62 percent, from 385 permits issued in 2011 to 624 permits issued in 2012. Mount Joy and Rapho Townships accounted for a significant share of the increased number of permits. While there was a slight increase of permit activity in 2010 in all municipal groupings, other than in the semi-rural townships permit activity continued to decline in 2011 and 2012.

□



Single-family units, which include attached as well as detached units, represent the largest percentage of permits issued throughout the county over the five-year period. According to the Census Bureau, all of the permits issued in the City of Lancaster over the same time

frame were single-family (attached and/or detached) units; 72 percent of the permits issued in the boroughs were for single-family (attached and/or detached) units; 77 percent in the suburban townships; 69 percent in the semi-rural townships; and 85 percent in the rural townships. Given the relative numbers of single-family attached and detached units already located in the county and each of the municipalities, most of the single-family permits issued are likely for detached houses.

Significance—

As measured by permits, residential development in the county, even through the deep housing recession, has shown a consistent bias toward single-family development in suburban and semi-rural locations. Activity in the boroughs and particularly the City of Lancaster has been quite low, despite the national trend toward revitalization and enhancement of walkable, mixed-use neighborhoods.

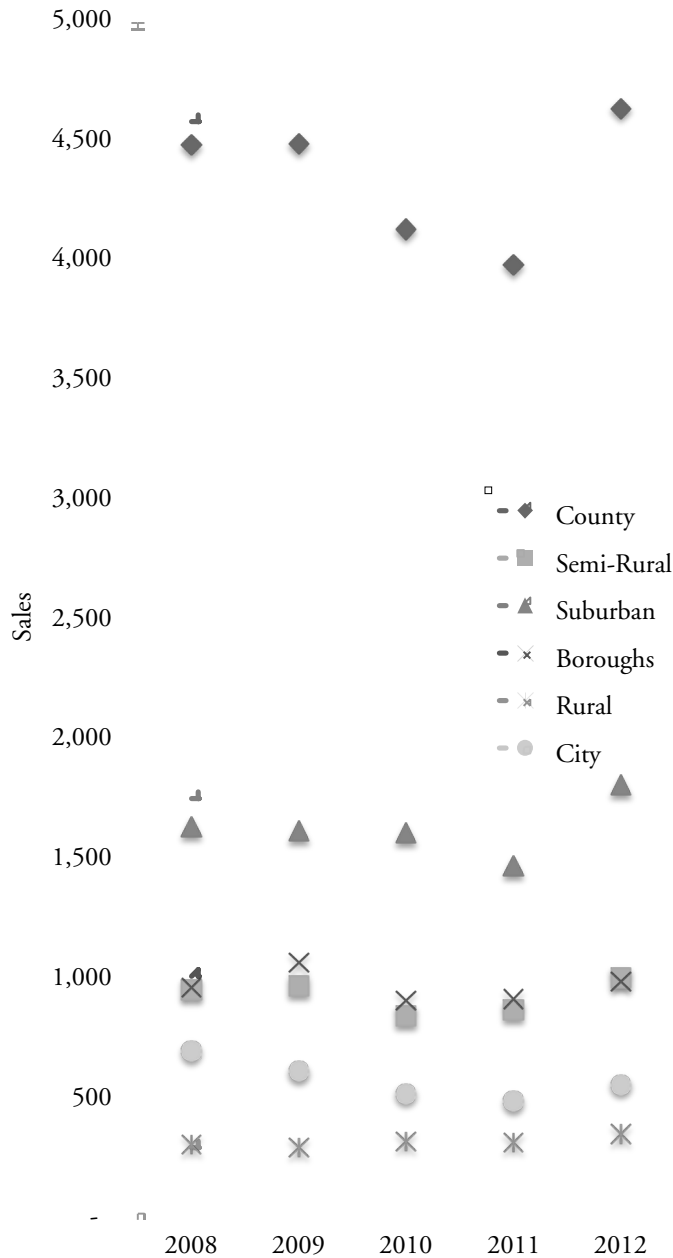
Permit data suggests that the county lags the nation in this respect, in part because zoning in very few municipalities supports a mix of housing types or uses, in part because few places have the water or sewer capacity that would support additional higher density housing, and in part because few developers are capable of undertaking the complexity of mixed-use or mixed-income development. (See also the SUMMARY OF ZONING ORDINANCE ANALYSES prepared by Thomas Comitta Associates, Inc. in conjunction with this HOUSING MARKET ANALYSIS.)

Sources and Methodology—

Data cover the years 2008 through 2012 as compiled by the United States Bureau of Census. (See Table 8.)

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**Sales Through Multiple Listing Service
Lancaster County, Pennsylvania
2008 Through 2012**



**—Housing Stock
Characteristics:
Units Sold Through
Multiple Listing Service—**

Findings—

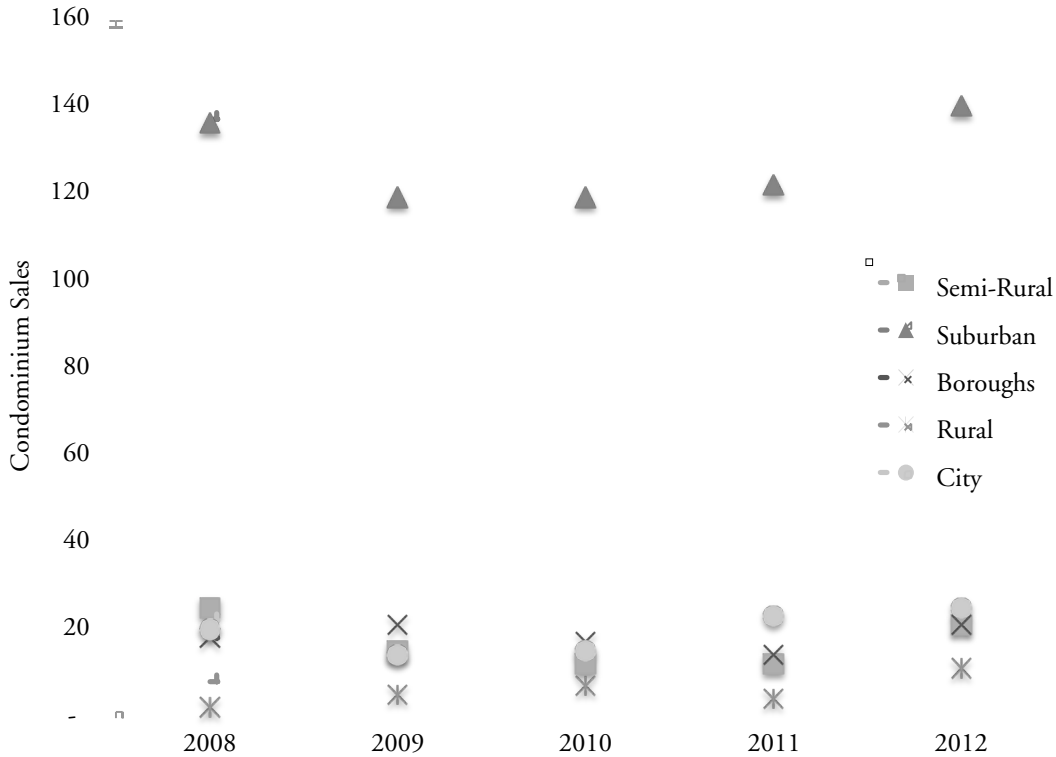
From 2008 through 2011—again, a period which coincides with the deep national housing recession—residential sales generally declined, and then rebounded in 2012. Sales in the county totaled approximately 4,465 units in 2008 and 2009, slipping to 3,962 units in 2011. Sales increased by over 16 percent to 4,616 units in 2012.

Half of the 2012 increase was in the suburban townships, where sales showed a one-year increase of 23 percent from 1,452 units in 2011 to 1,789 units in 2012. In every municipal grouping, 2012 sales surpassed 2008 totals, with the exception of the City of Lancaster where the 539

sales in 2012 were nearly 21 percent below the 681 total sales in 2008.

□

**Condominium Sales Through Multiple Listing Service
Lancaster County, Pennsylvania
2008 Through 2012**



Condominiums represent a very small part of residential sales, between 3.9 and 4.6 percent of the annual totals. Both the City of Lancaster and the boroughs have higher condominium sales in 2012 than they did in 2008. These 2012 totals, however—a mere 24 units in the city and 20 units in all the boroughs combined—are insignificant compared with the 139 condominium sales in the Suburban Townships in 2012.

Significance—

Residential sales in the county have been dominated by suburban locations. From 2008 to 2012, the suburban townships’ share of total sales has increased from 36 percent to 39 percent; the 2012 sales rebound saw semi-rural township sales jump by 16 percent. Through 2012, the amount of sales activity in the boroughs has been second only to the suburban townships

The lowest sales activity has consistently been in the rural townships and in the City of Lancaster, although the trend during the housing slump has been generally upward for the rural townships and declining for the city. The one area where the county's more urban areas are showing increased sales, condominiums, is statistically a tiny segment, and dwarfed by condominium sales in the suburban townships. By this measure also, Lancaster County trails behind the nation's urban revival.

Sources and Methodology—

Data were compiled from the Lancaster County Association of Realtors (LCAR) Multiple Listing Service (MLS) database, which includes new and resale units in the county sold through every LCAR member real estate broker. Not all sales are included in the MLS database; properties sold through a broker's exclusive listing and units sold directly by a private owner or developer may not be included in the MLS data. (*See Tables 9A through 9E.*)

—Affordable Housing Properties—

Findings—

The 4,363 units in the 71 affordable housing properties compiled in this analysis represent just two percent of the total housing stock in Lancaster County. The highest concentration of units, by number (1,929), and percentage of total housing stock (8.1 percent), is represented by the City of Lancaster's 26 affordable properties. The 1,674 units in the 32 affordable properties in the boroughs represent four percent of the boroughs' housing stock. There are 680 units in 10 properties in the suburban townships, and only three properties with a total of 80 units are located in the semi-rural and rural townships.

Each of the affordable housing unit categories are also concentrated in the county's more urban municipalities. Just under half of the subsidized units are located in the City of Lancaster and another third are located in the boroughs. Sixty-two percent of the non-subsidized affordable units are located in the boroughs. Nearly 90 percent of the seniors properties are found in the City of Lancaster, and almost 89 percent of the properties with units for the disabled are in either the City of Lancaster or the boroughs.

Significance—

In common with most regions across the nation, affordable and special-needs housing is concentrated in urban areas. It is logical that seniors housing and housing catering to the disabled are located in mixed-use urban areas where services are also concentrated. It is much less desirable for affordable units in managed properties to represent such a small share of suburban and rural housing stock, particularly since high percentages of the renter households living in those locations are cost-burdened.

Sources and Methodology—

Data were compiled from several sources: Community Basics, Inc., the Housing Development Corporation (HDC) MidAtlantic, the Lancaster City Housing Authority, the Lancaster County Redevelopment Authority, and the United Way of Lancaster County, augmented by Internet searches. These properties contain units in one or more of five categories: Subsidized, with rent based on 30 percent of household income or approved flat

rents; Non-Subsidized, where the full rent is below market rate for that area, and rents vary according to income; Elderly, where only seniors may reside; Disabled, where there are units designed to accommodate disabled residents; and Homeless, properties with programs to house the homeless. These categories are not mutually exclusive in any given property. (See Table 10.)

—Summary of Selected Rental Properties—

Findings—

Market-rate rents in the 66 Lancaster County properties ranged from \$550 for a 450-square-foot studio, to \$2,340 for a 1,315-square-foot one-bathroom loft, both located in the City of Lancaster.

Studio units, which, with the exception of the City of Lancaster, are uncommon in the county, generally rent for between \$550 and \$825 per month for units containing between 450 and 585 square feet, or \$1.15 to \$1.53 per square foot. One-bedroom units generally rent for between \$650 and \$1,200 per month for between 575 and 1,200 square feet of living space, although there are some one-bedroom units as large as 1,300 square feet; one-bedroom rents per square foot generally range from \$0.75 to \$1.30 per square foot. Two-bedroom units generally rent for between \$750 and \$1,300 per month for units containing between 700 and 1,400 square feet, or \$0.65 to \$1.25 per square foot. Three-bedroom units generally rent for between \$850 and \$1,600 per month for between 1,000 and 1,600 square feet of living space, or \$0.70 to \$1.20 per square foot.

Units in the semi-rural properties are generally larger and with higher rents than those in the other groupings, although properties in the suburban townships generally have higher rents per square foot.

Over 45 percent of the rental properties, and nearly 70 percent of the units, were located within suburban townships. Properties located in the suburban townships are also generally the largest in size, with an average of 198 units per property, compared with a 52-unit average in the City of Lancaster, a 100-plus unit average in semi-rural properties, a 128-unit average in rural properties, and the borough property average of 141 units.

Occupancy rates at nearly all of the rental properties exceed 95 percent, which is considered to be functional full occupancy.

Significance—

Not surprisingly, higher-income renters live in newer, professionally-managed properties. The rental ranges in the 66 market-rate rental properties clearly target above-median income renters. Applying the rental qualification measure of 25 percent of gross monthly income—as noted in the earlier discussion of affordability (*see again* Table 4)—the city renter household maximum monthly rent of \$466 is well below the rent range of the surveyed properties located in the City of Lancaster. (Rental qualification using an income ratio of 25 percent, less than the HUD standard of 30 percent for rent and utilities, assumes a five percent of income allocation for utilities.)

The borough renter household maximum monthly rent of \$667 would apply to few of the units located in the surveyed borough properties.

The suburban township renter household maximum monthly rent of \$813 would cover the rent at a large number of the studio and one-bedroom apartments located in the surveyed suburban township properties.

The semi-rural township renter household maximum monthly rent of \$844 would cover only a few of the one-bedroom units in one of the Manor Township properties, and none of the units located in the surveyed properties in other semi-rural townships.

The rural township renter household maximum monthly rent of \$816 would cover only the rents of the one-bedroom apartments and some of the two-bedroom townhouses at Chelsea Village in Upper Leacock Township.

Neither a borough renter household maximum monthly rent of \$667, nor a semi-rural renter household maximum monthly rent of \$844, is sufficient to meet the rent of any two- or three-bedroom units in the surveyed properties in their respective municipal grouping. Similarly, a suburban township renter household maximum monthly rent of \$813 is below the average rent for all unit types and less than the rent on any three-bedroom unit in the suburban properties.

The extremely high occupancy rates at most of the rental properties in the survey, combined with the cost-burden carried by a majority of renters at these properties, point to a severe shortage of rental housing, at all price points, throughout the county.

Sources and Methodology—

Data on a variety of market-rate rental properties, typically larger, newer, professionally-managed properties, were compiled through Internet searches, augmented by primary telephone research. (See Table 11.)

—Summary of Selected For-Sale Multi-Family and Single-Family Attached New Home Subdivisions—

Findings—

New for-sale multi-family (condominium) properties covered in the survey are represented by three properties, one in the City of Lancaster, and one each in Ephrata and Lititz Boroughs. The least costly new housing option in the county are 1,250-square-foot condominiums in Ephrata Borough that are priced at \$122,500. The most expensive condominiums are 1,575-square-foot units in the City of Lancaster that are priced at \$329,000. Condominium prices per square foot range from \$98 to \$209. According to Metrostudy, in the first seven months of 2013, there have been only two closings in these condominium properties. It should be noted, however, that condominium mortgage qualification has been exceptionally strict since the sub-prime mortgage crisis, leaving many normally-qualified households unable to purchase.

New attached single-family properties—including single-story villas, duplexes and townhouses—are more common throughout the county, located within the boroughs and townships, and including a rural township. Duplexes range in price from \$162,900 for a 1,250-square-foot unit in East Cocalico Township, to \$315,900 for a 2,453-square-foot unit in Rapho Township. Duplex prices per square foot range from \$117 to \$182. Townhouses (single-family attached units) range in price from \$147,500 for a 1,320-square-foot townhouse, to \$335,000 for a 2,267-square-foot townhouse, both located in Manor Township. Townhouse prices per square foot range from \$87 to \$148. According to Metrostudy, in the first seven months of 2013, there have been four closings in the one villa property, 20 closings in seven duplex properties, and 22 two closings in nine townhouse properties.

Significance—

Although condominium and attached single-family units are among the least costly new housing options in the county, many priced below \$175,000, higher-density new housing is not limited to cost-conscious buyers; over half of the 21 higher-density properties are selling units priced over \$200,000 and three have units priced over \$300,000.

Under the ownership qualification measure of three times gross income, the City of Lancaster owner household maximum unit price of \$149,700 is below the least-costly unit in the one City property among the surveyed properties. The borough owner household maximum unit price of \$193,900 would purchase a townhouse or duplex in only two of the four properties selling new units in the boroughs. The suburban township owner household maximum unit price of \$224,900 would purchase a townhouse or duplex in six of the eight properties located in the suburban townships. The semi-rural township owner household maximum unit price of \$203,400 would purchase a townhouse or duplex in just two of the six properties located in the semi-rural townships.

Presumably, once more rational condominium mortgage qualification practices return, a greater number of condominiums will be developed providing a broader range of moderately-priced new housing options.

Sources and Methodology—

Base data on properties currently marketing newly-constructed for-sale multi-family and single-family attached units were compiled by Metrostudy, a national real estate data provider, significantly augmented through Internet searches. (See Table 12.)

**—Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions—**

Findings—

Newly-constructed detached single-family houses are for sale in each of the municipal groupings with the exception of the City of Lancaster. The most expensive new house currently offered is a 3,559-square-foot unit in suburban Manheim Township priced at \$749,250. In contrast, the lowest price for a new detached unit is \$159,900 for a 1,648-square-foot house in the Rosedale development located in semi-rural Earl Township. Overall, sales prices per square foot range widely from \$80 to \$211.

There is some variation in properties according to municipal grouping. In the boroughs, new detached houses are priced from \$142,000 to \$575,000, with prices per square foot ranging from \$94 to \$170. In the suburban townships, new, non-age-restricted detached houses are priced from \$127,900 to \$749,250, with prices per square foot ranging from \$80 to \$211. New detached houses in non-age-restricted semi-rural townships are priced from \$127,900 to \$437,990, with prices per square foot ranging from \$85 to \$178. In the rural townships, new, non-age-restricted detached houses are priced from \$155,470 to \$499,900, with prices per square foot ranging from \$109 to \$185.

According to Metrostudy, in the first seven months of 2013, there have been 15 closings in the eight properties in the boroughs, 44 closings in the 17 non-age-restricted suburban township properties, 37 closings in the 10 non-age-restricted semi-rural township properties, and eight closings in the seven non-age-restricted Rural Township properties.

Seven properties included in the survey are restricted to residents aged over 55. One such property is located in suburban East Hempfield Township with units priced from \$272,335 to \$330,945, or from \$148 to \$175 per square foot. In the semi-rural townships, five age-restricted properties are selling units priced from \$217,900 to \$399,900, or from \$123 to \$184 per square foot. In rural Leacock Township, one age-restricted property has units priced at \$281,458, or \$113 per square foot. According to Metrostudy, in the first seven months of 2013, there have been 31 closings in the seven age-restricted properties.

Significance—

A substantial percentage of newly-constructed detached housing is out of reach of resident households with the median home owner income, again, using an ownership qualification measure of three times gross income.

The borough owner household maximum unit price of \$193,900 would purchase a new detached house in only two of the nine properties located in the boroughs. The suburban township owner household maximum unit price of \$224,900 would purchase a new detached house in only four of the 17 non-age-restricted properties located in the suburban townships. The semi-rural township owner household maximum unit price of \$203,400 would purchase a new detached house in five of the 10 non-age-restricted properties located in the semi-rural townships. The rural township owner household maximum unit price of \$194,850 would purchase a new detached house in just two of the seven non-age-restricted properties located in the rural townships. The owner household maximum unit prices in any of the municipal groupings is too low to purchase a new detached house in any of the age-restricted properties in the county.

Over two-thirds of the new single-family detached subdivisions are located in suburban or semi-rural municipalities and over 82 percent of sales have been within those municipal groupings. Age-restricted properties have an even greater non-urban bias with 71 percent of properties and 81 percent of closings located in semi-rural townships.

Despite the evolution of housing consumer attitudes nationally in favor of walkable, mixed-use locations, detached houses in single-use subdivisions remain a majority, or at least a plurality of housing types within the suburban and semi-rural municipalities. With the exception of less land-hungry small-lot single-family units such as cottages and bungalows, new single-family detached development remains challenging in urban environments. The heavy bias towards detached single-use subdivisions in suburban and exurban locations is another indication that Lancaster County trails behind the nation's urban revival.

Sources and Methodology—

Base data on properties currently marketing newly-constructed single-family detached units were compiled by Metrostudy, a national real estate data provider, significantly augmented through Internet searches. Custom-built houses and single houses built on speculation are not included. (*See* Table 13.)

—**DEMOGRAPHIC CHARACTERISTICS**—

The City of Lancaster stands apart from the balance of Lancaster County. The city's households are significantly younger and less affluent and its families are much more likely to live in poverty; the city is home to nearly 48 percent of the county's African-American population and just over half of the county's Hispanic population.

The county's population and household growth has occurred mostly outside the city and the boroughs. Over 73 percent of population and household growth and 76 percent of the housing unit growth has occurred in the suburban and semi-rural townships. The general trend, mainly over the pre-2009 housing boom, has been a continued geographic dispersion of housing units, households and population.

—**Demographic Characteristics:
Population, Households, Median Household Income**—

Findings—

Lancaster County's average household size of 2.6 is the same as the average for the nation, and slightly higher than the state average of 2.4 percent. Comparing municipal groupings, and excepting the City of Lancaster, average household size is inversely proportionate to residential density. The rural townships have the highest average household size (3.0 persons per household) and the lowest residential density (0.12 units per gross acre), while the boroughs have the lowest average household size (2.5 persons per household) and the second-highest residential density (2.3 units per gross acre) after the City of Lancaster.

Median age in Lancaster County is 38 years, slightly older than the national median of 37.5, but younger than the 40.3 Pennsylvania median age. Comparing municipal groupings, the suburban townships have the oldest median age (41.9) while the youngest median age is in the City of Lancaster (31.8), followed by the rural townships (34.9), the boroughs (37.3) and the semi-rural townships (38.3).

Lancaster County's median household income of \$51,000 is higher than both the nation's median of \$49,300 and Pennsylvania's median of \$49,400. The suburban townships have the highest estimated household median income at \$58,900, which is five percent higher

than the \$56,000 estimated household median income in the semi-rural townships, and nine percent higher than the \$54,000 estimated household median income in the rural townships. Median income is at a different scale in the City of Lancaster, where the household median is only \$29,700, and in the boroughs, where the estimated household median income is \$46,600.

Significance—

The City of Lancaster, with its significantly younger and less affluent demographic, is unique in the county, but typical of most smaller cities across the United States. Household size in many of the county's townships is biased toward higher averages due to the presence of plain sect households, who tend to have more children or reside in multi-generational households.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 14.)

**—Demographic Characteristics:
Change in Population, Households and Housing Units—**

Findings—

From 2000 through 2013, the number of persons, households, and housing units increased in the county and in every municipal grouping. The only population losses were in Elizabethtown and Marietta Boroughs; no municipality saw a reduction in the number of households. The greatest proportionate gains in population, households and housing units were in the semi-rural (19 percent in population, 23 percent in households and 24 percent in housing units) and suburban (15 percent in population, 17 percent in households and 19 percent in housing units) township groupings. One significant exception to the general trend is Adamstown Borough which saw increases of 59 percent in population, 50 percent in households and 53 percent in housing units.

Municipalities with the greatest population increases are: Manheim Township (5,643); the City of Lancaster (3,919); Manor Township (3,441); East Lampeter Township (3,330); East Donegal Township (2,686); Warwick Township (2,569); East Hempfield Township (2,509); West Lampeter Township (2,461); Lancaster Township (2,192); Rapho Township (2,126); and Mount Joy Township (2,122).

Many of the same municipalities had the greatest household increases including: Manheim Township (2,598 households); Manor Township (1,575); the City of Lancaster (1,401); West Lampeter Township (1,230); Warwick Township (1,225); East Hempfield Township (1,221); East Lampeter Township (1,220); Rapho Township (1,046); and East Donegal Township (1,037).

Since household increases are directly tied to increases in housing units, these same municipalities also had the greatest housing increases including: Manheim Township (2,737 housing units); Manor Township (1,694); East Hempfield Township (1,480); West Lampeter Township (1,479); Warwick Township (1,360); East Lampeter Township (1,268); East Donegal Township (1,146); Rapho Township (1,121); and the City of Lancaster (900).

Since the increase in population from 2000 through 2013 was less than the increase in households in every municipal grouping except for the City of Lancaster, the average household size declined in those municipalities. In the county, the average household size declined 1.9 percent. The highest percentage drop in average household size was 3.1 percent in the semi-rural townships. The only increase in average household size was 0.2 percent in the City of Lancaster.

Significance—

Forty-one percent of Lancaster County's growth in the number of dwelling units occurred in its suburban townships. Since household growth and, hence, population growth are predicated on the creation of new dwelling units, the suburban townships also accounted for 37 percent of the county's population growth and over 38 percent of its household growth. As noted previously, the general trend over the study period, then, has been continued geographic dispersion of housing units, households and population from the urban centers to the suburban, semi-rural, and rural regions.

Since the study period takes in both the pre-crash overheated housing market and the extended post-crash weakened housing market, it is likely that most of the household dispersion occurred prior to 2009.

Sources and Methodology—

Data are actual counts from the 2000 Census and 2013 estimates the Nielsen Company. (See Table 15.)

—**Demographic Characteristics: Household Income Ranges**—

Findings—

As with the county median household income data (*see again* Table 14), the suburban townships have the highest percentage of affluent households (21.8 percent) as measured by incomes of \$100,000 and higher, followed by the rural townships (17.4 percent affluent households) and semi-rural townships (17.2 percent). The City of Lancaster has the lowest percentage of affluent households (5.8 percent), and the highest percentage of households earning less than \$25,000 a year (43.4 percent). Municipalities with 25 percent or more households earning under \$25,000 a year include the Boroughs of Columbia (35.6 percent), Millersville (31.2 percent), Elizabethtown (30.5 percent), and New Holland (25.4 percent) and suburban Lancaster Township (27.1 percent).

Significance—

The income pattern demonstrated by Lancaster County and its 60 municipalities—older, higher-density areas generally correlating with concentrations of below-median income households, while lower-density areas with significant new development have greater concentrations of affluence—is common throughout the nation. It may seem obvious to note that the high concentration of below-median income households in the City of Lancaster reflects the high concentration of affordable housing units in the city (*see again* Table 10), whereas the higher concentrations of above-median income households outside the city reflect the higher concentrations of higher-priced new housing. However, a literature review by Levy, McDade and Dumlao (2010) documented that the well-being of low-income residents improves in mixed-income communities, suggesting that additional housing opportunities for these households would be better located outside the city. Conversely, it would be beneficial to the city to strive for a more balanced mix of affordable and market-rate units.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (*See* Table 16.)

—**Demographic Characteristics: Families by Poverty Status**—

Findings—

Because of the generally higher incomes in the county, only seven percent of Lancaster County's family households are living at or below the poverty level, compared with nine percent of Pennsylvania family households and nearly 11 percent of family households nationally. Over 75 percent of the county's family households in poverty have children present, compared with over 76 percent in Pennsylvania and 78 percent nationally.

In the City of Lancaster, nearly a quarter of the family households are living in poverty and 85 percent of those households have children present. After the City of Lancaster, the next highest concentration of family households in poverty is found in the Borough of Columbia, where over 18 percent of family households are in poverty and 84 percent of those households have children present. Family households living in poverty are present throughout the county, representing over six percent of family households in the boroughs, 4.6 percent of family households in the suburban townships, five percent of family households in the semi-rural townships, and 5.7 percent of family households in the rural townships.

Significance—

Although family households living in poverty are found in every borough and township throughout the county, the highest concentration is found in the City of Lancaster where a third of all the county family households in poverty reside. This is due in part because the city has the highest concentration of affordable housing units, but also because the city is where most of the services provided to low-income households are found. Since a large percentage of families in poverty do not own automobiles, housing choice is limited to those areas that provide both services and affordable housing in close proximity. (*See again* Table 10.)

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. The Census Bureau uses a set of income thresholds that vary by family size and composition to determine which families

could be considered to be living in poverty. If a family's total income is less than the threshold, then every person in that family is considered to be living in poverty. The poverty definition uses income before taxes not including capital gains or noncash benefits (*e.g.*—public housing, Medicaid, and food stamps). Thresholds do not vary geographically, but they are updated for inflation using the Consumer Price Index (CPI-U). The 2013 poverty guideline for a family of four persons for the continental United States is \$23,550. The family designation includes all households with children as well as all married couples, regardless of whether children are present in the household. (*See* Table 17.)

—**Demographic Characteristics: Families by Poverty Status**—

Findings—

Of the 3,170 homeless program participants where age was specified, 23 percent were under 13 years of age, and another 4.5 percent were between the ages of 14 and 18; more than a quarter of the homeless were therefore mostly elementary-school-age children or children who had not yet entered school. The program participants were over 58 percent male, 70 percent white and 89 percent reported that they were homeless for the first time. Of disabilities reported by the homeless participants, the most prevalent was a mental health problem (24.9 percent of program participants surveyed) followed by a physical disability (7.8 percent), drug abuse (7.5 percent) and alcohol abuse (6.1 percent).

Significance—

The homeless in Lancaster County defy stereotypes. Persons seeking assistance with homelessness are mainly white, include a surprising number of children, and overwhelmingly report being homeless for the first time. For many of the program participants, the exigencies of the housing crash of 2008, including the higher than typical numbers of foreclosures, and the Great Recession, which resulted in significant job reductions across the United States and in the county, induced their homeless condition. The previous residences of nearly all of the program participants are located throughout the county; very few are from outside the county.

Sources and Methodology—

Data are for calendar year 2012, based on a survey of 3,186 clients of homelessness-related social services programs compiled by Lancaster County Behavioral Health and Developmental Services. (See Table 18.)

—Demographic Characteristics: Ethnicity—*Findings—*

Lancaster County's population is 88 percent white, compared with 81 percent of Pennsylvania's population and 71 percent of the nation as a whole. African-Americans represent 3.8 percent of the county's population, compared with 11 percent of Pennsylvania's and nearly 13 percent of the nation's. Just over nine percent of the county's population is of Hispanic origin, compared with 6.3 percent of the state and nearly 17.3 percent of the nation

The City of Lancaster has the greatest ethnic diversity, with African-Americans comprising 16.4 percent of its population and persons of Hispanic origin representing 41.2 percent. Elsewhere in the county, the population is overwhelmingly white: 91.9 percent of the population of the boroughs, 88.2 percent of the suburban townships, 95.3 percent of the semi-rural townships, and 96.6 percent of the rural townships.

Significance—

In ethnic make-up, the City of Lancaster is unique in the county. The geographic distribution of the county's population by ethnicity exhibits self-selected segregation of the white population outside the city. Unfortunately, this is also an ethnic pattern representative of many regions in the United States, although one that is likely to change over time, due to the increasing numbers of non-white households throughout the country.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. The "Other" category combines Native Hawaiian and other Pacific Islanders, as well as any other race alone, or persons of two or more races. The race categories, *i.e.*—categories other than "Hispanic/Latino," add to 100 percent. The "Hispanic/Latino" category is separate and non-exclusive; those persons of Hispanic/Latino heritage are also counted within one of the race categories. (*See* Table 19.)

—Demographic Characteristics: Persons per Household—*Findings—*

Just under a quarter of Lancaster County's population lives alone, compared with nearly 29 percent in Pennsylvania and 27 percent in the nation. Sixty percent of the county's households consist of just one or two persons, lower than the 62.7 percent of households in the state, but slightly higher than the 59.5 percent of households nationally. The municipal grouping with the highest percentage of one- and two-person households is the boroughs, at more than 64 percent; the lowest percentage of one- and two-person households is found in the rural townships, at 52.4 percent.

While the City of Lancaster has the highest percentage of one-person households, at 32.1 percent, it also has the lowest percentage of two-person households, at 28 percent; the city also has the lowest percentage of three-person households (15.5 percent). Four-person households represent 12 percent of all households in both the city and the boroughs. The boroughs have the lowest percentage of five-person households (4.9 percent) and six-plus-person households (2.9 percent).

The highest percentage of two-person households is in the aggregation of the semi-rural townships, at 37.4 percent. Taken together, the rural townships have the highest proportion of three-person households (16.2 percent), four-person households (14 percent), five-person households (7.9 percent) and six-plus-person households (9.8 percent). The rural townships, despite representing just 11.9 percent of all county households, nevertheless have over 23 percent of the county's very large households, those with six or more persons.

Significance—

Lancaster County municipalities follow the typical pattern of greater numbers of one- and two-person households living in urban areas and, conversely, a preponderance of households with three or more persons living in more suburban and rural areas. The significantly larger households found in the county's rural townships is due to the presence of the plain sects, who, as noted previously in this study, tend to have more children and are more likely to live in multi-generational households.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 20.)

—ECONOMIC CHARACTERISTICS—

Lancaster County has a lower-than-average percentage of white-collar workers, but a higher-than-average median wage. However, the county's relatively high average median wage is offset by the county's relatively high median housing value and median rent.

With the exception of the City of Lancaster, the county's commutation and vehicle ownership patterns are reflective of its settlement patterns, with a high reliance on single-occupancy vehicle commutation and, hence, vehicle ownership rates similar to that of the state as a whole. Relatively short commute times in the county and limited transportation options also explain the high reliance on single-occupancy vehicles for commutation.

Again, other than those households living in the City of Lancaster, a very high percentage of county households live in neighborhoods where the combined housing and transportation cost burden is at or exceeds 45 percent of household income—a newly-devised more comprehensive housing affordability standard.

—Economic Characteristics: Labor Force—

Findings—

Of the Lancaster County population aged 16 and older, 33 percent are not in the labor force, compared with 36.8 percent in Pennsylvania and 35.3 percent in the nation.

(As noted, the 2011 unemployment estimates are for comparative purposes only. The 4.2 percent 2011 county unemployment estimate is substantially lower than the latest estimate from the United States Bureau of Labor Statistics which has a preliminary June, 2013 unemployment rate of 6.8 percent for the county, down from the 6.9 percent rate in June 2012.)

The City of Lancaster's estimated unemployment rate of 12.8 percent in 2011 was the highest in the county, more than three times higher than the county unemployment rate of 4.2 percent. Four other municipalities also had high estimated unemployment in 2011: the Boroughs of Manheim at 11.7 percent, Christiana at 11 percent, and East Petersburg at 10.2 percent, and rural Fulton Township at 10.1 percent.

Significance—

Labor force participation rates are slightly lower than those of the state and the nation as a whole, but not enough of a variation to be significant. However, the higher unemployment rates in some of the urban and rural areas is cause for concern.

Sources and Methodology—

Data are from the United States Bureau of Census American Community Survey 2011 five-year estimates, which is the source with the latest estimates at the municipal level. The 2011 unemployment estimates for the municipalities and municipal groupings are included for comparative purposes only. (*See* Table 21.)

—Economic Characteristics: Occupation Classification—*Findings—*

White-collar workers make up 56.8 percent of the Lancaster County labor force, compared with 60.7 percent in Pennsylvania and 60.8 percent in the nation. Blue-collar workers make up 27.2 percent of the county's labor force, compared with 21.7 percent in Pennsylvania and 20.6 percent in the nation. Surprisingly, given the number of semi-rural and rural townships in the county, service and farm workers make up just 16 percent of the county's labor force, compared with 17.5 percent in Pennsylvania and 18.6 percent in the nation.

Blue-collar workers make up over a third of the labor force in five boroughs—Columbia, Denver, Ephrata, Marietta, and Terre Hill, in suburban East Cocalico Township, in six semi-rural townships—Clay, Earl, East Earl, Eden, Providence, and Salisbury, and eight rural townships—Bart, Brecknock, Caernarvon, Conoy, Leacock, Martic, Paradise, and West Cocalico.

White-collar workers as a percentage of work force are above the state and national averages in three boroughs—Adamstown, East Petersburg, and Manheim, five suburban townships—East Hempfield, Manheim, Warwick, West Hempfield, and West Lampeter, and two semi-rural townships—Manor and Mount Joy.

Service and farm workers as a percentage of work force are above the national average in the City of Lancaster, in five Boroughs—Columbia, Denver, Elizabethtown, Millersville, and New Holland; two semi-rural townships—Providence and Strasburg, and seven rural townships—Colerain, Conestoga, Drumore, Fulton, Leacock, Little Britain, and Paradise.

Significance—

Lancaster County's lower-than-average percentage of white-collar workers, who are typically higher-paid than blue-collar or service/farm workers, does not engender a lower-than-average median household income. One factor in this apparent anomaly is the higher-than-average median wage in the County (*see also* Table 23 *below*).

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. According to the United States Department of Labor, Bureau of Labor Statistics, white-collar workers include office, clerical, administrative, sales, professional, and technical employees, as distinguished from production and maintenance employees who are usually referred to as blue-collar workers; white-collar workers are in four occupational groupings: professional specialty and technical; executive, administrative, and managerial; sales; and administrative support, including clerical. Blue-collar workers are manual laborers, usually those employed in production, maintenance, and related occupations, and paid by the hour or on an incentive basis; blue-collar workers fall into four major occupational groups: precision, production, craft, and repair occupations; machine operators, assemblers, and inspectors; transportation and material moving occupations; and handlers, equipment cleaners, helpers, and laborers. Service workers are employed in a protective service, food service, health service (health and dental aides), cleaning and building service, or personal service occupations. Farm workers are engaged in wide-variety of farm-related occupations, including animal care, general crop production, and food and vegetable production. (See Table 22.)

—Economic Characteristics: Occupational Employment and Wages—*Findings—*

In 2012, the average median hourly wage for all occupations in Lancaster County was \$19.08, compared with \$16.78 in Pennsylvania and \$16.71 for the nation. The calculated median income for the county based on this hourly wage median was \$39,686 a year, considerably higher than the \$34,902 in the state and \$34,757 in the nation.

Significance—

While Lancaster County's average median wage was over 14 percent higher than Pennsylvania's and the nation's in 2012, the other side of the housing affordability equation is that the county's median housing value is 10 percent higher than the nation's and 16 percent higher than the state's, and the county's median rent is 16 percent higher than the nation's and 35 percent higher than the state's (*see again* Table 2).

Sources and Methodology—

Data are for May, 2012 from the United States Department of Labor, Bureau of Labor Statistics. The "Median Annual Income" is calculated from the median hourly wage, assuming 52, 40-hour weeks for which wages are paid. (*See* Table 23.)

—Economic Characteristics: Occupational Employment by Municipality—

Findings—

Several of Lancaster County’s occupations, all of them in blue-collar or service/farm job categories, have a higher-than-average percentage of total employment when compared to the nation: production; transportation and material moving; construction and extraction; installation, maintenance and repair; and farming, fishing and forestry. In three occupations, the county is significantly below the national average: sales; protective services; and business and financial operations.

Significance—

The breakdown of the county’s occupations provides the detail by municipality behind the broad occupational employment data: a predominantly higher-than average percentage of blue-collar workers, and concomitant below-average percentage of white-collar workers. Blue-collar employment is typically reimbursed on an hourly basis; full-time white-collar employment is typically paid on a salary basis. Although some blue-collar jobs have high hourly wages, in general, white-collar jobs are typically the highest-income jobs in an area. The type of new businesses that locate in the county, and where they are located, could therefore have a significant impact on housing affordability. If a new business with predominantly blue-collar workers locates in a municipality with high housing costs, it is likely that few of the workers will be able to live in close proximity to their work unless, at the same time, new housing is developed that would accommodate the financial capabilities and housing preferences of those workers.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 24.)

—Economic Characteristics: Transportation to Work—*Findings—*

Just over 79 percent of Lancaster County workers drive alone to work, a higher percentage than either Pennsylvania (76.8 percent) or the nation (76.3 percent). Eighty-four percent of workers in the county's suburban townships drive alone to work, as opposed to only 67.5 percent in the City of Lancaster.

Workers in the county's rural townships are most likely to carpool at 12.7 percent, compared with 9.3 percent of the county as a whole and 10 percent of workers nationally. Only 1.2 percent of county workers use public transportation for their commute, compared with 5.4 percent in the state and 4.9 percent in the nation; in contrast, 6.7 percent of City of Lancaster residents use public transportation for their commute.

Although relatively small, at just 0.7 percent, the percentage of Lancaster County workers who walk to work is nevertheless significantly higher than either the state or the nation. More than 10 percent of the City of Lancaster's residents walk to work, reflecting a relatively high jobs-to-housing balance—one ideal of a sustainable mixed-use neighborhood. Only the Borough of Elizabethtown has a higher percentage of workers who walk to their places of employment, at 11.9 percent.

County workers are more likely than state and national averages to work at home; in the county's rural townships 7.8 percent of workers work at home, compared with 4.8 percent in the county, 3.6 percent in the state and 4.3 percent in the nation.

Significance—

The county's commutation patterns are reflective of its settlement patterns and limited transportation options (the only public transportation option are buses run by the Red Rose Transit Authority), with a high reliance on single-occupancy vehicles in most of the county except the city. In this case, it is advantageous to live in the more urban areas of the county, where the likelihood of jobs/housing proximity is considerably higher than in the suburban and semi-rural areas, which are notable for their high percentages of residential uses and limited concentrations of employment.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 25.)

—**Economic Characteristics: Automobile Ownership**—

Findings—

Automobile ownership, or lack thereof, in the county is similar to that of Pennsylvania and the nation, with 8.9 percent in Lancaster County, 11.8 percent in the state, and 9.1 percent in the nation. Similar to the state and the nation, the most common number of vehicles owned is two, followed by one vehicle. One difference that distinguishes county vehicle owners is the relatively high percentage, 12.7 percent, who own five or more vehicles, almost 10 times the state's 1.3 percent.

The highest percentage of households with no vehicles is in the City of Lancaster (24.5 percent) followed by the rural townships at 12.8 percent, a percentage influenced by the high number of plain sect households that do not own motorized vehicles for religious reasons.

Significance—

The county's vehicle ownership rates, like the type of commutation to work, reflect the county's settlement patterns and is almost self-reinforcing. The high reliance on single-occupancy vehicle trips in most of the county requires high vehicle ownership; high vehicle ownership permits a high use of single-occupancy vehicle trips.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 26.)

—Economic Characteristics: Travel Time to Work—*Findings—*

Lancaster County households have, on average, shorter commute times than households living either Pennsylvania as a whole or the nation as a whole. Nearly 74 percent of Lancaster County and City of Lancaster workers have commute times of less than a half hour, compared with 64 percent in the state and 65 percent in the nation. Thirty-five percent of county workers have commutes of less than 15 minutes. Conversely, only 10.6 percent of county workers have commutes over 45 minutes, compared with 16.4 percent in the state and 15.4 percent in the nation.

Significance—

The relatively short distances and lack of traffic congestion between most residences and places of employment enable the high reliance on single-occupancy vehicles for commutation in the county. However, as more workers use single-occupancy vehicles on the same roads to get to their places of employment, the increase in traffic volume is likely to increase travel times significantly.

Sources and Methodology—

Data are 2013 estimates from the Nielsen Company. (See Table 27.)

—Economic Characteristics: Annual Household Transportation Costs—

Findings—

Over two-thirds of Lancaster County households have annual transportation costs of \$14,300 a year or higher. The one exception is in the City of Lancaster where only 2.5 percent of the households have a transportation cost that high; almost three-quarters of city households have transportation costs under \$12,500.

Significance—

As measured by transportation cost alone, location efficiency is most pronounced in the City of Lancaster, and also significant in the boroughs. Households with very high annual transportation costs, over \$15,400 per year, represent more than a third of all households countywide, but less than five percent of all borough households and no households in the city.

Sources and Methodology—

Data are from the Center for Neighborhood Technology's Housing + Transportation Index. The average total cost of household transportation is defined as the sum of auto ownership costs, auto use costs, and public transit costs, as modeled for the typical household. The transportation costs estimated in this model include not only the costs of commuting to and from work, but also all other travel that is part of the household daily routine. (*See* Table 28.)

NOTE: Other than the county as whole, Housing + Transportation Index data are only available for the city, boroughs and seven census-designated places (CDPs).

**—Economic Characteristics:
Housing Plus Transportation Cost as a Percent of Income—**

Findings—

Nearly 72 percent of all Lancaster County households, and 51 percent of households in the boroughs, have a combined housing and transportation cost burden of 45 percent of income or higher. In contrast, just under seven percent of households in the City of Lancaster have a combined housing and transportation cost burden that high.

In addition to the county, Lancaster City, and the boroughs, the analysis included two census-designated places (CDPs)—Reamstown and Willow Street—in suburban townships; three CDPs—Maytown, Gap, and Rheems—in semi-rural townships; and two CDPs—Paradise and Leacock-Leola-Bareville—in rural townships.

Less than five percent of the households in Gap have a combined housing and transportation cost burden of 45 percent of income or higher, lowest of the seven CDPs. Just over a quarter of the households in Reamstown, just under 40 percent of the households in Leacock-Leola-Bareville, and all of the households in Maytown, Rheems, and Paradise have a combined cost burden between 50 and 60 percent of income. All of the households in Willow Street have a combined cost burden of 45 percent of income or higher.

Significance—

Under the Housing + Transportation Index's expanded affordability criteria, nearly 72 percent of Lancaster County households live in neighborhoods where this combined cost burden is at or exceeds the 45 percent benchmark.

Sources and Methodology—

Data are from the Center for Neighborhood Technology's Housing + Transportation Index, showing the aggregate cost of housing and transportation as a percentage of household income. Housing costs are calculated based on monthly owner costs and median gross rent from the American Community Survey 2009 five-year estimates. Transportation cost is defined as the sum of auto ownership costs, auto use costs, and public transit costs, as modeled for the typical household. (See Table 29.)

NOTES: The common measure of housing affordability recommends that housing cost no more than 30 percent of income, ignoring transportation costs, which are typically a household's second largest expenditure. Based on research in metro areas ranging from large cities with extensive transit to small metro areas with extremely limited transit options, the Center for Neighborhood Technology has found 15 percent of income to be an attainable goal for transportation affordability. Combining these measures, the Housing + Transportation Index recommends that combined housing and transportation costs consume no more than 45 percent of annual household income.

Again, in addition to the county, Housing + Transportation Index data are only available for the city, boroughs and seven census-designated places (CDPs).

MARKET POTENTIAL FOR LANCASTER COUNTY

Findings and Significance—

The depth and breadth of the potential market for new and existing market-rate, workforce, and affordable housing units in Lancaster County and its 60 municipalities over the next five years were determined through analysis of the housing and neighborhood preferences and financial capacities of the draw area households, identified through Zimmerman/Volk Associates' proprietary target market methodology. The methodology includes examination of migration, mobility and geo-demographic characteristics of households currently living within defined draw areas. The projections of market potential for 2018 through 2022, and for 2023 through 2027 are a combination of conventional growth projections and informed judgments based on the socio-economic and lifestyle characteristics of draw area households.

Based on analysis of migration and mobility data—obtained from taxpayer records compiled by the Internal Revenue Service for the years 2005 through 2009, the most recent data available, and from the 2011 American Community Survey five-year estimates—the potential target markets for new and existing housing units in Lancaster County are currently living in the county itself; a regional draw area comprised of York, Berks, Dauphin, Lebanon and Cumberland Counties; a metropolitan draw area consisting of the Philadelphia-area counties of Philadelphia, Montgomery, Delaware, and Bucks, and a national draw area representing all other United States counties represented in Lancaster County migration.

As derived from migration, mobility and target market analysis, then, the draw area distribution of market potential (those households with the potential to move within or to Lancaster County each year over the next five years) would be as shown on the following table:

Market Potential By Draw Area
Lancaster County, Pennsylvania

Lancaster County:	67.7%
Regional draw area:	11.6%
Metropolitan draw area:	2.9%
Balance of US:	<u>17.8%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Approximately two-thirds of the potential market are households that would be moving from one residence to another within the county itself and that would not, for the most part, contribute to an increase in households. The remaining third of the potential market are households that would be moving to the county from locations outside the county, and, depending on whether the county's current and future housing stock meets their housing preferences, are the source of household growth. If the county does not contain the appropriate housing stock, the number of households that choose to move to the county each year will not exceed the number of households that move out, and any household growth would necessarily come from new household formations within the county itself. Since new household formations are also highly dependent on the existence of appropriate housing stock, the county should ensure that new housing accommodates the housing preferences and financial capabilities of the 21st Century housing market, rather than reflecting the development patterns of the past.

As determined by the target market methodology, more than 23,000 households represent the annual potential market for new and existing housing units in Lancaster County each year over the next five years. (*See* Table 30.) The five-year total potential market exceeds 115,000 households.

The tenure and housing preferences of the 115,175 households that represent the market for new and existing housing units in Lancaster County over the next five years are shown on the following table (*see also* Tables 31 and 32):

**Potential Housing Market
New and Existing Dwelling Units
Lancaster County, Pennsylvania**

HOUSING TYPE	NUMBER OF HOUSEHOLDS	PERCENT OF TOTAL
Multi-family for-rent (lofts/apartments, leaseholder)	49,550	43.0%
Multi-family for-sale (lofts/apartments, condo/co-op ownership)	7,045	6.1%
Single-family attached for-sale (townhouses/live-work, fee-simple/ condominium ownership)	11,975	10.4%
Single-family detached for-sale (houses, fee-simple ownership)	<u>46,605</u>	<u>40.5%</u>
Total	115,175	100.0%

The 115,175 households that represent the market for new and existing housing units in Lancaster County over the next five years have been additionally segmented by income, based on the Lancaster County MSA median family income (AMI), which, for fiscal year 2013 is \$65,600 for a family of four, as follows:

- Households with incomes below 30 percent AMI (a significant percentage of these households typically qualify only for public housing or older existing units).
- Households with incomes between 30 and 50 percent of AMI (in addition to existing units, these households typically qualify for new affordable rental housing or heavily subsidized new ownership housing);
- Households with incomes between 50 and 80 percent of AMI (these households typically qualify for new and existing workforce or affordable rental housing or subsidized new and existing ownership housing);
- Households with incomes between 80 and 100 percent AMI (these households typically qualify for existing market-rate rentals or new workforce or affordable for-sale housing); and

Lancaster County, Pennsylvania
September, 2013

- Households with incomes above 100 percent AMI (these households generally have sufficient incomes to rent or purchase market-rate housing).

The tenure and housing preferences of the 115,175 draw area households, segmented by income bands, are shown on the following table:

**Five-Year Market Potential
For New and Existing Housing Units
Lancaster County, Pennsylvania
2013 - 2017**

HOUSING TYPE	NUMBER OF HOUSEHOLDS	PERCENT OF TOTAL
Multi-family for-rent *	9,885	19.9%
Multi-family for-rent †	7,385	14.9%
Multi-family for-rent **	9,900	20.0%
Multi-family for-rent ††	5,330	10.8%
Multi-family for-rent *** (lofts/apartments, leaseholder)	<u>17,050</u>	<u>34.4%</u>
<i>Subtotal:</i>	49,550	100.0%
Multi-family for-sale *	1,165	16.5%
Multi-family for-sale †	920	13.1%
Multi-family for-sale **	1,295	18.4%
Multi-family for-sale ††	750	10.6%
Multi-family for-sale *** (lofts/apartments, condo/co-op ownership)	<u>2,950</u>	<u>41.4%</u>
<i>Subtotal:</i>	7,045	100.0%
Single-family attached for-sale *	1,885	15.7%
Single-family attached for-sale †	1,555	13.0%
Single-family attached for-sale **	2,245	18.7%
Single-family attached for-sale ††	1,290	10.8%
Single-family attached for-sale *** (townhouses/live-work, fee-simple/ condominium ownership)	<u>5,000</u>	<u>41.8%</u>
<i>Subtotal:</i>	11,975	100.0%
Single-family detached for-sale *	5,685	12.2%
Single-family detached for-sale †	5,255	11.2%
Single-family detached for-sale **	8,400	18.0%
Single-family detached for-sale ††	5,175	11.1%
Single-family detached for-sale *** (houses, fee-simple ownership)	<u>22,090</u>	<u>47.4%</u>
<i>Subtotal:</i>	46,605	100.0%
Total	115,175	100.0%

* Affordable to households with incomes below 30 percent of AMI.

† Affordable to households with incomes between 30 and 50 percent of AMI.

** Affordable to households with incomes between 50 and 80 percent of AMI.

†† Affordable to households with incomes between 80 and 100 percent of AMI.

*** Affordable to households with incomes above 100 percent of AMI.

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Based on the incomes and financial capabilities of the target households that represent the potential market for new and existing units in the county over the next five years, approximately 16.2 percent (18,620 households) have incomes less than 30 percent AMI; 13.1 percent (15,115 households) have incomes between 30 and 50 percent AMI; just under 19 percent (21,840 households) have incomes between 50 and 80 percent AMI; 10.9 percent (12,545 households) have incomes between 80 and 100 percent AMI; and 40.9 percent (47,090 households) have incomes above 100 percent AMI.

Comparable market potential data for each of the 60 municipalities, individually and in the municipal groupings, are provided, in different formats, on Tables 33 through 36 and in detail in Appendix Four, Tables 1A through 60E. Also included in Appendix Four are graphic presentations of key data for municipal groupings.

Mapping to illustrate locations of affordable housing, the locations of employment as it relates to affordable housing, and to employment in general within the county is provided in a separate document entitled AFFORDABLE HOUSING SUITABILITY ANALYSIS is provided by Sarcinello Planning & GIS Services.

TARGET MARKET ANALYSIS

The protracted ownership housing slump has led to a measurable shift in market preferences from home ownership to rental dwelling units, particularly among younger households, yielding a higher share of consumer preference for multi-family rentals even among relatively affluent consumers than would have been typical just five years ago. At the same time, there has been a significant shift in preferences from exurban and rural subdivisions toward mixed-use neighborhoods,

American households have been changing dramatically over the past decade, in ways that should enhance the effort to create mixed-income communities. The significant transformation of American households (particularly shrinking household size and the predominance of one- and two-person households) over the past decade, combined with steadily increasing traffic congestion and fluctuating gasoline prices, has resulted in important changes in neighborhood and housing preferences, with major shifts from predominantly single-family detached houses in lower-density suburbs to higher-density apartments, townhouses, and detached houses in urban and mixed-use neighborhoods. This fundamental transformation of American households is likely to continue for at least the next decade.

This transformation has been driven by the convergence of the preferences of the two largest generations in the history of America: the Baby Boomers (currently estimated at 77 million), born between 1946 and 1964, and the estimated 78 million Millennials, who were born from 1977 to 1996 and, in 2010, surpassed the Boomers in population. The convergence of two generations of this size—simultaneously reaching a point when urban housing matches their life stage—is unprecedented.

In addition to their increasingly shared preference for urban and mixed-use, walkable neighborhoods, the Boomers and Millennials are changing housing markets in multiple ways. In contrast to the traditional family (married couples with children) that comprised the typical post-war American household, Boomers and Millennials are households of predominantly singles and couples. As a result, the 21st Century home-buying market now contains more than 63 percent one- and two-person households, and the 37 percent of the

homebuyers that could be categorized as family households are equally likely to be non-traditional as traditional families. A major consequence of this evolution is that mixed-income development is now more likely to succeed than when suburban preferences dominated the housing market.

As determined by the target market analysis, then, the potential market—represented by lifestage—for new and existing housing units in Lancaster County over the next five years would be as follows (*see again* Table 30):

- Younger singles and couples: 44.9 percent;
- Traditional and non-traditional family households: 31.3 percent; and
- Empty nesters and retirees: 23.8 percent.

MARKET CAPTURE OVER THE NEXT FIVE YEARS

After more than 25 years' experience in scores of cities and counties across the country, and in the context of the target market methodology, Zimmerman/Volk Associates has determined that, over the near term (the next one to two years), those households that would prefer new construction, rather than existing or renovated previously-occupied units, currently represent approximately 10 percent of the potential rental market, and five percent of the potential for-sale market, given the production of appropriately-positioned new housing. (Until the collapse of the housing market in the fall of 2008, newly-constructed dwelling units comprised approximately 15 percent of all units sold in the nation; in 2012, that percentage had dropped to just 8.5 percent of all units sold.)

Longer-term (three to five years), those households that would prefer new construction, rather than existing or renovated previously-occupied units, would comprise approximately 15 percent of the potential rental market, and 10 percent of the potential for-sale market, again given the production of appropriately-positioned new housing.

Based on a 10 percent (short-term) to 15 percent (longer-term) capture of the potential market for new rental housing, and a five percent (short-term) to 10 percent (longer-term) capture of the potential market for new for-sale housing units, Lancaster County should be able to support up to 1,647 new housing units per year over the short term (next one to two years) and up to 2,800 units per year in the longer term (three to five years), as shown on the following table:

Annual Capture of Market Potential Over the Next Five Years
Lancaster County, Pennsylvania

HOUSING TYPE	ANNUAL NUMBER OF HOUSEHOLDS	ANNUAL CAPTURE RATE	NUMBER OF NEW UNITS PER YEAR
Rental Multi-Family (lofts/apartments, leaseholder)	9,910	10% to 15%	991 to 1,487
For-Sale Multi-Family (lofts/apartments, condo/co-op ownership)	1,409	5% to 10%	70 to 141
For-Sale Single-Family Attached (townhouses/live-work, fee-simple ownership)	2,395	5% to 10%	120 to 240
For-Sale Single-Family Detached (houses, fee-simple ownership)	<u>9,321</u>	5% to 10%	466 to <u>932</u>
Total	23,035		1,647 to 2,800 units

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

NOTE: Target market capture rates are a unique and highly-refined measure of feasibility. Target market capture rates are *not* equivalent to—and should not be confused with—penetration rates or traffic conversion rates.

The **target market capture rate** is derived by dividing the *annual* forecast absorption—in aggregate and by housing type—by the number of households that have the potential to purchase or rent new housing within a specified area *in a given year*.

The **penetration rate** is derived by dividing the *total* number of dwelling units planned for a property by the *total* number of draw area households, sometimes qualified by income.

The **traffic conversion rate** is derived by dividing the *total* number of buyers or renters by the *total* number of prospects that have visited a site.

Because the prospective market for a location is more precisely defined, target market capture rates are higher than the more grossly-derived penetration rates. However, the resulting higher capture rates are well within the range of prudent feasibility.

A small percentage of these new units will replace units that are lost or demolished, between 30 and 40 percent of the new units will accommodate households moving into the county, and the remaining units will be leased or purchased by newly-formed households and households already living in the county.

Depending on development feasibility, number of units, cost of infrastructure, dollar value of subsidies and/or incentives, and other factors that have an impact on the cost of housing, the actual market capture by income will vary dramatically.

New rental housing subsidized using low-income housing tax credits would capture a percentage of the potential rental market with incomes between 50 and 80 percent AMI, but would not capture any of the potential rental market with incomes above 100 percent AMI.

Conversely, a new mid-rise condominium would capture a percentage of the potential condominium market with incomes above 100 percent AMI, but would not likely capture any of the potential condominium market with incomes less than 100 percent AMI without substantial subsidy.

PROJECTIONS OF MARKET POTENTIAL

Forecasts beyond five years are, by necessity, highly speculative. Market potential—the number and types of households that have the desire and ability to move to a specific location—is essentially unpredictable over the long term. A single catalytic event can transform a previously vicious cycle of neighborhood decline, decay and abandonment into a virtuous circle of sweat-equity redevelopment, adaptive re-use, new construction and gradual tenure shift toward a higher percentage of ownership.

Conventional analyses project past trends into the future, usually concentrating on the predictable demographic changes of current populations and households, often without sufficient consideration given to households that have the potential to move into an area. Yet it is just this potential from in-migrating households that has translated into neighborhood revitalization across the nation. For example, no model, however sophisticated, could have forecast the demographic changes that occurred in Houston after the in-migration of Katrina evacuees, not to mention the racial shift and increased affluence in post-Katrina New Orleans.

The long-term forecasts in this analysis are a combination of conventional growth projections and informed judgments based on the socio-economic and lifestyle characteristics of draw area households. The 115,125-household market potential for the county in 2013 through 2017 was correlated with the long-term growth context established by the Lancaster County Planning Commission in its 2040 county population projections. (*See* Table 37, Population Trends and Projections.) A core assumption is that population change is directly proportionate to change in market potential.

The correlation yielded county market potential totals through two additional five-year increments: a five-year total market potential of 120,000 households between 2018 and 2022 and a five-year total market potential of 124,500 households between 2023 to 2027. (*See* Table 38.) Over the forecast period, the percentages of household types and housing tenures are expected to shift.

As the trailing edge Millennials begin to form their own households, younger singles and couples will make up an increasingly larger percentage of the potential market, rising from a 44.9 percent share in the short term period 2013-2017 to 45.4 percent in the mid-term period, 2018 to 2022, and to 45.5 percent over the long term, 2023 to 2027. This market segment's rental market potential will also rise slowly over the study period, from 58.9 percent in the short-term to 59.4 percent in the mid-term, and 59.6 percent long-term.

As the trailing edge Baby Boomers move into retirement age, empty nesters and retirees will also comprise an increasingly larger percentage of the potential market, increasing from 23.8 percent of the potential market in the short term period 2013-2017 to 24.7 percent in the mid-term period, 2018 to 2022, and to 24.8 percent over the long term, 2023 to 2027. This market segment's rental market potential will increase significantly over the study period, from 26.6 percent in the short-term to 28.5 percent in the mid-term, and 28.8 percent long-term.

The size of the family market potential, both traditional and non-traditional families, will shrink slightly from the short term period, 2013-2017, to the mid-term period, 2018-2022, falling from 36,025 to 35,900 households. However, between the mid-term and the long-term, as the Millennials increasingly form families, the size of the family market potential will rise to 37,000 households. Although family market potential will increase in size over the overall forecast period, they will continue to represent an increasingly smaller percentage of the potential market, falling from 31.3 percent of the potential market in the short term period 2013-2017 to 29.9 percent in the mid-term period, 2018 to 2022, and to 29.7 percent over the long term, 2023 to 2027. This market segment's ownership market potential follows the same pattern.

Over the forecast period, the income distribution of the potential market is also expected to shift. Although the number of households in each income band is projected to increase over the forecast period, the share of the market held by each income band will vary over time, although not significantly. (*See Table 39.*)

As a percentage of the total potential market, households earning less than 30 percent AMI per year will drop from a 16.2 percent share (short-term) to a 15.9 percent share (mid-term)

to a 15.7 percent share (long-term) of the total potential market. However, the share of the total potential market held by renter households in this income bracket will rise from 8.6 percent short-term, to 8.7 percent mid-term, remaining at 8.7 percent long-term. This increase—and the slight percentage increase in households with propensities to purchase multi-family for-sale units over the same time frame—only partially offsets the decline in the share of owner households with the propensity to purchase single-family units.

As a percentage of the total potential market, households earning between 30 and 50 percent AMI per year will fall from a 13.1 percent share (short-term) to a 12.9 percent share (mid-term) of the total potential market, then rising to a 13 percent share (long-term) of the total potential market.

As a percentage of the total potential market, households earning between 50 and 80 percent AMI per year will steadily decline from a 19 percent share (short-term) to an 18.7 percent share (mid-term) to an 18.6 percent share (long-term) of the total potential market.

As a percentage of the total potential market, households earning between 80 and 100 percent AMI per year will rise from a 10.9 percent share (short-term) to an 11.8 percent share of the total potential market (both mid-term and long-term).

Finally, as a percentage of the total potential market, households earning over 100 percent AMI per year will decline from a 40.9 percent share (short-term) to a 40.6 percent share (mid-term) of the total potential market, then rising to a 40.8 percent share (long-term) of the total potential market.

As noted, unpredictable factors can have a significant impact on market potential, both in quantity and character. There are market dynamics—choices that households make—that are certain to have an impact, but what those choices will be are also unknown.

The Millennial generation's attitude toward home ownership and their financial capacity in light of their unprecedented student debt load will determine when, and if, first-time home buying returns to "normal" levels. Without first-time buyers, housing sales volume is diminished. Would-be move-up buyers cannot sell their existing dwellings to improve their

housing situation in a better neighborhood, better and/or larger dwelling. At the end of the housing resales sequence is the huge Baby Boom generation who are expected to begin a great housing sell-off during the forecast period; but, without a reasonable level of first-time buyers at the beginning of the sequence there may not be sufficient numbers of buyers for the Baby Boomer houses.

The Millennials' influence on the housing resales sequence is just one unknown. The question of whether the Millennials will stay in urban neighborhoods after they have children could have a profound impact on cities, towns and the centers of traditional suburbs. If, as we suspect, a significant percentage of the largest generation in American history remain committed to urban living, the resales chain, particularly in the exurbs, will be severely disrupted. The older, denser suburbs can enhance their walkable mixed-use cores. The thinly-settled exurbs cannot without wholesale redevelopment on a massive scale.

Although perhaps not a major impact at the county level, technological changes can also influence settlement patterns and, hence, market potential. For example, advances and reductions in cost in wastewater treatment technology could alter dramatically the ability of existing small-scale hamlets and villages in the county to accommodate more housing and a greater diversity of land uses.

 PROJECTIONS OF MARKET CAPTURE

Projections of market capture beyond five years are even more speculative than projections of market potential. It would not be unreasonable, however, to apply the same capture rates used for the short-term time frame, as those capture rates will produce both a low and a high forecast for each subsequent study period.

Based on a 10 percent (lower-range forecast) to 15 percent (upper-range forecast) capture of the potential market for new rental housing, and a five percent (lower-range forecast) to 10 percent (upper-range forecast) capture of the potential market for new for-sale housing units, Lancaster County should be able to support between 1,730 and 2,931 units per year during the 2018 to 2022 time frame as follows:

Annual Capture of Market Potential Between 2018 and 2022
Lancaster County, Pennsylvania

HOUSING TYPE	ANNUAL NUMBER OF HOUSEHOLDS	ANNUAL CAPTURE RATE	NUMBER OF NEW UNITS PER YEAR
Rental Multi-Family (lofts/apartments, leaseholder)	10,590	10% to 15%	1,060 to 1,589
For-Sale Multi-Family (lofts/apartments, condo/co-op ownership)	1,520	5% to 10%	76 to 152
For-Sale Single-Family Attached (townhouses/live-work, fee-simple ownership)	2,545	5% to 10%	127 to 255
For-Sale Single-Family Detached (houses, fee-simple ownership)	<u>9,345</u>	5% to 10%	467 to <u>935</u>
Total	24,000		1,730 to 2,931 units

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Based on a 10 percent (lower-range forecast) to 15 percent (upper-range forecast) capture of the potential market for new rental housing, and a five percent (lower-range forecast) to 10 percent (upper-range forecast) capture of the potential market for new for-sale housing units, Lancaster County should be able to support between 1,797 and 3,042 units per year during the 2023 to 2027 time frame as outlined on the following page.

Annual Capture of Market Potential Between 2023 and 2027
Lancaster County, Pennsylvania

HOUSING TYPE	ANNUAL NUMBER OF HOUSEHOLDS	ANNUAL CAPTURE RATE	NUMBER OF NEW UNITS PER YEAR
Rental Multi-Family (lofts/apartments, leaseholder)	11,030	10% to 15%	1,103 to 1,655
For-Sale Multi-Family (lofts/apartments, condo/co-op ownership)	1,770	5% to 10%	89 to 177
For-Sale Single-Family Attached (townhouses/live-work, fee-simple ownership)	2,780	5% to 10%	139 to 278
For-Sale Single-Family Detached (houses, fee-simple ownership)	<u>9,320</u>	5% to 10%	466 to <u>932</u>
Total	24,900		1,797 to 3,042 units

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Sources and Methodology—

The technical analysis of market potential for Lancaster County and its 60 municipalities included delineation of the draw areas, based on the most recent migration data for Lancaster County, and incorporating additional data from the 2010 Census and 2011 American Community Survey One- and Five-Year Estimates.

The evaluation of market potential for the county and its municipalities was derived from target market analysis of households in the draw areas, and yielded:

- The depth and breadth of the potential housing market by tenure (rental and ownership) and by type (apartments, attached and detached houses); and
- The composition of the potential housing market (empty-nesters/retirees, younger singles/couples, traditional and non-traditional families).

NOTE: The Appendix Tables referenced here are provided in a separate document.

Delineation of the Draw Areas (Migration Analysis)—

Taxpayer migration data provide the framework for the delineation of the draw areas—the principal counties of origin for households that are likely to move to Lancaster 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. As noted above, the

migration data for the county has been supplemented by mobility data from the 2011 American Community Survey Five-Year Estimates.

The migration, mobility and target market analyses show that the impact of the Great Recession on household mobility has been significant, with fewer households moving each year since 2007.

Appendix One, Table 1.

Migration Trends—

Between 2005 and 2009 (the most recent years for which migration data are available from the Internal Revenue Service), the number of households moving into Lancaster County declined from nearly 7,700 households in 2005 to just over 6,700 households in 2009. Approximately 10 percent of the county's in-migration is from adjacent Chester County to the east, and another 25 to 30 percent is from five counties adjacent to or near Lancaster County: York, Berks, Dauphin, Lebanon and Cumberland Counties. The Philadelphia area counties to the east of Lancaster (Philadelphia, Montgomery, Delaware, and Bucks Counties) account for eight to nine percent (approximately 600 to 700 households) of in-migrating households per year.

Over the same period, the number of households that moved out of Lancaster County also declined, from more than 7,100 out-migrating households in 2005 to 6,775 households in 2009. The number of net households gained through in-migration fell from 545 households in 2005 to just 55 households in 2008. In 2009, the county experienced a net migration loss of 45 households.

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

Based on the migration data, then, the draw areas for new and existing housing units within Lancaster County have been confirmed as follows:

- The primary (internal) draw area, covering households currently living within Lancaster County.

- The regional draw area, covering households with the potential to move to Lancaster County from Chester, York, Berks, Dauphin, Lebanon and Cumberland Counties.
- The metropolitan draw area, covering households with the potential to move to Lancaster County from Philadelphia, Montgomery, Delaware, and Bucks Counties.
- The national draw area, covering households with the potential to move to Lancaster County from all other U.S. counties.

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.

TARGET MARKET CLASSIFICATION OF COUNTY HOUSEHOLDS—

Geo-demographic data obtained from the Nielsen Company (formerly Claritas, Inc.), provide the framework for the categorization of households, not only by 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.

Appendix One, Table 2.

Target Market Classification—

An estimated 197,395 households live in Lancaster County in 2013. County-wide median income is estimated at \$51,000, approximately 3.4 percent above the national median of \$49,300. Median home value within the county is estimated at \$189,300, more than 10 percent higher than the national median of \$171,300. Over 52 percent of the county's households are classified as empty nesters and retirees, another 29.3 percent are traditional and non-traditional families, and the remaining 18.5 percent are younger singles and couples. (*See Appendix One, Table 2.*)

Target Market Methodology:

The proprietary target market methodology developed by Zimmerman/Volk Associates is an analytical technique, using the PRIZM NE 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 classical supply/demand analysis—which is based on supply-side dynamics and baseline demographic projections—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, even in locations where no close comparables exist.

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 (generally when a young person moves out of his or her parents’ household into his or her own dwelling unit), through family formation (generally, marriage and children) to retirement (generally, no longer employed); and 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 locations than a suburban lifestyle, which is most likely lower-density and typically requires automobile ownership to get to 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 identified 41 target market groups with median incomes that enable most of the households within each group to qualify for market-rate housing, and an additional 25 groups with median incomes in which a much smaller number of households is able to qualify for market-rate housing. The most

affluent of the 66 groups can afford the most expensive new ownership units; the least prosperous are candidates for the least expensive existing rental apartments.

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

The end result of this series of filters is the optimum market position—by tenure, building configuration and household type, including specific recommendations for unit sizes, rents and/or prices—and projections of absorption within the local housing context.

DETERMINATION OF THE POTENTIAL MARKET FOR LANCASTER COUNTY (MOBILITY ANALYSIS)—

The mobility tables, individually and in summaries, indicate the average number and type of households that have the potential to move within or to Lancaster County each year over the next five years. The total number from each county is derived from historical migration trends; the number of households from each group is based on each group's mobility rate.

Appendix One, Table 3.

Internal Mobility (Households Moving Within Lancaster County)—

Zimmerman/Volk Associates uses U.S. Bureau of the Census data and American Community Survey data, combined with Nielsen data, to determine the number of households in each target market group that will move from one residence to another within a specific jurisdiction (internal mobility).

Using these data, Zimmerman/Volk Associates has determined that an average of 15,600 households currently living in the county have the potential to move from one residence to another within the county each year over the next five years. More than 43 percent of these households are likely to be younger singles and couples (as characterized within 13

Zimmerman/Volk Associates' target market groups); another 30.9 percent are likely to be traditional and non-traditional families (in 16 market groups); and the remaining 25.8 percent are likely to be empty nesters and retirees (in 25 market groups).

Appendix One, Tables 4 through 6; Appendix Two, Tables 1 through 6; Appendix Three, Tables 1 through 4.

External Mobility (Households Moving to Lancaster County)—

These tables summarize the average number of households in each target market group living in each draw area county that are likely to move to Lancaster County each year over the next five years (through a correlation of Nielsen data, U.S. Bureau of the Census data, and Internal Revenue Service migration data).

Appendix One, Table 7.

Market Potential for Lancaster County—

This table 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 Lancaster County each year over the next five years originating from households currently living in the draw areas. An average of 23,035 households have the potential to move within and to Lancaster County each year over the next five years. Nearly 45 percent of these households are likely to be younger singles and couples (as characterized within 16 Zimmerman/Volk Associates' target market groups); another 31.3 percent are likely to be traditional and non-traditional families (in 20 market groups); and the remaining 23.8 percent are likely to be empty nesters and retirees (in 30 market groups)

The draw area distribution of market potential (those 23,035 households with the potential to move within and to Lancaster County each year over the next five years) is shown on the table on the following page:

Market Potential By Draw Area
Lancaster County, Pennsylvania

Lancaster County:	67.7%
Regional draw area:	11.6%
Metropolitan draw area:	2.9%
Balance of US:	<u>17.8%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Appendix One, Tables 8 through 10.

Five-Year Tenure, Income Levels, and Housing Preferences of the Target Households—

The five-year aggregate of market potential for Lancaster County exceeds 115,000 households. These 115,175 households have been categorized by tenure propensities to determine renter/owner ratios. Approximately 43 percent of these households (49,550 households) comprise the annual potential market for new and existing rental units. The remaining 57 percent (65,625 households) comprise the annual potential market for new and existing for-sale (ownership) housing units. (*Reference* Appendix One, Table 8.)

These households have also been segmented by income, based on the Lancaster County MSA median family income (AMI), which, for fiscal year 2013 is \$65,600 for a family of four, as follows:

- Households with incomes below 30 percent AMI (a significant percentage of these households typically qualify only for public housing or older existing units).
- Households with incomes between 30 and 50 percent of AMI (in addition to existing units, these households typically qualify for new affordable rental housing or heavily subsidized new ownership housing);
- Households with incomes between 50 and 80 percent of AMI (these households typically qualify for new and existing workforce or affordable rental housing or subsidized new and existing ownership housing);
- Households with incomes between 80 and 100 percent AMI (these households typically qualify for existing market-rate rentals or new workforce or affordable for-sale housing); and

- Households with incomes above 100 percent AMI (these households generally have sufficient incomes to rent or purchase market-rate housing).

The income delineations in the Lancaster County MSA, effective as of December, 2013, and derived from the area median family income (AMI) of \$65,600 for a family of four are as follows:

Fiscal Year 2013 Income Limits
Lancaster County, Pennsylvania

NUMBER OF PERSONS IN HOUSEHOLD	30% OF MEDIAN	50% OF MEDIAN	80% OF MEDIAN
One	\$13,900	\$23,150	\$37,050
Two	\$15,900	\$26,450	\$42,350
Three	\$17,900	\$29,750	\$47,650
Four	\$19,850	\$33,050	\$52,900
Five	\$21,450	\$35,700	\$57,150
Six	\$23,050	\$38,350	\$61,400
Seven	\$24,650	\$41,000	\$65,600
Eight	\$26,250	\$43,650	\$69,850

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

The segmentation by income of the five-year aggregate of the 49,550 households that represent the market for rental units is detailed on the following table. (*See again* Appendix One, Table 8.)

Renter Households By Income Band
Lancaster County, Pennsylvania

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	9,885	19.9%
Between 30% and 50% AMI	7,385	14.9%
Between 50% and 80% AMI	9,900	20.0%
Between 80% and 100% AMI	5,330	10.8%
Over 100% AMI	<u>17,050</u>	<u>34.4%</u>
Total:	49,550	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

The segmentation by income of the five-year aggregate of the 65,625 households that represent the market for ownership units is detailed on the table on the following page. (*See again* Appendix One, Table 8.)

Owner Households By Income Band
Lancaster County, Pennsylvania

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	8,725	13.3%
Between 30% and 50% AMI	7,705	11.7%
Between 50% and 80% AMI	11,985	18.3%
Between 80% and 100% AMI	7,230	11.0%
Over 100% AMI	<u>29,980</u>	<u>45.7%</u>
Total:	<u>65,625</u>	<u>100.0%</u>

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Of the 65,625 households that represent the five-year aggregated potential market for new and existing ownership units in the county, just under 11 percent (or 7,045 households) comprise the potential market for multi-family ownership (condominium or cooperative) units. The distribution by income of these 7,045 households is detailed on the following table. (*See also* Appendix One, Table 9.)

Multi-Family Owner Households By Income Band
Lancaster County, Pennsylvania

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	1,165	16.5%
Between 30% and 50% AMI	920	13.1%
Between 50% and 80% AMI	1,295	18.4%
Between 80% and 100% AMI	750	10.6%
Over 100% AMI	<u>2,915</u>	<u>41.4%</u>
Total:	<u>7,045</u>	<u>100.0%</u>

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

Of the 65,625 households that represent the five-year aggregated potential market for new and existing ownership units in the county, 18.2 percent (or 11,975 households) comprise the potential market for new and existing single-family attached (rowhouse/townhouse/live-work) ownership units. The categorization by income of these 11,975 households is detailed as shown on the following page. (*See again* Appendix One, Table 9.)

Single-Family Attached Owner Households By Income Band
Lancaster County, Pennsylvania

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	1,885	15.7%
Between 30% and 50% AMI	1,555	13.0%
Between 50% and 80% AMI	2,245	18.7%
Between 80% and 100% AMI	1,290	10.8%
Over 100% AMI	<u>5,000</u>	<u>41.8%</u>
Total:	11,975	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

The remaining 71 percent (46,605 households) represent the five-year aggregated potential market for new and existing single-family detached (house) ownership units. The distribution by income of these 46,605 households is detailed as shown on the following table. (*See again* Appendix One, Table 9.)

Single-Family Detached Owner Households By Income Band
Lancaster County, Pennsylvania

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	5,685	12.2%
Between 30% and 50% AMI	5,255	11.3%
Between 50% and 80% AMI	8,400	18.0%
Between 80% and 100% AMI	5,175	11.1%
Over 100% AMI	<u>22,090</u>	<u>47.4%</u>
Total:	46,605	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

DETERMINATION OF THE POTENTIAL MARKET FOR EACH OF THE 60 MUNICIPALITIES—

The potential market for new and existing housing units within each of the 60 municipalities includes the same draw areas as for the county as a whole. Zimmerman/Volk Associates uses U.S. Bureau of the Census data, combined with Nielsen data and 2011 American Community Survey Five-Year Estimates, to determine which target market groups, as well as how many households within each group, are likely to move in a given year.

Appendix Four, Table 1A through 60A.

Target Market Classification—

These tables detail the estimated number of households living in each of the 60 Lancaster municipalities in 2013, as well as each municipality's median income, median home value, and lifestage classification.

Appendix Four, Table 1B through 60B.

Internal Mobility (Households Moving Within Each Municipality)—

As noted above, Zimmerman/Volk Associates uses U.S. Bureau of the Census data and American Community Survey data, combined with Nielsen data, to determine the number of households in each target market group that will move from one residence to another within a specific jurisdiction (internal mobility).

Appendix Four, Table 1C through 60C.

Market Potential for Each of the 60 Municipalities—

The numbers in the Total column on each of these tables indicate the depth and breadth of the potential market for new and existing dwelling units in each municipality each year over the next five years originating from households currently living in the draw areas.

Appendix Four, Table 1D and E through 60D and E.

Five-Year Tenure, Income Levels, and Housing Preferences of the Target Households—

These tables detail the five-year aggregate of market potential for each municipality categorized by tenure propensities to determine renter/owner ratios. The five-year aggregates have also been segmented by income, based on the Lancaster County MSA median family income (AMI), and by housing type: multi-family for rent; multi-family for-sale, single-family attached for-sale, and single-family detached for-sale.

Target Market Data—

Target market data are based on the Nielsen (formerly Claritas) PRIZM geo-demographic system, modified and augmented by Zimmerman/Volk Associates as the basis for its proprietary 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 periodically 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 of three additional basic characteristics:

- Age;
- Household composition; 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.

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 strong correlation between the *Suburban Achievers* and the *Urban Achievers*; a move by the *Suburban Achievers* to the urban core can make them *Urban Achievers*, if the move is accompanied by an upward move in socio-economic status. In contrast, *Suburban Achievers* who move up socio-economically, but remain within the metropolitan suburbs may become *Fast-Track Professionals* or *The VIPs*.

Household Classification Methodology:

Household classifications were originally based on the Claritas PRIZM geo-demographic segmentation system that was established in 1974 and then replaced by PRIZM NE in 2005. The revised household classifications are based on PRIZM NE which was developed through unique classification and regression trees delineating 66 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 25 years, Zimmerman/Volk Associates has augmented the PRIZM cluster systems for use within the company’s proprietary 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. For purposes of this study, only those households in groups with median incomes of \$50,000 or more are included in the tables.

POLICIES AND PROGRAMS

New affordable housing in Lancaster County can be encouraged and its long-term benefits to the greater community can be enhanced through initiatives, ideally engaging both the public and private sectors. Policies and programs to maximize the capture of the potential housing market and the impact of investment in new housing, including alternative homeownership strategies, are outlined with references in many instances to locations where the programs have proven to be effective. These references can also serve as important benchmarks for those recommended policies that are already in effect in Lancaster County.

Given the demographic composition, financial capacity, and unit and housing preferences of the households that make up the market potential for Lancaster County and its municipalities, some programs are likely to be of greater assistance to potential lower-income homebuyers than others. Some of the programs assist potential homeowners directly in purchasing homes; others provide home improvement assistance. Many, as noted at the end of this section, can also help mitigate the displacement that can occur in redeveloping neighborhoods.

PROGRAMS AND STRATEGIES TO SUPPORT AFFORDABLE HOUSING DEVELOPMENT _____

—*Mixed-Income Development*—

A number of states, counties and cities have addressed the issue of affordable housing through what are known collectively as inclusionary zoning policies. These policies take a number of different approaches, but two of the most “successful” in terms of actually getting substantial numbers of affordable housing units built, are in Montgomery County, Maryland and the State of New Jersey. Montgomery County requires that at least 12 to 15 percent of the dwelling units proposed for a new development of 50 or more units be affordable, which is defined as 60 percent of the area median income. The State of New Jersey requires that each municipality provides its “fair share” of affordable housing, as determined by the Council on Affordable Housing (COAH). The individual municipality can achieve its fair share in a variety of ways:

- By loans to residents to create accessory apartments affordable to low-income households;
- By developing and building the required number of units;
- By paying a per-unit amount of dollars, determined by COAH, to another New Jersey municipality that has a high proportion of residents living in substandard dwelling units; or
- By providing those units within new projects, through density bonuses to the developer.

However, successful development of mixed-income housing rests on several critical principles that are common to the establishment of all healthy neighborhoods:

1. Buildings must be designed to enhance the public realm, facing well-defined, walkable streets, to provide the “eyes on the street” that will ensure public safety.
2. The affordable and market-rate units should be interspersed throughout the building or buildings, rather than located in “affordable buildings” or single-use “pods.”
3. For new construction within existing neighborhoods, logical relationships between densities and tenures must be established, from both the market perspective and the property management perspective. In the case of Park duValle in Louisville, Kentucky, this was achieved through a progression of density on the street, moving

from a six-unit apartment building on the corner to a rental duplex or triplex building to for-sale single-family detached houses in mid-block.

4. The occupants' income level or tenure should not be discernible from the street. All units should have the same exterior quality of materials and design.

—*Gap Financing Pool*—

Many infill development opportunities within Lancaster County, particularly those in the City of Lancaster, the boroughs, and many of the villages that are scattered throughout the county, are likely to be small scale—in most cases, fewer than 50 units and often fewer than 25. These small properties lack development efficiency; since fixed costs are spread over fewer units, the cost per unit is higher without any corresponding increase in market value. Small properties have historically had difficulties attracting public capital assistance in any form; because of their small size, they are generally not considered to have the potential for catalytic impact. (This is one of the long-standing ironies of American urban initiatives: the properties that are large enough to have gained government support are often self-contained and have significantly less impact on surrounding uses than the same number of units in smaller, pedestrian-oriented properties.)

A revolving loan pool for subordinated, low-interest gap funding should be established to put the financial feasibility of smaller properties on an equal footing with larger properties.

Gap funding should be available to both adaptive re-use and to new construction. The gap fund should be very flexible in order to respond to the special needs of each small, highly-individual property. Gap funding is typically structured as low-interest debt in a second or third position, but can incorporate interest accrual or other features designed to address the short-term financing impediments to residential developments that are essentially sound when viewed over the long term.

The Greater Downtown Partnership of Detroit has assembled a \$23 million fund to provide gap financing; the fund has been used to assist in the renovation and conversion of downtown buildings from commercial to residential use, which have made downtown a bright spot in an otherwise notoriously troubled city.

Smaller cities can be successful with smaller funds: Louisville, Kentucky matched the \$3 million dollars contributed by six downtown banks, the sum of which, when augmented by \$1 million from the state and local businesses, created a \$7 million gap financing pool. The Lowell Plan, a private non-profit organization in Lowell, Massachusetts is currently building a \$20 million pool, targeted specifically to assist residential and mixed-use developers, following the commercial funding pool created during the 1990s that was successful in stimulating retail development in the downtown.

—*Land Bank*—

An important redevelopment tool for government is the land bank, a public authority used to control, manage and redevelop tax-foreclosed property. When the land bank takes control of a tax-delinquent property, taxing authorities—typically the municipality and school district—forgo their right to unpaid taxes. The benefits are substantial: public costs associated with vacant buildings—police, fire, maintenance, etc.—are decreased, as is the negative impact on local property values; when properties are ultimately moved back onto the tax rolls revenues are increased; well-organized land banks can assemble properties for significant redevelopment initiatives when developable land is often scarce. Legislation enabling Pennsylvania municipal entities with a population of 10,000 or greater to establish a land bank was signed into law in October, 2012. There are over 80 land banks enabled or operating nationally, including Pennsylvania’s first recently enacted in Dauphin County.

—*Aggressive Control of Vacant Buildings*—

Even without implementing a land bank, owners of vacant, abandoned, and otherwise blighted properties can be motivated to improve or sell their properties. In an effort to control blighted properties, the City of Easton, Pennsylvania recently enacted a blighted property registration and tracking system, backed up with mandatory fees that can be a substantial incentive for action; all vacant properties are required to register at fees starting at \$250 and escalating to \$5,000 for properties vacant for 10 years, plus \$500 for each additional year of vacancy.

—*Sales Tax Incentives*—

One method of directing development into specific target areas is through the exemption from city sales tax on building materials that are incorporated into a qualifying development, either new construction or adaptive re-use, in the target area. This program could be introduced for a limited time period as an inducement to accelerate construction. The City of Albany, New York has a similar exemption for qualifying commercial and industrial structures.

—*“Arts District” Housing*—

Resident artists, many living on modest incomes, can add vibrancy to emerging neighborhoods; a recognizable arts district can be a significant enhancement to real estate values. But often the artists who pioneered neighborhood revitalization are displaced by the economic pressures of gentrification. A proven approach to maintaining a stock of affordable housing and live-work space for artists is the use of dedicated Low-Income Housing Tax Credits (LIHTC). In addition to household-size income qualification, prospective residents are also subject to a portfolio review to assure that at least one member of the household is a working artist. This program can be augmented with federal and state historic tax credits to redevelop existing buildings within an historic district.

Artspace Projects, Inc., based in Minneapolis, Minnesota, has redeveloped several buildings for artists in St. Paul, Minneapolis and Duluth using this strategy and has provided consultation services, with planned projects, for equivalent redevelopments in Buffalo; Jackson, Michigan; Salt Lake City; Detroit; and Philadelphia among others.

—*Sales and Income Tax Incentive for Artists*—

Since working artists are critical to the establishment of an urban arts district, arts-based commerce can be encouraged through targeted tax relief. The City of Providence, Rhode Island has populated its DownCity Arts and Entertainment District through the use of sales and income tax exemptions. Artists and artisans in DownCity are exempt from state and local sales taxes; and resident artists are exempt from personal state income tax. The program has been deemed so successful that the Rhode Island General Assembly subsequently passed

legislation to establish similar districts in two other Rhode Island cities, Westerly and Pawtucket.

PROGRAMS AND STRATEGIES TO SUPPORT HOMEOWNERSHIP _____

—*Lease-Purchase Programs*—

Lease-Purchase Programs are valuable because they provide homeownership opportunities to potential homebuyers who are initially unable to qualify for a loan from any source. They do need to be carefully structured so that the terms of the lease provide for both a reasonable rent premium that is credited to the purchase price and a reasonable specified period in which the potential homeowner is able to purchase the property. These programs have been successfully used in the conversion of units in a rental building to condominiums, as well as for individual unit purchases.

—*Individual Development Accounts*—

Eligible low-income persons can open individual development accounts into which personal deposits are matched by the sponsoring entity upon withdrawal for an eligible use at ratios from one-to-one to six-to-one. Although there are a number of eligible uses for the account funds, including education costs and small-business start-ups, the most popular use is for homeownership. In Grand Rapids, Michigan, individual development accounts are offered by the Inner City Christian Foundation which contributes three dollars for every one dollar saved by the account holder, provided the account holder's savings are at least \$28 per month. In the Reynoldstown neighborhood of Atlanta, Georgia, individual development accounts are funded by the United Way and administered by the Reynoldstown Revitalization Corporation; after homeownership and budget counseling, residents with the required \$1,200 in savings receive \$4,800 for a housing purchase in specific neighborhoods, or slightly less if the purchase is the neighborhoods but still in the county.

—*Shared-Equity/Shared-Appreciation Homeownership Programs*—

Shared-Equity/Shared-Appreciation Homeownership Programs—which have the effect of reducing the purchase price of a dwelling unit to make it affordable to a lower-income buyer—have become more common with the disappearance of subprime, interest-only, and

other non-traditional mortgages. The unit price is lowered through a subsidy by a non-profit or government agency, either as a direct subsidy or through incentives to the developer for including affordable housing; the buyer, in return, upon resale of the unit must share any home price appreciation with the entity providing the subsidy, which would apply the funds to future subsidies. A program in which a local non-profit or consortium of non-profits took the investor position in a shared-appreciation program could maintain long-term affordability of low- and moderate-income owner-occupied dwelling units.

—Employer-Assisted Housing—

In order to increase homeownership opportunities, many cities have, in collaboration with local employers, universities, and medical institutions, created employer-assisted housing benefit plans for employees. Through these initiatives, often known as “Live Near Your Work” programs, employers provide eligible employees with a forgivable loan of a set amount—typically between \$2,000 and \$15,000, depending on local housing costs—as well as housing information and education, and innovative financing options. These initiatives are designed to promote urban revitalization by targeting dwelling units in the downtowns and in-town neighborhoods.

Franklin & Marshall College offers three employer-assisted housing benefit plans for employees through its two “City Life” neighborhood housing programs within a defined area adjacent to the campus: Settlement Assistance, and Curb Appeal. Under the Settlement Assistance program Franklin & Marshall provides a deferred payment loan up to \$10,000 for down payment, closing costs, and property improvements. The college also provides a deferred payment loan up to \$5,000 for the re-conversion of a subdivided house back to single-family occupancy. The Curb Appeal program deferred payment loans match homeowner dollars one-to-one up to \$5,000, for property improvements, with matching funds limited to exterior “curb appeal” improvements. There are no interest payments and these loans are be forgiven after five years.

A “Live Near Your Work” program has been highly successful in Baltimore, where more than 90 employers participate, and more than 2,100 families have benefited since the program’s inception in 1997.

In Seattle, the City and Washington State have created the House Key Plus Seattle program, which offers first-time buyers loans at below-market interest rates. Since its start in 2004, the program has provided 71 homebuyers, with incomes no more than 80 percent of the area median income, an average assistance of more than \$40,700.

—*Down Payment Assistance*—

Amassing a down payment is one of the greatest barriers to homeownership for low- and moderate-income households. As noted above, programs such as Individual Development Accounts and Employer-Assisted Housing can provide help with housing down payments, and local efforts in this areas should be encouraged. For example, the Michigan State Housing Development Authority (MSHDA) has a Down Payment Assistance Program that provides no-interest, non-amortizing loan up to \$7,000 to income-qualified buyers. The loan has no payments and is due when the property is sold or transferred, or the first mortgage is refinanced or paid off.

—*Community Land Trusts*—

Rather than providing direct financial assistance to individual potential or existing homeowners, community land trusts typically acquire and hold land as a means of preserving long-term affordability, and most have policies in place, usually built into the ground lease, that restrict prices. There are now more than 250 community land trusts operating in 46 states and the District of Columbia.

—*Limited-Equity Cooperatives*—

Limited-equity housing cooperatives can provide ownership opportunities for low-income households, but also limit the return from unit resales. Like community land trusts, they do not include direct financial assistance. They are valuable in that they provide a mechanism for resident-controlled multi-family housing, with typically lower housing costs, and are another means of providing long-term affordability in the neighborhood. The National Association of Housing Cooperatives estimates that there are 425,000 limited-equity cooperatives nationwide.

—Home Purchase Rehabilitation Program—

A home purchase rehabilitation program would provide loans of, say, \$5,000 to \$35,000 to qualified first-time homebuyers for the purchase of dwelling units that require specific rehabilitation repairs, ranging from roof work to new appliances. The Pennsylvania State Housing Development Authority (PHFA) has a Purchase Improvement Loan program that allows qualified buyers to add between \$1,000 and \$15,000 for repairs or improvements to a conventional PHFA first mortgage. The total of the purchase price and repair/improvement costs cannot exceed PHFA price limits and the “as completed” appraised value must justify the cost of repairs.

MITIGATING DISPLACEMENT

Creating new market-rate housing in existing neighborhoods can lead to gentrification of those neighborhoods; gentrification can have significant benefits to existing residents, such as reductions in crime, development of greater variety in food and other shopping options, and the potential, over time, for greater transportation choices. However, higher property taxes and escalating residential and commercial rents in gentrified neighborhoods can push long-term residents and businesses to move out.

Displacement of low- and moderate-income and elderly households as a result of gentrification can be minimized through many of the same policies and programs that support affordable housing development. Inclusionary zoning and other strategies to create mixed-income housing, for example, insure that there is a continued supply of affordable dwelling units.

—Lower-Income Home Ownership Tax Abatement—

In neighborhoods with rapidly rising housing values, a lower-income home ownership tax abatement program can be instituted, in which a five-year tax abatement and exemption from recording fees and transfer taxes would be available to resident homeowners who meet the income level requirement and whose residences are less than a stated amount in value. Non-profit organizations and shared equity investors would also be eligible for the tax abatement.

—*“Development Without Displacement”*—

PolicyLink, the Oakland, California-based non-profit, teamed with the Chicago Rehab Network, a coalition of neighborhood- and community-based housing developers, to establish resources that promote “Development without Displacement.” Most of the housing-related resources echo the programs that promote affordable housing development and facilitate homeownership among low- and moderate-income households.

In northern California, the Association of Bay Area Governments administered a Development without Displacement grant program, awarding grants to 22 cities. One city, Richmond, California, enacted an equitable development initiative which enabled the creation of a community land trust and established a “just cause” eviction ordinance to protect tenants in foreclosed properties.

A housing rehabilitation program was a key element—along with scattered-site infill development—of a plan to combat potential displacement in the Bartlett Park neighborhood in St. Petersburg, Florida, that was in the early stages of gentrification. Funding was marshaled from private non-profits as well as city, state and federal CDBG and HOME programs and used to amortize or forgive rehabilitation loans. The City originally offered deferred-payment rehab loans, but ceased the practice when owners faced financial hardship when selling a low-value property with a deferred debt obligation.

In another case of early gentrification, potential displacement was addressed in the Oak Park neighborhood in Sacramento, California through programs to develop vacant lots and redevelop vacant buildings. The Boarded and Vacant Homes Program provides development fees for the purchase and rehabilitation of qualified vacant detached houses, many of which had been rental properties with absentee owners. Rehabilitation must meet a minimum expenditure and the rehabbed unit must be sold to an income-qualified owner-occupant. The developer fee is paid once the sale is complete.

A similar program, the Vacant Lot Development Program, is funded through tax-increment financing and the city’s housing trust fund’s per-square-foot linkage fee on commercial

development. Developer fees are offered for construction of houses on vacant lots to be sold to income-qualified buyers; fees are scaled to the number of bedrooms and bathrooms.

In a case of firmly-established gentrification, the City of Seattle used its citywide housing levy funds for development and preservation of affordable housing in its central area. Since the first affordable housing levy was put on the ballot in 1981, voters have approved one bond and four levies, allowing the city to fund over 10,000 affordable apartments for low- and moderate-income workers, seniors, and homeless persons and families, and to provide down-payment loans to more than 600 first-time buyers as well as rental assistance to more than 4,000 households.

Seattle also has a special “HomeWise” program that provides free weatherization to income-qualified homeowners or rental owners with income-qualified tenants. Greater control over energy costs reduces the financial pressures to move for low- and moderate-income homeowners.



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Research & Strategic Analysis

RIGHTS AND STUDY OWNERSHIP—

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



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Research & Strategic Analysis

ASSUMPTIONS AND LIMITATIONS—

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

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

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



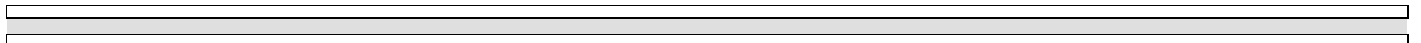
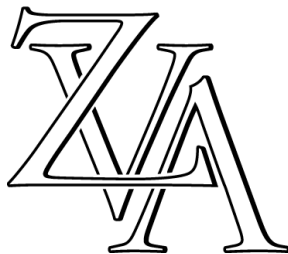
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Housing Market Analysis Of Lancaster County, Pennsylvania

September, 2013

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Research & Strategic Analysis

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Municipality by Gross Density
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Of Units</i>	<i>Acres Of Land</i>	<i>Units Per Gross Acre</i>
Lancaster County	206,952	607,360	0.34
City			
Lancaster	23,924	4,730	5.06
Boroughs			
Adamstown	817	896	0.91
Akron	1,717	832	2.06
Christiana	430	320	1.34
Columbia	4,754	1,536	3.10
Denver	1,518	832	1.82
East Petersburg	1,793	768	2.33
Elizabethtown	4,649	1,664	2.79
Ephrata	5,886	960	6.13
Lititz	4,237	1,472	2.88
Manheim	2,161	896	2.41
Marietta	1,206	512	2.36
Millersville	2,630	1,280	2.05
Mount Joy	3,474	1,472	2.36
Mountville	1,347	576	2.34
New Holland	2,394	1,344	1.78
Quarryville	1,078	832	1.30
Strasburg	1,180	640	1.84
Terre Hill	503	320	1.57
<i>Average:</i>	2,321	953	2.30
Suburban Townships			
East Cocalico	3,915	13,184	0.30
East Hempfield	10,231	13,504	0.76
East Lampeter	6,887	33,088	0.21
Ephrata	3,586	10,368	0.35
Lancaster	6,926	3,840	1.80
Manheim	16,186	15,488	1.05
Warwick	7,067	12,672	0.56
West Hempfield	6,237	12,096	0.52
West Lampeter	6,930	10,496	0.66
<i>Average:</i>	7,552	13,860	0.69

Housing unit data are 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Municipality by Gross Density
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Of Units</i>	<i>Acres Of Land</i>	<i>Units Per Gross Acre</i>
Semi-Rural Townships			
Clay	2,339	14,208	0.16
Earl	2,514	14,080	0.18
East Donegal	3,156	13,952	0.23
East Drumore	1,480	14,848	0.10
East Earl	2,197	15,744	0.14
Eden	658	7,936	0.08
Manor	8,388	24,640	0.34
Mount Joy	3,828	17,920	0.21
Penn	3,572	18,752	0.19
Pequea	1,747	8,704	0.20
Providence	2,652	12,864	0.21
Rapho	4,306	30,400	0.14
Sadsbury	982	12,608	0.08
Salisbury	3,394	26,816	0.13
Strasburg	1,368	12,800	0.11
West Donegal	3,411	9,984	0.34
West Earl	2,736	11,264	0.24
<i>Average:</i>	2,866	15,736	0.18
Rural Townships			
Bart	891	10,368	0.09
Brecknock	2,471	15,936	0.16
Caernarvon	1,556	14,720	0.11
Colerain	1,099	18,432	0.06
Conestoga	1,509	9,344	0.16
Conoy	1,256	9,472	0.13
Drumore	855	15,296	0.06
Elizabeth	1,431	11,264	0.13
Fulton	1,160	16,576	0.07
Leacock	1,608	13,248	0.12
Little Britain	1,385	17,536	0.08
Martic	1,937	18,560	0.10
Paradise	1,746	11,904	0.15
Upper Leacock	3,109	11,520	0.27
West Cocalico	2,548	17,664	0.14
<i>Average:</i>	1,637	14,123	0.12

Housing unit data are 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Municipality by Geographic Designation
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Metropolitan Cities</i>	<i>Small Cities/ Satellite Cities</i>	<i>Metropolitan Suburbs</i>	<i>Town & Country /Exurbs</i>	<i>Total</i>
Lancaster County	3,140	34,075	50,385	109,795	197,395
<i>Percent:</i>	1.6%	17.3%	25.5%	55.6%	
City					
Lancaster	2,990	16,285	3,010	0	22,285
<i>Percent:</i>	13.4%	73.1%	13.5%	0.0%	
Boroughs					
Adamstown	0	0	0	765	765
Akron	0	1,665	0	0	1,665
Christiana	0	0	0	400	400
Columbia	0	4,380	0	0	4,380
Denver	0	0	0	1,460	1,460
East Petersburg	0	0	420	1,310	1,730
Elizabethtown	150	3,965	0	295	4,410
Ephrata	0	4,065	1,045	525	5,635
Lititz	0	3,255	835	0	4,090
Manheim	0	0	0	2,060	2,060
Marietta	0	0	0	1,115	1,115
Millersville	0	0	1,845	675	2,520
Mount Joy	0	0	0	3,255	3,255
Mountville	0	0	0	1,280	1,280
New Holland	0	0	0	2,280	2,280
Quarryville	0	0	0	1,035	1,035
Strasburg	0	0	0	1,130	1,130
Terre Hill	0	0	0	475	475
<i>Total:</i>	150	17,330	4,145	18,060	39,685
<i>Percent:</i>	0.4%	43.7%	10.4%	45.5%	
Suburban Townships					
East Cocalico	0	0	0	3,780	3,780
East Hempfield	0	0	7,850	1,950	9,800
East Lampeter	0	0	3,020	3,515	6,535
Ephrata	0	260	10	3,185	3,455
Lancaster	0	15	6,555	0	6,570
Manheim	0	50	14,225	1,205	15,480
Warwick	0	0	3,130	3,710	6,840
West Hempfield	0	90	1,210	4,785	6,085
West Lampeter	0	0	2,050	4,445	6,495
<i>Total:</i>	0	415	38,050	26,575	65,040
<i>Percent:</i>	0.0%	0.6%	58.5%	40.9%	

Municipality by Geographic Designation
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Metropolitan Cities</i>	<i>Small Cities/ Satellite Cities</i>	<i>Metropolitan Suburbs</i>	<i>Town & Country /Exurbs</i>	<i>Total</i>
Semi-Rural Townships					
Clay	0	0	35	2,215	2,250
Earl	0	0	0	2,425	2,425
East Donegal	0	0	0	3,000	3,000
East Drumore	0	0	0	1,430	1,430
East Earl	0	0	0	2,090	2,090
Eden	0	0	0	645	645
Manor	0	0	4,885	3,205	8,090
Mount Joy	0	0	0	3,670	3,670
Penn	0	0	55	3,360	3,415
Pequea	0	0	20	1,665	1,685
Providence	0	0	0	2,540	2,540
Rapho	0	5	0	4,115	4,120
Sadsbury	0	0	0	935	935
Salisbury	0	0	0	3,295	3,295
Strasburg	0	0	0	1,325	1,325
West Donegal	0	0	0	3,260	3,260
West Earl	0	20	0	2,645	2,665
<i>Total:</i>	0	25	4,995	41,820	46,840
<i>Percent:</i>	0.0%	0.1%	10.7%	89.3%	
Rural Townships					
Bart	0	0	0	855	855
Brecknock	0	0	0	2,385	2,385
Caernarvon	0	0	0	1,495	1,495
Colerain	0	0	0	1,065	1,065
Conestoga	0	0	0	1,420	1,420
Conoy	0	0	0	1,205	1,205
Drumore	0	0	0	800	800
Elizabeth	0	0	130	1,255	1,385
Fulton	0	0	0	1,055	1,055
Leacock	0	0	0	1,525	1,525
Little Britain	0	0	0	1,335	1,335
Martic	0	0	0	1,855	1,855
Paradise	0	0	0	1,660	1,660
Upper Leacock	0	0	0	2,970	2,970
West Cocalico	0	0	0	2,460	2,460
<i>Total:</i>	0	0	130	23,340	23,470
<i>Percent:</i>	0.0%	0.0%	0.6%	99.4%	

Selected Housing Stock Characteristics: Number, Tenure, Rents and Values
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>..... Occupied Units</i>		<i>..... Vacant Units</i>		<i>..... Tenure (Occupied Units).....</i>				<i>Median Rent*</i>	<i>Median Hsg Value</i>
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>..... Owned</i>		<i>..... Rented</i>			
						<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>		
Lancaster County	206,952	197,403	95%	9,549	5%	135,065	68%	62,338	32%	\$834	\$189,315
City											
Lancaster	23,924	22,297	93%	1,627	7%	9,821	44%	12,476	56%	\$696	\$106,129
<i>Share of Total:</i>	11.6%	11.3%		17.0%		7.3%		20.0%			
Boroughs											
Adamstown	817	761	93%	56	7%	565	74%	196	26%	\$736	\$218,679
Akron	1,717	1,664	97%	53	3%	1,084	65%	580	35%	\$738	\$169,974
Christiana	430	414	96%	16	4%	296	71%	118	29%	\$822	\$218,018
Columbia	4,754	4,375	92%	379	8%	2,473	57%	1,902	43%	\$658	\$110,496
Denver	1,518	1,455	96%	63	4%	1,049	72%	406	28%	\$795	\$167,506
East Petersburg	1,793	1,742	97%	51	3%	1,429	82%	313	18%	\$872	\$180,921
Elizabethtown	4,649	4,402	95%	247	5%	2,533	58%	1,869	42%	\$690	\$171,887
Ephrata	5,886	5,638	96%	248	4%	3,470	62%	2,168	38%	\$727	\$159,365
Lititz	4,237	4,079	96%	158	4%	2,507	61%	1,572	39%	\$878	\$185,300
Manheim	2,161	2,061	95%	100	5%	1,379	67%	682	33%	\$749	\$161,523
Marietta	1,206	1,117	93%	89	7%	753	67%	364	33%	\$691	\$133,704
Millersville	2,630	2,531	96%	99	4%	1,690	67%	841	33%	\$866	\$183,034
Mount Joy	3,474	3,256	94%	218	6%	2,015	62%	1,241	38%	\$768	\$171,553
Mountville	1,347	1,287	96%	60	4%	798	62%	489	38%	\$717	\$180,508
New Holland	2,394	2,279	95%	115	5%	1,492	65%	787	35%	\$741	\$186,752
Quarryville	1,078	1,027	95%	51	5%	627	61%	400	39%	\$716	\$196,995
Strasburg	1,180	1,133	96%	47	4%	821	72%	312	28%	\$793	\$236,058
Terre Hill	503	484	96%	19	4%	355	73%	129	27%	\$691	\$198,346
<i>Subtotal:</i>	41,774	39,705	95%	2,069	5%	25,336	64%	14,369	36%		
<i>Share of Total:</i>	20.2%	20.1%		21.7%		18.8%		23.1%			
								<i>Weighted borough medians:</i>		\$749	\$170,572

* Data from American Community Survey 2011 5-Year Estimates; all other 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number, Tenure, Rents and Values
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>..... Occupied Units</i>		<i>..... Vacant Units</i>		<i>..... Tenure (Occupied Units).....</i>				<i>Median Rent*</i>	<i>Median Hsg Value</i>
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>..... Owned</i>		<i>..... Rented</i>			
						<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>		
Suburban Townships											
East Cocalico	3,915	3,785	97%	130	3%	3,047	81%	738	19%	\$769	\$189,150
East Hempfield	10,231	9,804	96%	427	4%	7,020	72%	2,784	28%	\$920	\$235,969
East Lampeter	6,887	6,534	95%	353	5%	3,825	59%	2,709	41%	\$946	\$197,451
Ephrata	3,586	3,447	96%	139	4%	2,555	74%	892	26%	\$943	\$191,789
Lancaster	6,926	6,579	95%	347	5%	3,872	59%	2,707	41%	\$899	\$162,064
Manheim	16,186	15,474	96%	712	4%	11,022	71%	4,452	29%	\$964	\$223,338
Warwick	7,067	6,834	97%	233	3%	5,228	76%	1,606	24%	\$1,098	\$201,785
West Hempfield	6,237	6,073	97%	164	3%	5,075	84%	998	16%	\$722	\$191,466
West Lampeter	6,930	6,508	94%	422	6%	4,307	66%	2,201	34%	\$1,608	\$228,429
<i>Subtotal:</i>	67,965	65,038	96%	2,927	4%	45,951	71%	19,087	29%		
<i>Share of Total:</i>	32.8%	32.9%		30.7%		34.0%		30.6%			
<i>Weighted suburban township medians:</i>										\$1,010	\$208,433

* Data from American Community Survey 2011 5-Year Estimates; all other 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number, Tenure, Rents and Values
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>..... Occupied Units</i>		<i>..... Vacant Units</i>		<i>..... Tenure (Occupied Units).....</i>				<i>Median Rent*</i>	<i>Median Hsg Value</i>
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>..... Owned</i>		<i>..... Rented</i>			
						<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>		
Semi-Rural Townships											
Clay	2,339	2,263	97%	76	3%	1,930	85%	333	15%	\$923	\$196,911
Earl	2,514	2,414	96%	100	4%	1,511	63%	903	37%	\$1,079	\$216,774
East Donegal	3,156	3,002	95%	154	5%	2,285	76%	717	24%	\$936	\$180,393
East Drumore	1,480	1,429	97%	51	3%	961	67%	468	33%	\$1,033	\$230,057
East Earl	2,197	2,103	96%	94	4%	1,591	76%	512	24%	\$785	\$227,407
Eden	658	643	98%	15	2%	503	78%	140	22%	\$778	\$232,759
Manor	8,388	8,100	97%	288	3%	6,026	74%	2,074	26%	\$845	\$178,396
Mount Joy	3,828	3,678	96%	150	4%	2,857	78%	821	22%	\$1,036	\$188,893
Penn	3,572	3,427	96%	145	4%	2,635	77%	792	23%	\$983	\$192,788
Pequea	1,747	1,684	96%	63	4%	1,397	83%	287	17%	\$652	\$197,530
Providence	2,652	2,545	96%	107	4%	2,134	84%	411	16%	\$913	\$188,995
Rapho	4,306	4,123	96%	183	4%	3,299	80%	824	20%	\$1,115	\$191,788
Sadsbury	982	948	97%	34	3%	740	78%	208	22%	\$790	\$241,328
Salisbury	3,394	3,291	97%	103	3%	2,481	75%	810	25%	\$741	\$240,113
Strasburg	1,368	1,317	96%	51	4%	1,057	80%	260	20%	\$990	\$233,134
West Donegal	3,411	3,256	95%	155	5%	2,235	69%	1,021	31%	\$1,721	\$181,520
West Earl	2,736	2,667	97%	69	3%	2,122	80%	545	20%	\$892	\$183,521
<i>Subtotal:</i>	48,728	46,890	96%	1,838	4%	35,764	76%	11,126	24%		
<i>Share of Total:</i>	23.5%	23.8%		19.2%		26.5%		17.8%			
								<i>Weighted semi-rural township medians:</i>		\$995	\$197,692

* Data from American Community Survey 2011 5-Year Estimates; all other 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number, Tenure, Rents and Values
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>..... Occupied Units</i>		<i>..... Vacant Units</i>		<i>..... Tenure (Occupied Units).....</i>				<i>Median Rent*</i>	<i>Median Hsg Value</i>
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>..... Owned</i>		<i>..... Rented</i>			
						<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>		
Rural Townships											
Bart	891	857	96%	34	4%	620	72%	237	28%	\$929	\$253,648
Brecknock	2,471	2,386	97%	85	3%	1,999	84%	387	16%	\$822	\$223,618
Caernarvon	1,556	1,489	96%	67	4%	1,141	77%	348	23%	\$900	\$250,576
Colerain	1,099	1,065	97%	34	3%	843	79%	222	21%	\$732	\$269,054
Conestoga	1,509	1,427	95%	82	5%	1,195	84%	232	16%	\$729	\$191,172
Conoy	1,256	1,203	96%	53	4%	1,025	85%	178	15%	\$751	\$185,417
Drumore	855	800	94%	55	6%	617	77%	183	23%	\$885	\$223,743
Elizabeth	1,431	1,394	97%	37	3%	1,187	85%	207	15%	\$749	\$215,022
Fulton	1,160	1,048	90%	112	10%	799	76%	249	24%	\$714	\$201,423
Leacock	1,608	1,530	95%	78	5%	975	64%	555	36%	\$805	\$237,213
Little Britain	1,385	1,331	96%	54	4%	1,123	84%	208	16%	\$793	\$255,793
Martic	1,937	1,850	96%	87	4%	1,623	88%	227	12%	\$580	\$186,378
Paradise	1,746	1,656	95%	90	5%	1,097	66%	559	34%	\$768	\$232,554
Upper Leacock	3,109	2,976	96%	133	4%	1,828	61%	1,148	39%	\$904	\$202,804
West Cocalico	2,548	2,461	97%	87	3%	2,121	86%	340	14%	\$735	\$202,352
<i>Subtotal:</i>	<u>24,561</u>	<u>23,473</u>	<u>96%</u>	<u>1,088</u>	<u>4%</u>	<u>18,193</u>	<u>78%</u>	<u>5,280</u>	<u>22%</u>		
<i>Share of Total:</i>	11.9%	11.9%		11.4%		13.5%		8.5%			
								<i>Weighted rural township medians:</i>		\$809	\$217,983

* Data from American Community Survey 2011 5-Year Estimates; all other 2013 estimates from the Nielsen Company.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Age of Housing Units

Lancaster County, Pennsylvania

2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>Median Yr Built</i>	<i>Before 1949</i>		<i>1950 to 1969</i>		<i>1970 to 1989</i>		<i>1990 to 2004</i>		<i>2005 or later</i>	
			<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	206,952	1973	56,483	27.3%	38,945	18.8%	57,474	27.8%	44,534	21.5%	9,503	4.6%
City												
Lancaster	23,924	1939*	16,273	68.0%	4,006	16.7%	2,307	9.6%	1,065	4.5%	273	1.1%
<i>Share of Total:</i>	11.6%		28.8%		10.3%		4.0%		2.4%		2.9%	
Boroughs												
Adamstown	817	1976	273	33.4%	102	12.5%	118	14.4%	205	25.1%	119	14.6%
Akron	1,717	1972	282	16.4%	492	28.7%	743	43.3%	155	9.0%	45	2.6%
Christiana	430	1956	184	42.8%	77	17.9%	94	21.9%	71	16.5%	4	0.9%
Columbia	4,754	1939*	2,824	59.4%	646	13.6%	940	19.8%	310	6.5%	34	0.7%
Denver	1,518	1969	459	30.2%	312	20.6%	351	23.1%	379	25.0%	17	1.1%
East Petersburg	1,793	1971	262	14.6%	598	33.4%	674	37.6%	232	12.9%	27	1.5%
Elizabethtown	4,649	1966	1,427	30.7%	1,086	23.4%	1,047	22.5%	969	20.8%	120	2.6%
Ephrata	5,886	1968	2,128	36.2%	875	14.9%	1,575	26.8%	1,146	19.5%	162	2.8%
Lititz	4,237	1973	1,147	27.1%	785	18.5%	1,080	25.5%	1,086	25.6%	139	3.3%
Manheim	2,161	1958	822	38.0%	639	29.6%	358	16.6%	247	11.4%	95	4.4%
Marietta	1,206	1939*	661	54.8%	168	13.9%	224	18.6%	124	10.3%	29	2.4%
Millersville	2,630	1967	518	19.7%	950	36.1%	645	24.5%	421	16.0%	96	3.7%
Mount Joy	3,474	1962	1,342	38.6%	516	14.9%	879	25.3%	560	16.1%	177	5.1%
Mountville	1,347	1985	260	19.3%	190	14.1%	341	25.3%	448	33.3%	108	8.0%
New Holland	2,394	1967	717	29.9%	546	22.8%	547	22.8%	507	21.2%	77	3.2%
Quarryville	1,078	1968	307	28.5%	261	24.2%	229	21.2%	227	21.1%	54	5.0%
Strasburg	1,180	1965	416	35.3%	247	20.9%	349	29.6%	150	12.7%	18	1.5%
Terre Hill	503	1945	259	51.5%	80	15.9%	83	16.5%	71	14.1%	10	2.0%
<i>Subtotal:</i>	41,774		14,288	34.2%	8,570	20.5%	10,277	24.6%	7,308	17.5%	1,331	3.2%
<i>Share of Total:</i>	20.2%		25.3%		22.0%		17.9%		16.4%		14.0%	

* 1939 appears when at least half of the housing units were built in 1939 or prior.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Age of Housing Units
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>Median Yr Built</i>	<i>Before 1949</i>		<i>1950 to 1969</i>		<i>1970 to 1989</i>		<i>1990 to 2004</i>		<i>2005 or later</i>	
			<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships												
East Cocalico	3,915	1984	605	15.5%	504	12.9%	1,313	33.5%	1,346	34.4%	147	3.8%
East Hempfield	10,231	1979	1,195	11.7%	2,541	24.8%	3,779	36.9%	2,062	20.2%	654	6.4%
East Lampeter	6,887	1978	1,013	14.7%	1,764	25.6%	1,976	28.7%	1,764	25.6%	370	5.4%
Ephrata	3,586	1983	655	18.3%	384	10.7%	1,315	36.7%	988	27.6%	244	6.8%
Lancaster	6,926	1965	2,012	29.0%	1,898	27.4%	1,927	27.8%	859	12.4%	230	3.3%
Manheim	16,186	1975	2,294	14.2%	4,275	26.4%	4,839	29.9%	3,890	24.0%	888	5.5%
Warwick	7,067	1987	887	12.6%	823	11.6%	2,308	32.7%	2,766	39.1%	283	4.0%
West Hempfield	6,237	1980	988	15.8%	1,233	19.8%	2,308	37.0%	1,579	25.3%	129	2.1%
West Lampeter	6,930	1984	913	13.2%	1,254	18.1%	2,316	33.4%	2,161	31.2%	286	4.1%
<i>Subtotal:</i>	67,965		10,562	15.5%	14,676	21.6%	22,081	32.5%	17,415	25.6%	3,231	4.8%
<i>Share of Total:</i>	32.8%		18.7%		37.7%		38.4%		39.1%		34.0%	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Age of Housing Units

Lancaster County, Pennsylvania

2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>Median Yr Built</i>	<i>Before 1949</i>		<i>1950 to 1969</i>		<i>1970 to 1989</i>		<i>1990 to 2004</i>		<i>2005 or later</i>	
			<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships												
Clay	2,339	1985	377	16.1%	190	8.1%	893	38.2%	580	24.8%	299	12.8%
Earl	2,514	1979	545	21.7%	362	14.4%	605	24.1%	815	32.4%	187	7.4%
East Donegal	3,156	1979	677	21.5%	388	12.3%	851	27.0%	1,053	33.4%	187	5.9%
East Drumore	1,480	1975	329	22.2%	215	14.5%	697	47.1%	213	14.4%	26	1.8%
East Earl	2,197	1974	653	29.7%	314	14.3%	624	28.4%	453	20.6%	153	7.0%
Eden	658	1978	106	16.1%	104	15.8%	273	41.5%	141	21.4%	34	5.2%
Manor	8,388	1981	1,194	14.2%	1,990	23.7%	2,090	24.9%	2,053	24.5%	1,061	12.6%
Mount Joy	3,828	1985	567	14.8%	497	13.0%	1,117	29.2%	1,458	38.1%	189	4.9%
Penn	3,572	1982	512	14.3%	606	17.0%	1,124	31.5%	948	26.5%	382	10.7%
Pequea	1,747	1973	453	25.9%	357	20.4%	676	38.7%	234	13.4%	27	1.5%
Providence	2,652	1979	475	17.9%	438	16.5%	1,049	39.6%	566	21.3%	124	4.7%
Rapho	4,306	1980	867	20.1%	537	12.5%	1,294	30.1%	1,110	25.8%	498	11.6%
Sadsbury	982	1971	301	30.7%	174	17.7%	313	31.9%	175	17.8%	19	1.9%
Salisbury	3,394	1979	808	23.8%	447	13.2%	1,094	32.2%	864	25.5%	181	5.3%
Strasburg	1,368	1971	401	29.3%	263	19.2%	449	32.8%	229	16.7%	26	1.9%
West Donegal	3,411	1985	654	19.2%	417	12.2%	901	26.4%	1,326	38.9%	113	3.3%
West Earl	2,736	1978	484	17.7%	612	22.4%	734	26.8%	718	26.2%	188	6.9%
<i>Subtotal:</i>	<i>48,728</i>		<i>9,403</i>	<i>19.3%</i>	<i>7,911</i>	<i>16.2%</i>	<i>14,784</i>	<i>30.3%</i>	<i>12,936</i>	<i>26.5%</i>	<i>3,694</i>	<i>7.6%</i>
<i>Share of Total:</i>	<i>23.5%</i>		<i>16.6%</i>		<i>20.3%</i>		<i>25.7%</i>		<i>29.0%</i>		<i>38.9%</i>	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Age of Housing Units
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>Median Yr Built</i>	<i>Before 1949</i>		<i>1950 to 1969</i>		<i>1970 to 1989</i>		<i>1990 to 2004</i>		<i>2005 or later</i>	
			<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships												
Bart	891	1973	277	31.1%	115	12.9%	318	35.7%	152	17.1%	29	3.3%
Brecknock	2,471	1983	487	19.7%	326	13.2%	759	30.7%	806	32.6%	93	3.8%
Caernarvon	1,556	1979	322	20.7%	217	13.9%	519	33.4%	438	28.1%	60	3.9%
Colerain	1,099	1979	210	19.1%	124	11.3%	494	44.9%	231	21.0%	40	3.6%
Conestoga	1,509	1972	474	31.4%	241	16.0%	546	36.2%	201	13.3%	47	3.1%
Conoy	1,256	1981	304	24.2%	130	10.4%	440	35.0%	328	26.1%	54	4.3%
Drumore	855	1977	218	25.5%	89	10.4%	318	37.2%	193	22.6%	37	4.3%
Elizabeth	1,431	1981	164	11.5%	167	11.7%	761	53.2%	305	21.3%	34	2.4%
Fulton	1,160	1979	282	24.3%	138	11.9%	390	33.6%	264	22.8%	86	7.4%
Leacock	1,608	1969	459	28.5%	366	22.8%	414	25.7%	279	17.4%	90	5.6%
Little Britain	1,385	1980	323	23.3%	135	9.7%	435	31.4%	451	32.6%	41	3.0%
Martic	1,937	1976	423	21.8%	303	15.6%	764	39.4%	390	20.1%	57	2.9%
Paradise	1,746	1964	619	35.5%	329	18.8%	394	22.6%	283	16.2%	121	6.9%
Upper Leacock	3,109	1970	806	25.9%	753	24.2%	710	22.8%	727	23.4%	113	3.6%
West Cocalico	2,548	1980	594	23.3%	342	13.4%	773	30.3%	764	30.0%	75	2.9%
<i>Subtotal:</i>	24,561		5,962	24.3%	3,775	15.4%	8,035	32.7%	5,812	23.7%	977	4.0%
<i>Share of Total:</i>	11.9%		10.6%		9.7%		14.0%		13.1%		10.3%	

Selected Housing Stock Characteristics: Affordability By Tenure
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Median Household Income</i>	<i>Owner Household Median Income</i>	<i>Renter Household Median Income</i>	<i>Median Housing Value</i>	<i>Ownership Affordability Index *</i>	<i>Median Rent</i>	<i>Rental Affordability Index †</i>
Lancaster County	\$53,387	\$64,255	\$30,697	\$187,300	176	\$834	77
City							
Lancaster	\$33,115	\$49,891	\$22,378	\$98,500	260	\$696	67
Boroughs							
Adamstown	\$67,232	\$70,208	\$42,188	\$212,100	170	\$736	119
Akron	\$55,692	\$70,197	\$36,741	\$173,400	208	\$738	104
Christiana	\$55,000	\$65,938	\$42,656	\$181,900	186	\$822	108
Columbia	\$37,830	\$50,773	\$24,303	\$99,700	262	\$658	77
Denver	\$63,924	\$67,581	\$37,386	\$163,400	213	\$795	98
East Petersburg	\$61,308	\$74,545	\$39,144	\$168,300	228	\$872	94
Elizabethtown	\$48,310	\$69,191	\$28,977	\$169,700	210	\$690	87
Ephrata	\$46,012	\$57,532	\$33,641	\$150,600	196	\$727	96
Lititz	\$49,807	\$70,740	\$30,598	\$176,300	206	\$878	73
Manheim	\$46,039	\$52,935	\$35,250	\$153,900	177	\$749	98
Marietta	\$43,295	\$54,250	\$38,056	\$117,200	238	\$691	115
Millersville	\$47,776	\$62,328	\$18,967	\$173,500	185	\$866	46
Mount Joy	\$51,646	\$65,760	\$37,434	\$160,500	211	\$768	102
Mountville	\$49,500	\$59,539	\$25,859	\$172,000	178	\$717	75
New Holland	\$53,151	\$69,512	\$32,934	\$171,600	208	\$741	93
Quarryville	\$53,875	\$66,063	\$34,934	\$196,800	173	\$716	102
Strasburg	\$72,912	\$73,295	\$70,391	\$213,300	177	\$793	185
Terre Hill	\$55,431	\$62,961	\$29,028	\$182,300	178	\$691	88
<i>Median:</i>	\$49,998.51	\$63,521	\$32,015	\$170,572	191	\$749	89
Suburban Townships							
East Cocalico	\$62,064	\$72,074	\$46,364	\$187,900	197	\$769	126
East Hempfield	\$71,152	\$87,181	\$40,562	\$229,900	195	\$920	92
East Lampeter	\$53,520	\$63,793	\$41,132	\$198,400	165	\$946	91
Ephrata	\$63,396	\$71,021	\$44,009	\$202,300	180	\$943	97
Lancaster	\$51,668	\$69,564	\$34,446	\$168,700	212	\$899	80
Manheim	\$66,844	\$81,184	\$38,117	\$226,500	184	\$964	82
Warwick	\$70,387	\$76,185	\$45,321	\$209,700	187	\$1,098	86
West Hempfield	\$68,444	\$76,226	\$28,255	\$189,400	207	\$722	82
West Lampeter	\$64,861	\$77,380	\$39,375	\$239,300	166	\$1,608	51
<i>Median:</i>	\$64,366	\$77,032	\$39,006	\$208,433	190	\$1,010	80

* Calculated at 80 percent loan-to-value, 30-year 4.5 percent mortgage qualified at 25 percent of income.

† Calculated at 25 percent of income.

SOURCE: American Community Survey; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Affordability By Tenure
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Median Household Income</i>	<i>Owner Household Median Income</i>	<i>Renter Household Median Income</i>	<i>Median Housing Value</i>	<i>Ownership Affordability Index *</i>	<i>Median Rent</i>	<i>Rental Affordability Index †</i>
Semi-Rural Townships							
Clay	\$68,386	\$70,332	\$58,386	\$204,300	177	\$923	132
Earl	\$53,779	\$62,313	\$42,513	\$222,000	144	\$1,079	82
East Donegal	\$64,025	\$67,092	\$37,434	\$176,800	195	\$936	83
East Drumore	\$62,742	\$69,958	\$36,023	\$210,000	171	\$1,033	73
East Earl	\$60,403	\$62,355	\$47,755	\$225,700	142	\$785	127
Eden	\$55,789	\$61,964	\$33,214	\$231,500	138	\$778	89
Manor	\$59,523	\$69,240	\$40,655	\$176,200	202	\$845	100
Mount Joy	\$65,995	\$74,691	\$32,694	\$187,700	205	\$1,036	66
Penn	\$60,021	\$66,104	\$42,870	\$207,000	164	\$983	91
Pequea	\$68,934	\$74,574	\$31,563	\$197,100	194	\$652	101
Providence	\$47,454	\$55,058	\$36,224	\$179,100	158	\$913	83
Rapho	\$65,864	\$72,682	\$49,226	\$188,800	198	\$1,115	92
Sadsbury	\$59,477	\$63,091	\$48,000	\$248,700	130	\$790	127
Salisbury	\$61,546	\$65,774	\$47,653	\$238,700	142	\$741	134
Strasburg	\$63,776	\$75,000	\$28,393	\$227,900	169	\$990	60
West Donegal	\$62,763	\$80,079	\$36,149	\$184,200	223	\$1,721	44
West Earl	\$55,926	\$62,289	\$38,750	\$175,300	183	\$892	91
<i>Median:</i>	\$61,047	\$68,336	\$40,516	\$197,692	178	\$995	85
Rural Townships							
Bart	\$50,489	\$55,511	\$38,478	\$239,500	119	\$929	86
Brecknock	\$60,270	\$64,198	\$43,674	\$218,300	151	\$822	111
Caernarvon	\$57,753	\$61,455	\$34,688	\$247,900	127	\$900	80
Colerain	\$58,523	\$62,788	\$43,533	\$281,900	114	\$732	124
Conestoga	\$60,391	\$73,672	\$43,500	\$198,600	191	\$729	124
Conoy	\$61,919	\$66,328	\$42,604	\$172,800	197	\$751	118
Drumore	\$60,875	\$68,850	\$37,000	\$224,100	158	\$885	87
Elizabeth	\$64,960	\$74,352	\$24,815	\$211,900	180	\$749	69
Fulton	\$56,250	\$58,194	\$51,429	\$191,800	156	\$714	150
Leacock	\$56,250	\$59,485	\$41,885	\$237,100	129	\$805	108
Little Britain	\$60,385	\$63,621	\$43,000	\$276,100	118	\$793	113
Martic	\$61,703	\$65,150	\$19,583	\$181,400	185	\$580	70
Paradise	\$57,804	\$64,559	\$31,726	\$208,800	159	\$768	86
Upper Leacock	\$60,175	\$71,138	\$41,926	\$203,400	180	\$904	97
West Cocalico	\$58,639	\$64,981	\$38,438	\$194,500	172	\$735	109
<i>Median:</i>	\$59,382	\$65,439	\$39,190	\$217,983	154	\$809	101

* Calculated at 80 percent loan-to-value, 30-year 4.5 percent mortgage qualified at 25 percent of income.

† Calculated at 25 percent of income.

SOURCE: American Community Survey; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Overcrowding; Substandard Conditions; Cost-Burdened*
Lancaster County, Pennsylvania
2011 Estimates

Study Area	Number Overcrowding . . . .			. . . . . Substandard . . . . .				. . . . . Owned with mortgage . . . . .			. . . . . Owned without a mortgage . . . . .			. . . . . Rented		
	Occupied Units	(1.01 + persons per room) Number	Percent	(Lacks plumbing) Number	Percent	(Lacks kitchen) Number	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent
Lancaster County	192,681	3,136	1.6%	1,142	0.6%	1,894	1.0%	87,719	29,093	33.2%	46,884	7,380	15.7%	54,245	25,937	47.8%
City																
Lancaster	22,173	703	3.2%	179	0.8%	286	1.3%	7,061	2,700	38.2%	2,725	469	17.2%	11,891	6,695	56.3%
Share of Total:	11.5%	22.4%		15.7%		15.1%		8.0%	9.3%		5.8%	6.4%		21.9%	25.8%	
Boroughs																
Adamstown	653	12	1.8%	0	0.0%	0	0.0%	335	113	33.7%	168	55	32.7%	143	55	38.5%
Akron	1,610	0	0.0%	0	0.0%	0	0.0%	739	197	26.7%	408	48	11.8%	463	76	16.4%
Christiana	384	2	0.5%	0	0.0%	0	0.0%	179	69	38.5%	70	10	14.3%	125	56	44.8%
Columbia	4,433	56	1.3%	24	0.5%	24	0.5%	1,813	653	36.0%	891	225	25.3%	1,677	907	54.1%
Denver	1,459	0	0.0%	0	0.0%	0	0.0%	817	224	27.4%	281	53	18.9%	361	131	36.3%
East Petersburg	1,693	0	0.0%	104	6.1%	104	6.1%	1,050	271	25.8%	316	48	15.2%	327	182	55.7%
Elizabethtown	3,960	38	1.0%	105	2.7%	149	3.8%	1,460	404	27.7%	634	118	18.6%	1,737	752	43.3%
Ephrata	5,680	84	1.5%	12	0.2%	12	0.2%	2,484	880	35.4%	1,018	240	23.6%	2,124	887	41.8%
Lititz	3,889	62	1.6%	0	0.0%	65	1.7%	1,513	421	27.8%	810	82	10.1%	1,519	897	59.1%
Manheim	1,959	23	1.2%	0	0.0%	0	0.0%	833	345	41.4%	472	94	19.9%	637	299	46.9%
Marietta	1,123	0	0.0%	0	0.0%	0	0.0%	497	204	41.0%	191	46	24.1%	412	124	30.1%
Millersville	2,445	0	0.0%	0	0.0%	16	0.7%	840	249	29.6%	614	90	14.7%	903	518	57.4%
Mount Joy	3,090	21	0.7%	7	0.2%	7	0.2%	1,380	477	34.6%	549	64	11.7%	1,101	418	38.0%
Mountville	1,262	24	1.9%	0	0.0%	0	0.0%	666	247	37.1%	300	41	13.7%	296	151	51.0%
New Holland	2,295	34	1.5%	0	0.0%	0	0.0%	842	204	24.2%	498	47	9.4%	945	453	47.9%
Quarryville	1,068	0	0.0%	22	2.1%	6	0.6%	403	169	41.9%	186	29	15.6%	479	159	33.2%
Strasburg	1,072	0	0.0%	0	0.0%	0	0.0%	565	155	27.4%	257	38	14.8%	237	148	62.4%
Terre Hill	466	2	0.4%	12	2.6%	3	0.6%	228	64	28.1%	163	40	24.5%	69	35	50.7%
Subtotal:	38,541	358	0.9%	286	0.7%	386	1.0%	16,644	5,346	32.1%	7,826	1,368	17.5%	13,555	6,248	46.1%
Share of Total:	20.0%	11.4%		25.0%		20.4%		19.0%	18.4%		16.7%	18.5%		25.0%	24.1%	

* Monthly costs of 30 percent or more as a percentage of income.

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Overcrowding; Substandard Conditions; Cost-Burdened*
Lancaster County, Pennsylvania
2011 Estimates

Study Area	Number Overcrowding			Substandard				Owned with mortgage			Owned without a mortgage			Rented		
	Occupied Units	(1.01 + persons per room) Number	Percent	(Lacks plumbing) Number	Percent	(Lacks kitchen) Number	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent
Suburban Townships																
East Cocalico	3,680	102	2.8%	40	1.1%	38	1.0%	1,826	510	27.9%	1,134	188	16.6%	661	270	40.8%
East Hempfield	9,422	7	0.1%	18	0.2%	25	0.3%	4,465	1,238	27.7%	2,612	449	17.2%	2,226	1,019	45.8%
East Lampeter	6,411	81	1.3%	0	0.0%	0	0.0%	2,215	567	25.6%	1,660	308	18.6%	2,395	1,122	46.8%
Ephrata	3,370	128	3.8%	29	0.9%	38	1.1%	1,443	483	33.5%	1,067	155	14.5%	726	337	46.4%
Lancaster	6,741	10	0.1%	54	0.8%	209	3.1%	2,633	837	31.8%	1,350	155	11.5%	2,536	1,196	47.2%
Manheim	14,853	76	0.5%	68	0.5%	106	0.7%	7,494	2,505	33.4%	3,706	424	11.4%	3,434	1,642	47.8%
Warwick	6,433	25	0.4%	0	0.0%	22	0.3%	3,855	899	23.3%	1,426	282	19.8%	1,252	568	45.4%
West Hempfield	5,988	5	0.1%	0	0.0%	0	0.0%	3,719	1,077	29.0%	1,226	163	13.3%	1,006	377	37.5%
West Lampeter	6,027	33	0.5%	0	0.0%	0	0.0%	2,572	856	33.3%	1,583	223	14.1%	1,669	1,175	70.4%
Subtotal:	62,925	467	0.7%	209	0.3%	438	0.7%	30,222	8,972	14.3%	15,764	2,347	3.7%	15,905	7,706	12.2%
Share of Total:	32.7%	14.9%		18.3%		23.1%		34.5%	30.8%		33.6%	31.8%		29.3%	29.7%	

* Monthly costs of 30 percent or more as a percentage of income.

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Overcrowding; Substandard Conditions; Cost-Burdened*
Lancaster County, Pennsylvania
2011 Estimates

Study Area	Number Overcrowding . . . .			. . . . . Substandard . . . . .				. . . . . Owned with mortgage . . . . .			. . . . . Owned without a mortgage . . . . .			. . . . . Rented		
	Occupied Units	(1.01 + persons per room) Number	Percent	(Lacks plumbing) Number	Percent	(Lacks kitchen) Number	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent	Number	Cost- Burdened*	Percent
Semi-Rural Townships																
Clay	2,234	29	1.3%	25	1.1%	16	0.7%	1,130	338	29.9%	689	98	14.2%	374	93	24.9%
Earl	2,391	49	2.0%	38	1.6%	71	3.0%	793	330	41.6%	724	126	17.4%	710	381	53.7%
East Donegal	2,793	0	0.0%	15	0.5%	0	0.0%	1,678	477	28.4%	632	78	12.3%	483	127	26.3%
East Drumore	1,220	13	1.1%	45	3.7%	27	2.2%	582	179	30.8%	305	19	6.2%	289	183	63.3%
East Earl	1,943	53	2.7%	16	0.8%	0	0.0%	883	248	28.1%	796	74	9.3%	220	89	40.5%
Eden	720	15	2.1%	0	0.0%	10	1.4%	336	148	44.0%	208	9	4.3%	143	71	49.7%
Manor	7,850	35	0.4%	11	0.1%	0	0.0%	3,995	1,116	27.9%	2,162	292	13.5%	1,645	649	39.5%
Mount Joy	3,698	15	0.4%	26	0.7%	78	2.1%	2,044	486	23.8%	808	193	23.9%	748	396	52.9%
Penn	3,261	11	0.3%	0	0.0%	102	3.1%	1,442	627	43.5%	1,067	305	28.6%	660	252	38.2%
Pequea	1,797	9	0.5%	0	0.0%	10	0.6%	916	303	33.1%	535	32	6.0%	294	105	35.7%
Providence	2,577	110	4.3%	0	0.0%	0	0.0%	1,051	368	35.0%	1,019	176	17.3%	451	191	42.4%
Rapho	3,864	67	1.7%	12	0.3%	12	0.3%	1,786	545	30.5%	1,429	162	11.3%	576	245	42.5%
Sadsbury	1,058	36	3.4%	16	1.5%	24	2.3%	613	362	59.1%	318	47	14.8%	88	27	30.7%
Salisbury	3,174	149	4.7%	30	0.9%	0	0.0%	1,646	736	44.7%	862	130	15.1%	603	172	28.5%
Strasburg	1,305	68	5.2%	0	0.0%	0	0.0%	813	346	42.6%	339	98	28.9%	117	20	17.1%
West Donegal	3,172	140	4.4%	0	0.0%	293	9.2%	1,524	558	36.6%	546	95	17.4%	869	601	69.2%
West Earl	2,737	22	0.8%	58	2.1%	53	1.9%	1,262	463	36.7%	915	160	17.5%	475	216	45.5%
Subtotal:	45,794	821	1.8%	292	0.6%	696	1.5%	22,494	7,630	16.7%	13,354	2,094	4.6%	8,745	3,818	8.3%
Share of Total:	23.8%	26.2%		25.6%		36.7%		25.6%	26.2%		28.5%	28.4%		16.1%	14.7%	

* Monthly costs of 30 percent or more as a percentage of income.

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Overcrowding; Substandard Conditions; Cost-Burdened*
Lancaster County, Pennsylvania
2011 Estimates

Study Area	Number Overcrowding . . . .			. . . . . Substandard . . . . .				. . . . . Owned with mortgage . . . . .			. . . . . Owned without a mortgage . . . . .			. . . . . Rented		
	Occupied Units	(1.01 + persons per room) Number	Percent	(Lacks plumbing) Number	Percent	(Lacks kitchen) Number	Percent	Cost- Burdened* Number	Percent	Cost- Burdened* Number	Percent	Cost- Burdened* Number	Percent	Cost- Burdened* Number	Percent	Cost- Burdened* Number	Percent
Rural Townships																	
Bart	851	78	9.2%	23	2.7%	7	0.8%	352	203	57.7%	276	23	8.3%	163	54	33.1%	
Brecknock	2,321	144	6.2%	18	0.8%	0	0.0%	1,253	387	30.9%	769	157	20.4%	238	37	15.5%	
Caernarvon	1,525	79	5.2%	11	0.7%	15	1.0%	575	193	33.6%	660	113	17.1%	221	77	34.8%	
Colerain	1,176	35	3.0%	33	2.8%	0	0.0%	589	314	53.3%	356	55	15.4%	142	68	47.9%	
Conestoga	1,373	20	1.5%	0	0.0%	35	2.5%	666	193	29.0%	443	68	15.3%	228	68	29.8%	
Conoy	1,304	8	0.6%	0	0.0%	0	0.0%	850	289	34.0%	327	23	7.0%	127	19	15.0%	
Drumore	733	66	9.0%	0	0.0%	4	0.5%	374	146	39.0%	215	22	10.2%	131	44	33.6%	
Elizabeth	1,460	26	1.8%	0	0.0%	0	0.0%	872	285	32.7%	322	49	15.2%	266	150	56.4%	
Fulton	1,129	32	2.8%	25	2.2%	0	0.0%	391	118	30.2%	498	114	22.9%	225	63	28.0%	
Leacock	1,460	62	4.2%	7	0.5%	9	0.6%	473	292	61.7%	486	16	3.3%	441	75	17.0%	
Little Britain	1,158	24	2.1%	20	1.7%	0	0.0%	629	283	45.0%	334	50	15.0%	167	87	52.1%	
Martic	1,788	8	0.4%	0	0.0%	0	0.0%	1,126	499	44.3%	481	57	11.9%	168	67	39.9%	
Paradise	1,633	51	3.1%	17	1.0%	18	1.1%	765	253	33.1%	537	111	20.7%	239	83	34.7%	
Upper Leacock	2,871	80	2.8%	9	0.3%	0	0.0%	961	298	31.0%	804	73	9.1%	1,086	455	41.9%	
West Cocalico	2,466	74	3.0%	13	0.5%	0	0.0%	1,422	692	48.7%	707	171	24.2%	307	123	40.1%	
Subtotal:	23,248	787	3.4%	176	0.8%	88	0.4%	11,298	4,445	19.1%	7,215	1,102	4.7%	4,149	1,470	6.3%	
Share of Total:	12.1%	25.1%		15.4%		4.6%		12.9%	15.3%		15.4%	14.9%		7.6%	5.7%		

* Monthly costs of 30 percent or more as a percentage of income.

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Housing Type by Units in Structure
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>. Single-Family Detached .</i>		<i>. Single-Family Attached .</i>		<i>. . . . Duplex (2 units)</i>		<i>. . . . Multi-Family (3 or more units)</i>		<i>. Mobile Home/Trailer .</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	206,952	115,000	55.6%	41,062	19.8%	8,855	4.3%	33,731	16.3%	8,277	4.0%
City											
Lancaster	23,924	3,827	16.0%	10,231	42.8%	2,702	11.3%	7,090	29.6%	73	0.3%
<i>Share of Total:</i>	11.6%	3.3%		24.9%		30.5%		21.0%		0.9%	
Boroughs											
Adamstown	817	524	64.1%	135	16.5%	53	6.5%	94	11.5%	11	1.3%
Akron	1,717	879	51.2%	375	21.8%	91	5.3%	269	15.7%	103	6.0%
Christiana	430	306	71.2%	40	9.3%	41	9.5%	31	7.2%	12	2.8%
Columbia	4,754	1,506	31.7%	1,799	37.8%	269	5.7%	1,150	24.2%	30	0.6%
Denver	1,518	820	54.0%	470	31.0%	98	6.5%	95	6.3%	35	2.3%
East Petersburg	1,793	1,174	65.5%	420	23.4%	71	4.0%	126	7.0%	2	0.1%
Elizabethtown	4,649	1,900	40.9%	797	17.1%	400	8.6%	1,485	31.9%	67	1.4%
Ephrata	5,886	2,363	40.1%	1,554	26.4%	507	8.6%	1,284	21.8%	178	3.0%
Lititz	4,237	2,076	49.0%	999	23.6%	186	4.4%	915	21.6%	61	1.4%
Manheim	2,161	1,357	62.8%	294	13.6%	187	8.7%	264	12.2%	58	2.7%
Marietta	1,206	469	38.9%	307	25.5%	47	3.9%	324	26.9%	59	4.9%
Millersville	2,630	1,494	56.8%	538	20.5%	68	2.6%	510	19.4%	20	0.8%
Mount Joy	3,474	1,813	52.2%	836	24.1%	211	6.1%	523	15.1%	91	2.6%
Mountville	1,347	487	36.2%	472	35.0%	55	4.1%	281	20.9%	52	3.9%
New Holland	2,394	1,330	55.6%	354	14.8%	95	4.0%	595	24.9%	20	0.8%
Quarryville	1,078	630	58.4%	143	13.3%	77	7.1%	224	20.8%	4	0.4%
Strasburg	1,180	842	71.4%	167	14.2%	51	4.3%	107	9.1%	13	1.1%
Terre Hill	503	449	89.3%	15	3.0%	13	2.6%	26	5.2%	0	0.0%
<i>Subtotal:</i>	41,774	20,419	48.9%	9,715	23.3%	2,520	6.0%	8,303	19.9%	816	2.0%
<i>Share of Total:</i>	20.2%	17.8%		23.7%		28.5%		24.6%		9.9%	

Note: Boat, RV, Van, Etc. not included in the table.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Housing Type by Units in Structure

Lancaster County, Pennsylvania

2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>. Single-Family Detached .</i>		<i>. Single-Family Attached .</i>		<i>. . . . Duplex (2 units)</i>		<i>. . . . Multi-Family (3 or more units)</i>		<i>. Mobile Home/Trailer .</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships											
East Cocalico	3,915	2,802	71.6%	388	9.9%	113	2.9%	199	5.1%	413	10.5%
East Hempfield	10,231	6,885	67.3%	1,202	11.7%	201	2.0%	1,727	16.9%	216	2.1%
East Lampeter	6,887	3,367	48.9%	1,257	18.3%	380	5.5%	1,609	23.4%	273	4.0%
Ephrata	3,586	1,968	54.9%	646	18.0%	110	3.1%	467	13.0%	395	11.0%
Lancaster	6,926	2,416	34.9%	2,204	31.8%	217	3.1%	2,015	29.1%	73	1.1%
Manheim	16,186	9,891	61.1%	3,612	22.3%	384	2.4%	2,233	13.8%	65	0.4%
Warwick	7,067	4,447	62.9%	1,435	20.3%	59	0.8%	840	11.9%	286	4.0%
West Hempfield	6,237	4,626	74.2%	706	11.3%	114	1.8%	574	9.2%	217	3.5%
West Lampeter	6,930	3,895	56.2%	630	9.1%	211	3.0%	2,153	31.1%	38	0.5%
<i>Subtotal:</i>	67,965	40,297	59.3%	12,080	17.8%	1,789	2.6%	11,817	17.4%	1,976	2.9%
<i>Share of Total:</i>	32.8%	35.0%		29.4%		20.2%		35.0%		23.9%	

Note: Boat, RV, Van, Etc. not included in the table.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Housing Type by Units in Structure
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>. Single-Family Detached .</i>		<i>. Single-Family Attached .</i>		<i>. . . . Duplex (2 units)</i>		<i>. . . . Multi-Family (3 or more units)</i>		<i>. Mobile Home/Trailer .</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships											
Clay	2,339	1,592	68.1%	219	9.4%	56	2.4%	22	0.9%	450	19.2%
Earl	2,514	1,576	62.7%	431	17.1%	58	2.3%	364	14.5%	85	3.4%
East Donegal	3,156	2,005	63.5%	671	21.3%	42	1.3%	301	9.5%	137	4.3%
East Drumore	1,480	1,179	79.7%	73	4.9%	49	3.3%	86	5.8%	93	6.3%
East Earl	2,197	1,755	79.9%	160	7.3%	72	3.3%	84	3.8%	126	5.7%
Eden	658	498	75.7%	53	8.1%	15	2.3%	0	0.0%	92	14.0%
Manor	8,388	4,378	52.2%	1,944	23.2%	247	2.9%	1,279	15.2%	539	6.4%
Mount Joy	3,828	2,222	58.0%	756	19.7%	104	2.7%	510	13.3%	236	6.2%
Penn	3,572	2,356	66.0%	394	11.0%	93	2.6%	522	14.6%	207	5.8%
Pequea	1,747	1,353	77.4%	121	6.9%	89	5.1%	139	8.0%	42	2.4%
Providence	2,652	1,792	67.6%	130	4.9%	20	0.8%	111	4.2%	599	22.6%
Rapho	4,306	2,749	63.8%	548	12.7%	102	2.4%	583	13.5%	323	7.5%
Sadsbury	982	767	78.1%	93	9.5%	47	4.8%	36	3.7%	39	4.0%
Salisbury	3,394	2,515	74.1%	224	6.6%	72	2.1%	153	4.5%	430	12.7%
Strasburg	1,368	1,081	79.0%	122	8.9%	36	2.6%	65	4.8%	64	4.7%
West Donegal	3,411	2,099	61.5%	546	16.0%	54	1.6%	597	17.5%	115	3.4%
West Earl	2,736	1,774	64.8%	411	15.0%	85	3.1%	210	7.7%	256	9.4%
<i>Subtotal:</i>	48,728	31,691	65.0%	6,896	14.2%	1,241	2.5%	5,062	10.4%	3,833	7.9%
<i>Share of Total:</i>	23.5%	27.6%		16.8%		14.0%		15.0%		46.3%	

Note: Boat, RV, Van, Etc. not included in the table.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Housing Type by Units in Structure
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Units</i>	<i>. Single-Family Detached .</i>		<i>. Single-Family Attached .</i>		<i>. . . . Duplex (2 units)</i>		<i>. . . . Multi-Family (3 or more units)</i>		<i>. Mobile Home/Trailer .</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships											
Bart	891	670	75.2%	121	13.6%	28	3.1%	45	5.1%	27	3.0%
Brecknock	2,471	2,019	81.7%	230	9.3%	15	0.6%	98	4.0%	109	4.4%
Caernarvon	1,556	1,207	77.6%	129	8.3%	20	1.3%	57	3.7%	143	9.2%
Colerain	1,099	954	86.8%	113	10.3%	6	0.5%	4	0.4%	22	2.0%
Conestoga	1,509	1,197	79.3%	36	2.4%	28	1.9%	130	8.6%	118	7.8%
Conoy	1,256	964	76.8%	108	8.6%	8	0.6%	78	6.2%	98	7.8%
Drumore	855	721	84.3%	55	6.4%	4	0.5%	14	1.6%	61	7.1%
Elizabeth	1,431	1,170	81.8%	79	5.5%	33	2.3%	96	6.7%	52	3.6%
Fulton	1,160	900	77.6%	27	2.3%	11	0.9%	49	4.2%	173	14.9%
Leacock	1,608	1,069	66.5%	196	12.2%	104	6.5%	158	9.8%	81	5.0%
Little Britain	1,385	1,101	79.5%	26	1.9%	28	2.0%	21	1.5%	209	15.1%
Martic	1,937	1,698	87.7%	60	3.1%	16	0.8%	6	0.3%	157	8.1%
Paradise	1,746	1,263	72.3%	131	7.5%	85	4.9%	156	8.9%	111	6.4%
Upper Leacock	3,109	1,908	61.4%	535	17.2%	185	6.0%	431	13.9%	50	1.6%
West Cocalico	2,548	1,934	75.9%	296	11.6%	30	1.2%	120	4.7%	168	6.6%
<i>Subtotal:</i>	24,561	18,775	76.4%	2,142	8.7%	601	2.4%	1,463	6.0%	1,579	6.4%
<i>Share of Total:</i>	11.9%	16.3%		5.2%		6.8%		4.3%		19.1%	

Note: Boat, RV, Van, Etc. not included in the table.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number of Bedrooms in Unit
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	201,630	2,374	1.2%	19,333	9.6%	43,164	21.4%	87,891	43.6%	37,811	18.8%	11,057	5.5%
City													
Lancaster	24,149	651	2.7%	5,641	23.4%	5,634	23.3%	8,202	34.0%	2,481	10.3%	1,540	6.4%
<i>Share of Total:</i>	12.0%	27.4%		29.2%		13.1%		9.3%		6.6%		13.9%	
Boroughs													
Adamstown	686	0	0.0%	31	4.5%	151	22.0%	391	57.0%	88	12.8%	25	3.6%
Akron	1,687	0	0.0%	164	9.7%	452	26.8%	897	53.2%	150	8.9%	24	1.4%
Christiana	418	0	0.0%	33	7.9%	108	25.8%	190	45.5%	56	13.4%	31	7.4%
Columbia	4,754	89	1.9%	805	16.9%	1,129	23.7%	2,085	43.9%	482	10.1%	164	3.4%
Denver	1,482	0	0.0%	151	10.2%	240	16.2%	854	57.6%	187	12.6%	50	3.4%
East Petersburg	1,846	0	0.0%	44	2.4%	272	14.7%	1,072	58.1%	431	23.3%	27	1.5%
Elizabethtown	4,128	98	2.4%	857	20.8%	1,042	25.2%	1,653	40.0%	353	8.6%	125	3.0%
Ephrata	5,941	45	0.8%	840	14.1%	1,659	27.9%	2,615	44.0%	674	11.3%	108	1.8%
Lititz	4,070	92	2.3%	558	13.7%	984	24.2%	1,843	45.3%	576	14.2%	17	0.4%
Manheim	1,959	0	0.0%	236	12.0%	505	25.8%	857	43.7%	200	10.2%	61	3.1%
Marietta	1,217	24	2.0%	135	11.1%	461	37.9%	475	39.0%	104	8.5%	18	1.5%
Millersville	2,577	31	1.2%	325	12.6%	663	25.7%	1,223	47.5%	274	10.6%	61	2.4%
Mount Joy	3,201	63	2.0%	466	14.6%	698	21.8%	1,417	44.3%	502	15.7%	55	1.7%
Mountville	1,279	19	1.5%	94	7.3%	336	26.3%	661	51.7%	142	11.1%	27	2.1%
New Holland	2,295	99	4.3%	243	10.6%	576	25.1%	991	43.2%	328	14.3%	58	2.5%
Quarryville	1,086	0	0.0%	106	9.8%	309	28.5%	486	44.8%	163	15.0%	22	2.0%
Strasburg	1,116	8	0.7%	82	7.3%	213	19.1%	501	44.9%	264	23.7%	48	4.3%
Terre Hill	493	0	0.0%	9	1.8%	110	22.3%	297	60.2%	66	13.4%	11	2.2%
<i>Subtotal:</i>	40,235	568	1.4%	5,179	12.9%	9,908	24.6%	18,508	46.0%	5,040	12.5%	932	2.3%
<i>Share of Total:</i>	20.0%	23.9%		26.8%		23.0%		21.1%		13.3%		8.4%	

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number of Bedrooms in Unit

Lancaster County, Pennsylvania

2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	3,861	17	0.4%	136	3.5%	1,011	26.2%	1,771	45.9%	745	19.3%	181	4.7%
East Hempfield	9,744	166	1.7%	950	9.7%	1,792	18.4%	3,374	34.6%	3,032	31.1%	430	4.4%
East Lampeter	6,557	24	0.4%	698	10.6%	1,912	29.2%	2,663	40.6%	889	13.6%	371	5.7%
Ephrata	3,537	0	0.0%	245	6.9%	822	23.2%	1,562	44.2%	647	18.3%	261	7.4%
Lancaster	7,066	165	2.3%	929	13.1%	1,621	22.9%	2,984	42.2%	1,027	14.5%	340	4.8%
Manheim	15,377	52	0.3%	1,048	6.8%	2,802	18.2%	6,522	42.4%	4,200	27.3%	753	4.9%
Warwick	6,738	0	0.0%	300	4.5%	1,139	16.9%	3,218	47.8%	1,704	25.3%	377	5.6%
West Hempfield	6,240	20	0.3%	236	3.8%	1,139	18.3%	3,158	50.6%	1,550	24.8%	137	2.2%
West Lampeter	6,285	0	0.0%	473	7.5%	1,937	30.8%	2,108	33.5%	1,482	23.6%	285	4.5%
<i>Subtotal:</i>	65,405	444	0.7%	5,015	7.7%	14,175	21.7%	27,360	41.8%	15,276	23.4%	3,135	4.8%
<i>Share of Total:</i>	32.4%	18.7%		25.9%		32.8%		31.1%		40.4%		28.4%	

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number of Bedrooms in Unit
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	2,289	0	0.0%	15	0.7%	432	18.9%	1,261	55.1%	467	20.4%	114	5.0%
Earl	2,478	0	0.0%	304	12.3%	558	22.5%	910	36.7%	404	16.3%	302	12.2%
East Donegal	2,970	0	0.0%	46	1.5%	742	25.0%	1,560	52.5%	551	18.6%	71	2.4%
East Drumore	1,315	9	0.7%	112	8.5%	172	13.1%	691	52.5%	251	19.1%	80	6.1%
East Earl	2,059	0	0.0%	111	5.4%	197	9.6%	869	42.2%	586	28.5%	296	14.4%
Eden	755	3	0.4%	10	1.3%	157	20.8%	375	49.7%	129	17.1%	81	10.7%
Manor	8,147	87	1.1%	456	5.6%	1,907	23.4%	4,108	50.4%	1,403	17.2%	186	2.3%
Mount Joy	3,846	28	0.7%	302	7.9%	640	16.6%	2,019	52.5%	641	16.7%	216	5.6%
Penn	3,261	50	1.5%	161	4.9%	740	22.7%	1,446	44.3%	755	23.2%	109	3.3%
Pequea	1,889	10	0.5%	78	4.1%	490	25.9%	776	41.1%	438	23.2%	97	5.1%
Providence	2,666	0	0.0%	124	4.7%	481	18.0%	1,438	53.9%	515	19.3%	108	4.1%
Rapho	4,075	0	0.0%	296	7.3%	883	21.7%	1,812	44.5%	870	21.3%	214	5.3%
Sadsbury	1,127	0	0.0%	65	5.8%	107	9.5%	528	46.9%	264	23.4%	163	14.5%
Salisbury	3,281	0	0.0%	38	1.2%	588	17.9%	1,468	44.7%	751	22.9%	436	13.3%
Strasburg	1,366	0	0.0%	61	4.5%	116	8.5%	643	47.1%	406	29.7%	140	10.2%
West Donegal	3,290	292	8.9%	316	9.6%	789	24.0%	1,118	34.0%	612	18.6%	163	5.0%
West Earl	2,812	22	0.8%	89	3.2%	562	20.0%	1,338	47.6%	571	20.3%	230	8.2%
<i>Subtotal:</i>	<i>47,626</i>	<i>501</i>	<i>1.1%</i>	<i>2,584</i>	<i>5.4%</i>	<i>9,561</i>	<i>20.1%</i>	<i>22,360</i>	<i>46.9%</i>	<i>9,614</i>	<i>20.2%</i>	<i>3,006</i>	<i>6.3%</i>
<i>Share of Total:</i>	<i>23.6%</i>	<i>21.1%</i>		<i>13.4%</i>		<i>22.2%</i>		<i>25.4%</i>		<i>25.4%</i>		<i>27.2%</i>	

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Number of Bedrooms in Unit
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships													
Bart	851	0	0.0%	38	4.5%	89	10.5%	373	43.8%	140	16.5%	211	24.8%
Brecknock	2,471	41	1.7%	32	1.3%	361	14.6%	1,302	52.7%	581	23.5%	154	6.2%
Caernarvon	1,536	36	2.3%	67	4.4%	273	17.8%	649	42.3%	315	20.5%	196	12.8%
Colerain	1,198	0	0.0%	0	0.0%	170	14.2%	501	41.8%	337	28.1%	190	15.9%
Conestoga	1,320	36	2.7%	112	8.5%	290	22.0%	522	39.5%	345	26.1%	115	8.7%
Conoy	1,304	0	0.0%	24	1.8%	190	14.6%	824	63.2%	219	16.8%	47	3.6%
Drumore	817	0	0.0%	11	1.3%	90	11.0%	426	52.1%	175	21.4%	115	14.1%
Elizabeth	1,502	29	1.9%	51	3.4%	244	16.2%	774	51.5%	338	22.5%	66	4.4%
Fulton	1,175	0	0.0%	73	6.2%	192	16.3%	589	50.1%	221	18.8%	100	8.5%
Leacock	1,535	0	0.0%	105	6.8%	260	16.9%	461	30.0%	379	24.7%	330	21.5%
Little Britain	1,265	0	0.0%	39	3.1%	90	7.1%	605	47.8%	389	30.8%	142	11.2%
Martic	1,886	0	0.0%	52	2.8%	288	15.3%	1,037	55.0%	443	23.5%	66	3.5%
Paradise	1,786	32	1.8%	38	2.1%	318	17.8%	786	44.0%	353	19.8%	259	14.5%
Upper Leacock	2,994	0	0.0%	272	9.1%	497	16.6%	1,285	42.9%	644	21.5%	296	9.9%
West Cocalico	2,575	36	1.4%	0	0.0%	534	20.7%	1,327	51.5%	521	20.2%	157	6.1%
<i>Subtotal:</i>	24,215	210	0.9%	914	3.8%	3,886	16.0%	11,461	47.3%	5,400	22.3%	2,444	10.1%
<i>Share of Total:</i>	12.0%	8.8%		4.7%		9.0%		13.0%		14.3%		22.1%	

Note: All data from 2011 American Community Survey 5-Year Estimates.

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

Study Area	2008					2009					2010				
	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family
Lancaster County	1,434	1,160	8	30	236	1,255	983	64	74	134	1,373	1,141	32	20	180
<i>Percent of total:</i>	100%	81%	1%	2%	16%	100%	78%	5%	6%	11%	100%	83%	2%	1%	13%
City															
Lancaster	5	5	0	0	0	9	9	0	0	0	13	13	0	0	0
<i>Percent of total:</i>	100%	100%	0%	0%	0%	100%	100%	0%	0%	0%	100%	100%	0%	0%	0%
Boroughs															
Adamstown	11	11	0	0	0	14	14	0	0	0	14	14	0	0	0
Akron	2	2	0	0	0	7	7	0	0	0	6	6	0	0	0
Christiana	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Columbia	9	9	0	0	0	0	0	0	0	0	0	0	0	0	0
Denver	1	1	0	0	0	2	2	0	0	0	0	0	0	0	0
East Petersburg	1	1	0	0	0	1	1	0	0	0	0	0	0	0	0
Elizabethtown	19	19	0	0	0	14	14	0	0	0	11	11	0	0	0
Ephrata	4	4	0	0	0	10	10	0	0	0	0	0	0	0	0
Lititz	0	0	0	0	0	1	1	0	0	0	7	7	0	0	0
Manheim	2	2	0	0	0	2	2	0	0	0	5	5	0	0	0
Marietta	7	7	0	0	0	0	0	0	0	0	0	0	0	0	0
Millersville	4	4	0	0	0	7	7	0	0	0	11	3	0	8	0
Mount Joy	30	12	0	0	18	83	33	0	0	50	97	53	0	0	44
Mountville	2	2	0	0	0	21	21	0	0	0	0	0	0	0	0
New Holland	10	10	0	0	0	12	12	0	0	0	9	9	0	0	0
Quarryville	3	3	0	0	0	9	9	0	0	0	14	14	0	0	0
Strasburg	4	4	0	0	0	8	8	0	0	0	7	7	0	0	0
Terre Hill	6	6	0	0	0	7	7	0	0	0	7	7	0	0	0
<i>Subtotal:</i>	115	97	0	0	18	198	148	0	0	50	188	136	0	8	44
<i>Percent of total:</i>	100%	84%	0%	0%	16%	100%	75%	0%	0%	25%	100%	72%	0%	4%	23%

SOURCE: U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

Study Area	2011					2012					Five-Year Totals				
	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family
Lancaster County	1,076	653	46	47	330	1,165	786	84	27	268	6,303	4,723	234	198	1,148
<i>Percent of total:</i>	100%	61%	4%	4%	31%	100%	67%	7%	2%	23%	100%	75%	4%	3%	18%
City															
Lancaster	8	8	0	0	0	8	8	0	0	0	43	43	0	0	0
<i>Percent of total:</i>	100%	100%	0%	0%	0%	100%	100%	0%	0%	0%	100%	100%	0%	0%	0%
Boroughs															
Adamstown	1	1	0	0	0	0	0	0	0	0	40	40	0	0	0
Akron	6	6	0	0	0	2	2	0	0	0	23	23	0	0	0
Christiana	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Columbia	0	0	0	0	0	3	3	0	0	0	12	12	0	0	0
Denver	0	0	0	0	0	0	0	0	0	0	3	3	0	0	0
East Petersburg	0	0	0	0	0	0	0	0	0	0	2	2	0	0	0
Elizabethtown	1	1	0	0	0	1	1	0	0	0	46	46	0	0	0
Ephrata	1	1	0	0	0	2	2	0	0	0	17	17	0	0	0
Lititz	0	0	0	0	0	2	2	0	0	0	10	10	0	0	0
Manheim	0	0	0	0	0	2	2	0	0	0	11	11	0	0	0
Marietta	3	3	0	0	0	9	9	0	0	0	19	19	0	0	0
Millersville	16	0	0	0	16	3	3	0	0	0	41	17	0	8	16
Mount Joy	86	23	0	0	63	29	26	0	3	0	325	147	0	3	175
Mountville	8	8	0	0	0	6	6	0	0	0	37	37	0	0	0
New Holland	1	1	0	0	0	2	2	0	0	0	34	34	0	0	0
Quarryville	10	10	0	0	0	9	9	0	0	0	45	45	0	0	0
Strasburg	4	4	0	0	0	4	4	0	0	0	27	27	0	0	0
Terre Hill	5	5	0	0	0	6	6	0	0	0	31	31	0	0	0
<i>Subtotal:</i>	142	63	0	0	79	80	77	0	3	0	723	521	0	11	191
<i>Percent of total:</i>	100%	44%	0%	0%	56%	100%	96%	0%	4%	0%	100%	72%	0%	2%	26%

SOURCE: U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

<i>Study Area</i>	.....2008.....					.....2009.....					.....2010.....				
	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>
Suburban Townships															
East Cocalico	5	5	0	0	0	13	13	0	0	0	11	11	0	0	0
East Hempfield	79	63	0	0	16	44	42	2	0	0	43	43	0	0	0
East Lampeter	85	62	0	18	5	32	23	4	0	5	28	22	0	0	6
Ephrata	65	17	0	0	48	64	36	0	4	24	118	61	0	0	57
Lancaster	108	108	0	0	0	123	99	0	24	0	143	135	8	0	0
Manheim	114	114	0	0	0	151	110	18	23	0	92	92	0	0	0
Warwick	15	15	0	0	0	11	7	4	0	0	12	12	0	0	0
West Hempfield	31	31	0	0	0	29	29	0	0	0	22	20	2	0	0
West Lampeter	35	31	0	4	0	14	14	0	0	0	29	29	0	0	0
<i>Subtotal:</i>	537	446	0	22	69	481	373	28	51	29	498	425	10	0	63
<i>Percent of total:</i>	100%	83%	0%	4%	13%	100%	78%	6%	11%	6%	100%	85%	2%	0%	13%

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

<i>Study Area</i>	.....2011.....					.....2012.....					.....Five-Year Totals.....				
	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>
Suburban Townships															
East Cocalico	10	10	0	0	0	18	18	0	0	0	57	57	0	0	0
East Hempfield	70	70	0	0	0	39	37	2	0	0	275	255	4	0	16
East Lampeter	72	15	0	11	46	34	22	0	0	12	251	144	4	29	74
Ephrata	86	29	0	0	57	43	43	0	0	0	376	186	0	4	186
Lancaster	61	13	0	0	48	12	12	0	0	0	447	367	8	24	48
Manheim	79	79	0	0	0	93	93	0	0	0	529	488	18	23	0
Warwick	3	3	0	0	0	6	6	0	0	0	47	43	4	0	0
West Hempfield	18	18	0	0	0	20	20	0	0	0	120	118	2	0	0
West Lampeter	41	23	2	16	0	78	24	54	0	0	197	121	56	20	0
<i>Subtotal:</i>	440	260	2	27	151	343	275	56	0	12	2,299	1,779	96	100	324
<i>Percent of total:</i>	100%	59%	0%	6%	34%	100%	80%	16%	0%	3%	100%	77%	4%	4%	14%

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

<i>Study Area</i>	.....2008.....					.....2009.....					.....2010.....				
	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>
Semi-Rural Townships															
Clay	28	28	0	0	0	34	10	0	12	12	49	22	0	4	23
Earl	12	12	0	0	0	16	4	12	0	0	16	6	0	4	6
East Donegal	167	82	0	0	85	50	25	0	0	25	40	40	0	0	0
East Drumore	4	4	0	0	0	5	5	0	0	0	8	8	0	0	0
East Earl	2	2	0	0	0	19	19	0	0	0	22	22	0	0	0
Eden	7	7	0	0	0	5	3	2	0	0	7	7	0	0	0
Manor	96	68	0	0	28	33	33	0	0	0	86	54	0	0	32
Mount Joy	12	12	0	0	0	18	14	4	0	0	43	19	18	0	6
Penn	82	64	0	0	18	53	53	0	0	0	44	38	0	0	6
Pequea	2	2	0	0	0	5	5	0	0	0	4	4	0	0	0
Providence	16	16	0	0	0	11	11	0	0	0	8	8	0	0	0
Rapho	61	61	0	0	0	83	83	0	0	0	90	90	0	0	0
Sadsbury	2	2	0	0	0	6	4	2	0	0	3	3	0	0	0
Salisbury	24	24	0	0	0	26	26	0	0	0	23	23	0	0	0
Strasburg	7	7	0	0	0	4	4	0	0	0	6	6	0	0	0
West Donegal	9	3	6	0	0	12	6	6	0	0	12	12	0	0	0
West Earl	46	46	0	0	0	34	34	0	0	0	17	17	0	0	0
<i>Subtotal:</i>	<u>577</u>	<u>440</u>	<u>6</u>	<u>0</u>	<u>131</u>	<u>414</u>	<u>339</u>	<u>26</u>	<u>12</u>	<u>37</u>	<u>478</u>	<u>379</u>	<u>18</u>	<u>8</u>	<u>73</u>
<i>Percent of total:</i>	100%	76%	1%	0%	23%	100%	82%	6%	3%	9%	100%	79%	4%	2%	15%

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

<i>Study Area</i>	.....2011.....					.....2012.....					.....Five-Year Totals.....				
	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>
Semi-Rural Townships															
Clay	15	1	0	8	6	45	19	0	8	18	171	80	0	32	59
Earl	11	5	0	0	6	6	6	0	0	0	61	33	12	4	12
East Donegal	33	33	0	0	0	22	22	0	0	0	312	202	0	0	110
East Drumore	5	5	0	0	0	3	3	0	0	0	25	25	0	0	0
East Earl	15	15	0	0	0	16	12	4	0	0	74	70	4	0	0
Eden	4	4	0	0	0	2	2	0	0	0	25	23	2	0	0
Manor	62	34	0	0	28	82	36	0	0	46	359	225	0	0	134
Mount Joy	78	10	0	8	60	180	29	0	16	135	331	84	22	24	201
Penn	28	28	0	0	0	26	26	0	0	0	233	209	0	0	24
Pequea	1	1	0	0	0	9	9	0	0	0	21	21	0	0	0
Providence	7	7	0	0	0	6	6	0	0	0	48	48	0	0	0
Rapho	46	46	0	0	0	153	113	0	0	40	433	393	0	0	40
Sadsbury	4	4	0	0	0	4	4	0	0	0	19	17	2	0	0
Salisbury	19	19	0	0	0	8	8	0	0	0	100	100	0	0	0
Strasburg	3	3	0	0	0	4	4	0	0	0	24	24	0	0	0
West Donegal	47	7	40	0	0	33	9	24	0	0	113	37	76	0	0
West Earl	7	7	0	0	0	25	25	0	0	0	129	129	0	0	0
<i>Subtotal:</i>	385	229	40	16	100	624	333	28	24	239	2,478	1,720	118	60	580
<i>Percent of total:</i>	100%	59%	10%	4%	26%	100%	53%	4%	4%	38%	100%	69%	5%	2%	23%

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

<i>Study Area</i>	.....2008.....					.....2009.....					.....2010.....				
	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>	<i>Total</i>	<i>SF</i>	<i>2 Family</i>	<i>3-4 Family</i>	<i>5+ Family</i>
Rural Townships															
Bart	12	12	0	0	0	4	4	0	0	0	14	14	0	0	0
Brecknock	18	18	0	0	0	20	12	8	0	0	19	19	0	0	0
Caernarvon	2	2	0	0	0	5	5	0	0	0	2	2	0	0	0
Colerain	23	23	0	0	0	10	10	0	0	0	8	8	0	0	0
Conestoga	10	10	0	0	0	3	3	0	0	0	2	2	0	0	0
Conoy	17	17	0	0	0	16	16	0	0	0	56	56	0	0	0
Drumore	6	6	0	0	0	3	3	0	0	0	6	6	0	0	0
Elizabeth	4	4	0	0	0	5	5	0	0	0	5	5	0	0	0
Fulton	3	3	0	0	0	11	11	0	0	0	11	11	0	0	0
Leacock	26	26	0	0	0	8	8	0	0	0	14	14	0	0	0
Little Britain	20	20	0	0	0	4	4	0	0	0	9	7	2	0	0
Martic	4	4	0	0	0	10	10	0	0	0	0	0	0	0	0
Paradise	18	12	2	4	0	22	11	2	4	5	29	29	0	0	0
Upper Leacock	34	12	0	4	18	28	8	0	7	13	16	10	2	4	0
West Cocalico	3	3	0	0	0	4	4	0	0	0	5	5	0	0	0
<i>Subtotal:</i>	200	172	2	8	18	153	114	10	11	18	196	188	4	4	0
<i>Percent of total:</i>	100%	86%	1%	4%	9%	100%	75%	7%	7%	12%	100%	96%	2%	2%	0%

Selected Housing Characteristics: Building Permits
Lancaster County, Pennsylvania
2008 through 2012

Study Area	.....2011.....					.....2012.....					.....Five-Year Totals.....				
	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family	Total	SF	2 Family	3-4 Family	5+ Family
Rural Townships															
Bart	7	3	4	0	0	12	12	0	0	0	49	45	4	0	0
Brecknock	17	17	0	0	0	5	5	0	0	0	79	71	8	0	0
Caernarvon	4	4	0	0	0	2	2	0	0	0	15	15	0	0	0
Colerain	7	7	0	0	0	10	10	0	0	0	58	58	0	0	0
Conestoga	9	9	0	0	0	0	0	0	0	0	24	24	0	0	0
Conoy	0	0	0	0	0	7	7	0	0	0	96	96	0	0	0
Drumore	3	3	0	0	0	4	4	0	0	0	22	22	0	0	0
Elizabeth	7	7	0	0	0	6	6	0	0	0	27	27	0	0	0
Fulton	2	2	0	0	0	8	8	0	0	0	35	35	0	0	0
Leacock	7	7	0	0	0	16	16	0	0	0	71	71	0	0	0
Little Britain	8	8	0	0	0	3	3	0	0	0	44	42	2	0	0
Martic	6	6	0	0	0	0	0	0	0	0	20	20	0	0	0
Paradise	9	9	0	0	0	8	8	0	0	0	86	69	4	8	5
Upper Leacock	12	8	0	4	0	9	9	0	0	0	99	47	2	19	31
West Cocalico	3	3	0	0	0	20	3	0	0	17	35	18	0	0	17
Subtotal:	101	93	4	4	0	110	93	0	0	17	760	660	20	27	53
Percent of total:	100%	92%	4%	4%	0%	100%	85%	0%	0%	15%	100%	87%	3%	4%	7%

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Lancaster County	4,463	4,267				196			
		<i>Low</i>	\$10,000	630	\$10	<i>Low</i>	\$30,000	731	\$41
		<i>High</i>	\$1,300,000	3,050	\$570	<i>High</i>	\$456,064	4,000	\$228
	100.0%	100.0%				100.0%			
City									
Lancaster	681	662	\$97,879	1,426	\$70	19	\$122,603	1,206	\$95
		<i>Low</i>	\$10,000	630	\$10	<i>Low</i>	\$30,000	731	\$41
		<i>High</i>	\$487,500	6,271	\$180	<i>High</i>	\$456,064	4,000	\$228
<i>Share of Total:</i>	15.3%	15.5%				9.7%			
Boroughs									
Adamstown	24	24	\$172,288	1,588	\$108	0			
		<i>Low</i>	\$57,000	888	\$53				
		<i>High</i>	\$312,659	2,316	\$165				
Akron	30	30	\$175,670	1,356	\$134	0			
		<i>Low</i>	\$119,900	914	\$72				
		<i>High</i>	\$259,900	2,324	\$193				
Christiana	5	5	\$154,600	1,674	\$100	0			
		<i>Low</i>	\$105,000	1,107	\$63				
		<i>High</i>	\$222,000	2,700	\$147				
Columbia	136	136	\$85,534	1,486	\$61	0			
		<i>Low</i>	\$16,800	680	\$17				
		<i>High</i>	\$208,000	2,998	\$174				
Denver	33	33	\$70,000	898	\$30	0			
		<i>Low</i>	\$57,000	888	\$53				
		<i>High</i>	\$269,200	3,108	\$154				
East Petersburg	44	44	\$169,165	1,485	\$120	0			
		<i>Low</i>	\$106,000	864	\$66				
		<i>High</i>	\$330,000	3,102	\$187				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Elizabethtown	106	106	\$175,767	1,502	\$120	0			
		<i>Low</i>	\$52,500	904	\$35				
		<i>High</i>	\$280,000	2,700	\$173				
Ephrata	153	150	\$155,020	1,438	\$111	3	\$136,267	1,054	\$130
		<i>Low</i>	\$68,000	864	\$53	<i>Low</i>	\$124,000	1,020	\$111
		<i>High</i>	\$275,000	3,926	\$190	<i>High</i>	\$144,900	1,122	\$142
Lititz	69	68	\$178,523	1,485	\$124	1	\$165,000	1,206	\$137
		<i>Low</i>	\$92,500	826	\$63				
		<i>High</i>	\$330,000	2,485	\$203				
Manheim	46	45	\$158,146	1,614	\$101	1	\$127,500	1,238	\$103
		<i>Low</i>	\$53,000	580	\$48				
		<i>High</i>	\$299,900	3,039	\$176				
Marietta	29	25	\$122,789	1,633	\$79	4	\$103,100	1,110	\$93
		<i>Low</i>	\$60,000	976	\$33	<i>Low</i>	\$95,500	1,100	\$87
		<i>High</i>	\$195,000	2,408	\$154	<i>High</i>	\$109,500	1,127	\$100
Millersville	49	45	\$191,790	1,608	\$123	4	\$146,400	1,544	\$95
		<i>Low</i>	\$110,000	946	\$72	<i>Low</i>	\$130,000	1,412	\$83
		<i>High</i>	\$365,000	3,285	\$166	<i>High</i>	\$178,000	1,738	\$118
Mount Joy	70	68	\$164,199	1,567	\$106	2	\$151,450	1,443	\$105
		<i>Low</i>	\$60,000	831	\$40	<i>Low</i>	\$144,900	1,330	\$102
		<i>High</i>	\$338,400	3,004	\$182	<i>High</i>	\$158,000	1,556	\$109
Mountville	31	31	\$184,878	1,744	\$111	0			
		<i>Low</i>	\$74,007	770	\$59				
		<i>High</i>	\$312,600	3,080	\$188				
New Holland	38	36	\$208,257	1,726	\$125	2	\$130,750	1,380	\$95
		<i>Low</i>	\$124,900	920	\$68	<i>Low</i>	\$129,500	1,296	\$90
		<i>High</i>	\$590,000	3,768	\$186	<i>High</i>	\$132,000	1,464	\$100

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Quarryville	40	40	\$202,693	1,583	\$133	0			
		<i>Low</i>	\$69,500	864	\$54				
		<i>High</i>	\$350,000	2,715	\$215				
Strasburg	28	28	\$221,259	1,559	\$148	0			
		<i>Low</i>	\$145,000	872	\$91				
		<i>High</i>	\$387,000	2,966	\$198				
Terre Hill	11	11	\$188,409	1,590	\$123	0			
		<i>Low</i>	\$127,000	1,050	\$90				
		<i>High</i>	\$278,800	2,156	\$186				
<i>Subtotal:</i>	<u>942</u>	<u>925</u>				<u>17</u>			
<i>Share of Total:</i>	21.1%	21.7%				8.7%			
Suburban Townships									
East Cocalico	67	67	\$215,249	1,602	\$133	0			
		<i>Low</i>	\$29,900	700	\$31				
		<i>High</i>	\$489,500	2,851	\$203				
East Hempfield	239	225	\$264,470	1,976	\$135	14	\$206,970	1,618	\$123
		<i>Low</i>	\$40,000	768	\$38	<i>Low</i>	\$136,200	1,132	\$92
		<i>High</i>	\$1,195,000	5,400	\$259	<i>High</i>	\$439,863	2,845	\$157
East Lampeter	113	85	\$225,443	1,715	\$132	28	\$193,956	1,582	\$122
		<i>Low</i>	\$92,000	996	\$73	<i>Low</i>	\$132,000	1,103	\$90
		<i>High</i>	\$599,900	4,184	\$199	<i>High</i>	\$425,735	2,475	\$175
Ephrata	62	61	\$205,619	1,713	\$122	1	\$274,900	2,242	\$123
		<i>Low</i>	\$45,000	840	\$30				
		<i>High</i>	\$335,000	2,714	\$183				
Lancaster	214	207	\$189,428	1,619	\$115	7	\$191,201	1,545	\$128
		<i>Low</i>	\$45,000	850	\$43	<i>Low</i>	\$176,000	1,321	\$98
		<i>High</i>	\$715,000	5,445	\$207	<i>High</i>	\$226,469	1,946	\$171

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Manheim	480	431	\$266,553	1,968	\$132	49	\$155,594	1,343	\$117
		<i>Low</i>	\$39,000	746	\$46	<i>Low</i>	\$105,000	822	\$84
		<i>High</i>	\$1,500,000	5,546	\$270	<i>High</i>	\$319,000	2,257	\$168
Warwick	139	139	\$231,339	1,831	\$128	0			
		<i>Low</i>	\$67,500	800	\$62				
		<i>High</i>	\$560,000	4,356	\$207				
West Hempfield	159	154	\$209,136	1,677	\$127	5	\$138,780	1,303	\$107
		<i>Low</i>	\$50,000	880	\$40	<i>Low</i>	\$112,000	1,260	\$89
		<i>High</i>	\$552,000	3,820	\$204	<i>High</i>	\$153,900	1,330	\$122
West Lampeter	142	111	\$249,523	1,911	\$135	31	\$203,013	1,711	\$119
		<i>Low</i>	\$84,000	850	\$70	<i>Low</i>	\$151,500	1,250	\$88
		<i>High</i>	\$638,000	5,236	\$215	<i>High</i>	\$291,635	2,041	\$158
Willow Street	2	2	\$192,450	1,200	\$161	0			
		<i>Low</i>	\$149,900	911	\$158				
		<i>High</i>	\$235,000	1,488	\$165				
<i>Subtotal:</i>	<u>1,617</u>	<u>1,482</u>				<u>135</u>			
<i>Share of Total:</i>	36.2%	34.7%				68.9%			
Semi-Rural Townships									
Clay	48	48	\$217,991	1,871	\$119	0			
		<i>Low</i>	\$67,500	960	\$38				
		<i>High</i>	\$888,300	7,300	\$182				
Earl	20	19	\$219,521	1,801	\$126	1	\$137,500	1,296	\$106
		<i>Low</i>	\$123,000	1,050	\$69				
		<i>High</i>	\$307,400	2,842	\$172				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
East Donegal	104	103	\$191,282	1,580	\$120	1	\$185,000	1,880	\$98
		<i>Low</i>	\$50,000	864	\$34				
		<i>High</i>	\$1,100,000	7,105	\$179				
East Drumore	18	18	\$285,822	1,596	\$177	0			
		<i>Low</i>	\$139,900	1,124	\$82				
		<i>High</i>	\$1,300,000	3,050	\$570				
East Earl	27	27	\$237,564	1,771	\$143	0			
		<i>Low</i>	\$162,500	864	\$95				
		<i>High</i>	\$479,000	4,780	\$217				
Eden	4	4	\$256,250	1,408	\$189	0			
		<i>Low</i>	\$185,000	960	\$148				
		<i>High</i>	\$315,000	2,128	\$224				
Manor	238	234	\$191,415	1,542	\$126	4	\$154,990	1,280	\$121
		<i>Low</i>	\$36,500	659	\$30	<i>Low</i>	\$149,990	1,280	\$117
		<i>High</i>	\$503,572	4,038	\$247	<i>High</i>	\$164,990	1,280	\$129
Mount Joy	87	85	\$187,409	1,566	\$122	2	\$179,450	1,350	\$132
		<i>Low</i>	\$112,500	660	\$72	<i>Low</i>	\$149,000	1,240	\$120
		<i>High</i>	\$325,000	3,455	\$200	<i>High</i>	\$209,900	1,460	\$144
Penn	73	73	\$226,310	1,721	\$134	0			
		<i>Low</i>	\$81,500	941	\$68				
		<i>High</i>	\$625,000	5,081	\$193				
Pequea	25	25	\$214,722	1,640	\$138	0			
		<i>Low</i>	\$124,000	792	\$86				
		<i>High</i>	\$420,000	3,664	\$203				
Providence	34	34	\$229,617	1,798	\$137	0			
		<i>Low</i>	\$130,000	616	\$70				
		<i>High</i>	\$550,000	3,251	\$211				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Rapho	106	94	\$230,624	1,797	\$130	12	\$59,933	833	\$73
		<i>Low</i>	\$90,000	696	\$50	<i>Low</i>	\$43,000	712	\$46
		<i>High</i>	\$550,000	4,357	\$202	<i>High</i>	\$70,900	952	\$90
Sadsbury	6	6	\$237,317	1,653	\$151	0			
		<i>Low</i>	\$185,000	1,176	\$107				
		<i>High</i>	\$285,000	2,264	\$225				
Salisbury	19	19	\$253,826	1,878	\$145	0			
		<i>Low</i>	\$142,000	1,040	\$77				
		<i>High</i>	\$384,000	3,027	\$275				
Strasburg	12	12	\$242,933	1,720	\$147	0			
		<i>Low</i>	\$146,500	930	\$80				
		<i>High</i>	\$350,000	2,663	\$202				
West Donegal	63	59	\$236,210	1,951	\$128	4	\$183,975	1,700	\$108
		<i>Low</i>	\$89,900	981	\$46	<i>Low</i>	\$134,000	1,214	\$107
		<i>High</i>	\$950,000	7,631	\$202	<i>High</i>	\$219,900	2,050	\$110
West Earl	51	51	\$212,154	1,743	\$124	0			
		<i>Low</i>	\$83,500	806	\$55				
		<i>High</i>	\$467,500	4,108	\$198				
<i>Subtotal:</i>	<u>935</u>	<u>911</u>				<u>24</u>			
<i>Share of Total:</i>	21.0%	21.3%				12.2%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Rural Townships									
Bart	8	8	\$253,500	1,679	\$157	0			
		<i>Low</i>	\$215,000	1,232	\$111				
		<i>High</i>	\$298,000	2,694	\$203				
Brecknock	31	30	\$223,474	1,784	\$130	1	\$182,000	2,550	\$71
		<i>Low</i>	\$90,000	1,080	\$51				
		<i>High</i>	\$328,000	3,064	\$186				
Caernarvon	5	5	\$244,380	3,377	\$112	0			
		<i>Low</i>	\$92,000	768	\$52				
		<i>High</i>	\$500,000	9,700	\$221				
Colerain	13	13	\$356,148	2,343	\$153	0			
		<i>Low</i>	\$232,000	1,302	\$97				
		<i>High</i>	\$850,000	3,000	\$290				
Conestoga	21	21	\$179,757	1,413	\$126	0			
		<i>Low</i>	\$13,500	764	\$14				
		<i>High</i>	\$428,000	2,486	\$196				
Conoy	27	27	\$183,756	1,589	\$115	0			
		<i>Low</i>	\$18,000	890	\$18				
		<i>High</i>	\$208,000	2,998	\$174				
Drumore	7	7	\$219,114	1,166	\$192	0			
		<i>Low</i>	\$140,000	912	\$127				
		<i>High</i>	\$312,000	1,400	\$315				
Elizabeth	31	31	\$242,263	1,807	\$135	0			
		<i>Low</i>	\$27,300	610	\$40				
		<i>High</i>	\$600,000	3,866	\$252				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2008

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Fulton	9	9	\$182,756	1,423	\$133	0			
		<i>Low</i>	\$100,000	966	\$76				
		<i>High</i>	\$235,000	2,052	\$197				
Leacock	8	8	\$231,203	1,532	\$160	0			
		<i>Low</i>	\$175,000	1,018	\$112				
		<i>High</i>	\$285,000	2,540	\$260				
Little Britain	10	10	\$264,650	1,764	\$155	0			
		<i>Low</i>	\$196,000	1,122	\$127				
		<i>High</i>	\$370,000	2,856	\$195				
Martic	28	28	\$222,116	1,705	\$137	0			
		<i>Low</i>	\$90,000	768	\$44				
		<i>High</i>	\$440,000	3,000	\$202				
Paradise	8	8	\$220,325	1,826	\$116	0			
		<i>Low</i>	\$75,000	1,072	\$70				
		<i>High</i>	\$425,000	2,976	\$143				
Upper Leacock	57	57	\$195,241	1,687	\$119	0			
		<i>Low</i>	\$114,000	875	\$71				
		<i>High</i>	\$429,900	4,026	\$233				
West Cocalico	25	25	\$203,476	1,508	\$133	0			
		<i>Low</i>	\$75,000	980	\$77				
		<i>High</i>	\$475,000	2,260	\$210				
<i>Subtotal:</i>	<u>288</u>	<u>287</u>				<u>1</u>			
<i>Share of Total:</i>	6.5%	6.7%				0.5%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Lancaster County	4,465	4,296				169			
		<i>Low</i>	\$10,000	780	\$9	<i>Low</i>	\$45,000	807	\$50
		<i>High</i>	\$1,700,000	9,062	\$240	<i>High</i>	\$440,000	3,078	\$143
	100.0%	100.0%				100.0%			
City									
Lancaster	595	582	\$101,933	1,439	\$73	13	\$109,987	1,105	\$91
		<i>Low</i>	\$14,500	480	\$8	<i>Low</i>	\$45,000	807	\$50
		<i>High</i>	\$465,000	6,064	\$282	<i>High</i>	\$399,000	1,999	\$200
<i>Share of Total:</i>	13.3%	13.5%				7.7%			
Boroughs									
Adamstown	37	35	\$202,791	1,770	\$116	0			
		<i>Low</i>	\$81,700	1,032	\$51				
		<i>High</i>	\$270,000	2,625	\$186				
Akron	34	32	\$167,115	1,770	\$116	2	\$126,500	1,355	\$94
		<i>Low</i>	\$97,875	720	\$18	<i>Low</i>	\$125,000	1,240	\$85
		<i>High</i>	\$261,000	11,444	\$182	<i>High</i>	\$128,000	1,470	\$103
Christiana	6	6	\$167,567	1,722	\$98	0			
		<i>Low</i>	\$129,900	1,522	\$73				
		<i>High</i>	\$215,000	2,064	\$133				
Columbia	119	119	\$86,518	1,453	\$66	0			
		<i>Low</i>	\$18,375	576	\$17				
		<i>High</i>	\$199,900	4,626	\$173				
Denver	37	37	\$149,899	1,455	\$108	0			
		<i>Low</i>	\$63,000	952	\$33				
		<i>High</i>	\$230,000	2,392	\$167				
East Petersburg	57	57	\$174,167	1,483	\$123	0			
		<i>Low</i>	\$118,000	700	\$39				
		<i>High</i>	\$310,000	3,064	\$181				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Elizabethtown	119	119	\$164,538	1,475	\$114	0			
		<i>Low</i>	\$68,000	840	\$45				
		<i>High</i>	\$340,000	3,482	\$168				
Ephrata	163	158	\$147,200	1,443	\$106	5	\$135,076	1,141	\$120
		<i>Low</i>	\$45,000	796	\$29	<i>Low</i>	\$122,680	1,020	\$105
		<i>High</i>	\$475,000	4,700	\$180	<i>High</i>	\$160,000	1,524	\$134
Lititz	90	88	\$171,971	1,466	\$120	2	\$192,500	1,659	\$116
		<i>Low</i>	\$74,900	784	\$45	<i>Low</i>	\$175,000	1,518	\$115
		<i>High</i>	\$425,000	4,072	\$176	<i>High</i>	\$210,000	1,800	\$117
Manheim	42	41	\$139,349	1,517	\$98	1	\$130,000	1,240	\$105
		<i>Low</i>	\$41,000	936	\$34				
		<i>High</i>	\$226,951	3,228	\$162				
Marietta	38	37	\$115,520	1,598	\$75	1	\$109,500	1,100	\$100
		<i>Low</i>	\$48,131	850	\$28				
		<i>High</i>	\$189,000	2,912	\$163				
Millersville	68	63	\$198,582	1,662	\$123	5	\$129,400	1,342	\$98
		<i>Low</i>	\$108,000	800	\$78	<i>Low</i>	\$112,000	1,120	\$81
		<i>High</i>	\$325,000	3,259	\$187	<i>High</i>	\$140,000	1,738	\$108
Mount Joy	79	79	\$162,917	1,593	\$104	0			
		<i>Low</i>	\$42,500	544	\$24				
		<i>High</i>	\$350,000	3,254	\$166				
Mountville	39	38	\$184,652	1,744	\$108	1	\$115,000	1,379	\$83
		<i>Low</i>	\$95,000	1,080	\$50				
		<i>High</i>	\$270,000	2,668	\$153				
New Holland	58	55	\$188,320	1,627	\$120	3	\$144,300	1,416	\$102
		<i>Low</i>	\$139,900	1,008	\$65	<i>Low</i>	\$139,900	1,296	\$98
		<i>High</i>	\$360,000	2,958	\$182	<i>High</i>	\$150,000	1,488	\$108

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Quarryville	27	27	\$194,214	1,490	\$136	0			
		<i>Low</i>	\$80,000	940	\$65				
		<i>High</i>	\$310,000	2,715	\$181				
Strasburg	27	27	\$225,226	1,807	\$126	0			
		<i>Low</i>	\$80,000	1,024	\$62				
		<i>High</i>	\$587,000	3,608	\$178				
Terre Hill	7	7	\$221,829	1,847	\$121	0			
		<i>Low</i>	\$139,900	1,196	\$98				
		<i>High</i>	\$314,100	2,665	\$150				
<i>Subtotal:</i>	<u>1,047</u>	<u>1,025</u>				<u>20</u>			
<i>Share of Total:</i>	23.4%	23.9%				11.8%			
Suburban Townships									
East Cocalico	67	67	\$184,642	1,562	\$122	0			
		<i>Low</i>	\$29,900	714	\$27				
		<i>High</i>	\$450,000	3,260	\$191				
East Hempfield	212	201	\$245,033	1,947	\$127	11	\$208,638	1,671	\$121
		<i>Low</i>	\$107,000	910	\$42	<i>Low</i>	\$135,000	1,139	\$102
		<i>High</i>	\$588,000	3,822	\$181	<i>High</i>	\$411,009	2,640	\$156
East Lampeter	112	94	\$216,824	1,719	\$125	18	\$200,930	1,623	\$124
		<i>Low</i>	\$6,000	780	\$8	<i>Low</i>	\$132,000	1,182	\$94
		<i>High</i>	\$600,000	3,980	\$223	<i>High</i>	\$376,318	2,475	\$179
Ephrata	77	72	\$201,338	1,605	\$126	5	\$269,809	2,092	\$130
		<i>Low</i>	\$16,900	900	\$17		\$235,000	1,848	\$119
		<i>High</i>	\$368,148	3,044	\$188		\$289,431	2,242	\$153
Lancaster	226	212	\$176,510	1,587	\$111	14	\$153,994	1,671	\$92
		<i>Low</i>	\$20,000	839	\$26	<i>Low</i>	\$140,000	1,556	\$83
		<i>High</i>	\$1,700,000	9,576	\$178	<i>High</i>	\$170,000	1,950	\$101

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Manheim	490	442	\$252,227	1,970	\$127	48	\$164,751	1,428	\$115
		<i>Low</i>	\$33,750	784	\$23	<i>Low</i>	\$91,000	1,050	\$72
		<i>High</i>	\$1,450,000	9,062	\$240	<i>High</i>	\$430,000	2,750	\$187
Warwick	155	154	\$208,194	1,684	\$126	1	\$177,000	1,520	\$116
		<i>Low</i>	\$10,000	780	\$9				
		<i>High</i>	\$570,000	4,332	\$199				
West Hempfield	142	137	\$201,222	1,576	\$130	5	\$138,580	1,348	\$103
		<i>Low</i>	\$32,000	500	\$38	<i>Low</i>	\$119,900	1,292	\$92
		<i>High</i>	\$575,000	3,312	\$340	<i>High</i>	\$148,000	1,460	\$111
West Lampeter	117	101	\$225,025	1,836	\$128	16	\$195,831	1,662	\$120
		<i>Low</i>	\$105,000	831	\$50	<i>Low</i>	\$133,000	1,228	\$97
		<i>High</i>	\$445,000	4,215	\$204	<i>High</i>	\$280,000	2,449	\$160
<i>Subtotal:</i>	<u>1,598</u>	<u>1,480</u>				<u>118</u>			
<i>Share of Total:</i>	35.8%	34.5%				69.8%			
Semi-Rural Townships									
Clay	46	46	\$207,932	1,648	\$130	0			
		<i>Low</i>	\$65,000	850	\$45				
		<i>High</i>	\$325,000	3,030	\$202				
Earl	17	17	\$194,865	1,605	\$119	0			
		<i>Low</i>	\$121,900	1,240	\$96				
		<i>High</i>	\$272,000	2,118	\$169				
East Donegal	113	113	\$192,280	1,684	\$117	0			
		<i>Low</i>	\$42,500	936	\$63				
		<i>High</i>	\$585,000	4,064	\$185				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
East Drumore	16	15	\$248,687	1,704	\$148	1	\$440,000	3,078	\$143
		<i>Low</i>	\$28,500	960	\$30				
		<i>High</i>	\$440,000	3,078	\$207				
East Earl	22	22	\$238,819	1,834	\$133	0			
		<i>Low</i>	\$135,000	891	\$91				
		<i>High</i>	\$405,000	3,216	\$179				
Eden	3	3	\$186,000	1,385	\$136	0			
		<i>Low</i>	\$163,000	1,300	\$111				
		<i>High</i>	\$210,000	1,470	\$162				
Manor	239	237	\$186,684	1,527	\$122	2	\$164,900	1,300	\$127
		<i>Low</i>	\$25,900	832	\$24	<i>Low</i>	\$159,900	1,280	\$125
		<i>High</i>	\$535,000	4,079	\$185	<i>High</i>	\$169,900	1,320	\$129
Mount Joy	92	92	\$187,097	1,516	\$123	0			
		<i>Low</i>	\$55,000	744	\$53				
		<i>High</i>	\$410,000	2,712	\$196				
Penn	66	66	\$219,226	1,728	\$126	0			
		<i>Low</i>	\$110,000	825	\$93				
		<i>**High</i>	\$110,000	825	\$93				
Pequea	42	42	\$204,897	1,631	\$129	0			
		<i>Low</i>	\$129,000	952	\$86				
		<i>High</i>	\$355,000	2,560	\$204				
Providence	18	18	\$176,026	1,566	\$115	0			
		<i>Low</i>	\$23,000	810	\$22				
		<i>High</i>	\$311,300	2,610	\$235				

** Information as provided by Multiple Listing Service.

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Rapho	103	98	\$241,897	1,881	\$131	5	\$59,390	736	\$81
		<i>Low</i>	\$54,000	708	\$27	<i>Low</i>	\$54,750	712	\$74
		<i>High</i>	\$850,000	5,124	\$198	<i>High</i>	\$63,000	760	\$85
Sadsbury	12	12	\$207,500	1,291	\$165	0			
		<i>Low</i>	\$150,000	925	\$95				
		<i>High</i>	\$267,000	1,790	\$226				
Salisbury	19	19	\$242,805	1,930	\$129	0			
		<i>Low</i>	\$159,900	1,152	\$100				
		<i>High</i>	\$350,000	3,500	\$178				
Strasburg	20	20	\$195,025	1,686	\$115	0			
		<i>Low</i>	\$18,000	1,108	\$16				
		<i>High</i>	\$325,000	2,538	\$209				
West Donegal	67	62	\$220,407	1,789	\$128	5	\$160,320	1,425	\$114
		<i>Low</i>	\$101,500	890	\$81	<i>Low</i>	\$144,900	1,200	\$102
		<i>High</i>	\$650,000	3,920	\$207	<i>High</i>	\$189,900	1,813	\$133
West Earl	56	55	\$198,637	1,642	\$123	1	\$145,000	1,285	\$113
		<i>Low</i>	\$129,600	1,026	\$80				
		<i>High</i>	\$369,900	2,916	\$181				
<i>Subtotal:</i>	<u>951</u>	<u>937</u>				<u>14</u>			
<i>Share of Total:</i>	21.3%	21.8%				8.3%			
Rural Townships									
Bart	6	6	\$183,083	1,597	\$116	0			
		<i>Low</i>	\$105,000	1,032	\$73				
		<i>High</i>	\$265,000	2,320	\$160				
Brecknock	25	21	\$228,940	1,813	\$129	4	\$170,750	1,796	\$96
		<i>Low</i>	\$131,000	1,040	\$83	<i>Low</i>	\$147,500	1,581	\$83
		<i>High</i>	\$364,000	2,800	\$186	<i>High</i>	\$192,000	2,314	\$111

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Caernarvon	7	7	\$311,571	2,003	\$166	0			
		<i>Low</i>	\$233,000	1,138	\$96				
		<i>High</i>	\$468,000	2,716	\$225				
Colerain	11	11	\$297,709	2,133	\$150	0			
		<i>Low</i>	\$229,900	1,106	\$114				
		<i>High</i>	\$435,000	3,800	\$222				
Conestoga	9	9	\$187,544	1,499	\$134	0			
		<i>Low</i>	\$119,900	1,034	\$52				
		<i>High</i>	\$225,000	2,307	\$184				
Conoy	27	27	\$176,847	1,503	\$126	0			
		<i>Low</i>	\$57,200	896	\$43				
		<i>High</i>	\$338,500	3,228	\$201				
Drumore	9	9	\$314,767	1,742	\$199	0			
		<i>Low</i>	\$158,000	1,016	\$97				
		<i>High</i>	\$620,000	2,915	\$610				
Elizabeth	23	23	\$242,761	1,696	\$154	0			
		<i>Low</i>	\$109,900	980	\$83				
		<i>High</i>	\$500,000	5,191	\$357				
Fulton	13	13	\$253,306	1,608	\$163	0			
		<i>Low</i>	\$130,000	832	\$83				
		<i>High</i>	\$374,005	2,632	\$219				
Leacock	3	3	\$239,333	1,685	\$144	0			
		<i>Low</i>	\$185,000	1,176	\$123				
		<i>High</i>	\$307,000	2,040	\$157				
Little Britain	14	14	\$235,279	1,591	\$151	0			
		<i>Low</i>	\$132,000	1,130	\$111				
		<i>High</i>	\$325,000	2,412	\$191				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2009

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Martic	31	31	\$210,507	1,649	\$131	0			
		<i>Low</i>	\$77,213	750	\$71				
		<i>High</i>	\$425,000	3,354	\$228				
Paradise	14	14	\$230,584	2,001	\$126	0			
		<i>Low</i>	\$99,899	1,028	\$54				
		<i>High</i>	\$329,000	4,272	\$190				
Upper Leacock	39	39	\$178,347	1,598	\$114	0			
		<i>Low</i>	\$115,000	896	\$65				
		<i>High</i>	\$252,000	2,370	\$175				
West Cocalico	43	43	\$199,919	1,758	\$116	0			
		<i>Low</i>	\$44,000	804	\$46				
		<i>High</i>	\$480,000	3,350	\$185				
<i>Subtotal:</i>	<u>274</u>	<u>270</u>				<u>4</u>			
<i>Share of Total:</i>	6.1%	6.3%				2.4%			
Other	2	2	\$188,450	1,445	\$132	0			
		<i>Low</i>	\$164,900	1,170	\$123				
		<i>High</i>	\$211,999	1,720	\$141				
<i>Subtotal:</i>	<u>2</u>	<u>2</u>				<u>0</u>			
<i>Share of Total:</i>	0.04%	0.05%				0.0%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Lancaster County	4,109	3,944				165			
		<i>Low</i>	\$4,500	720	\$5	<i>Low</i>	\$40,000	777	\$36
		<i>High</i>	\$992,000	6,522	\$525	<i>High</i>	\$425,864	3,870	\$200
	100.0%	100.0%				100.0%			
City									
Lancaster	502	488	\$119,433	1,255	\$94	14	\$132,387	1,409	\$86
		<i>Low</i>	\$12,000	607	\$5	<i>Low</i>	\$40,000	777	\$36
		<i>High</i>	\$465,000	13,500	\$182	<i>High</i>	\$425,864	3,870	\$200
<i>Share of Total:</i>	12.2%	12.4%				8.5%			
Boroughs									
Adamstown	34	34	\$200,931	1,659	\$124	0			
		<i>Low</i>	\$57,500	1,000	\$43				
		<i>High</i>	\$288,925	2,604	\$176				
Akron	30	29	\$174,107	1,530	\$118	1	\$118,500	1,240	\$96
		<i>Low</i>	\$89,900	870	\$65				
		<i>High</i>	\$349,900	2,876	\$187				
Christiana	6	6	\$145,483	1,786	\$88	0			
		<i>Low</i>	\$104,000	1,259	\$62				
		<i>High</i>	\$225,000	3,608	\$143				
Columbia	102	102	\$81,327	1,500	\$59	0			
		<i>Low</i>	\$4,500	720	\$5				
		<i>High</i>	\$205,000	3,352	\$157				
Denver	28	28	\$153,199	1,538	\$104	0			
		<i>Low</i>	\$61,000	864	\$36				
		<i>High</i>	\$400,000	2,936	\$197				
East Petersburg	35	35	\$171,222	1,371	\$130	0			
		<i>Low</i>	\$129,900	600	\$72				
		<i>High</i>	\$257,500	2,300	\$247				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Elizabethtown	104	104	\$172,827	1,536	\$114	0			
		<i>Low</i>	\$37,000	840	\$25				
		<i>High</i>	\$475,000	4,500	\$171				
Ephrata	133	130	\$142,127	1,500	\$100	3	\$119,967	872	\$141
		<i>Low</i>	\$19,000	720	\$19	<i>Low</i>	\$110,000	660	\$123
		<i>High</i>	\$470,000	8,196	\$178	<i>High</i>	\$125,000	1,020	\$167
Lititz	80	78	\$167,400	1,470	\$118	2	\$251,050	1,502	\$162
		<i>Low</i>	\$60,000	856	\$54	<i>Low</i>	\$150,000	1,350	\$111
		<i>High</i>	\$310,000	3,702	\$178	<i>High</i>	\$352,100	1,654	\$213
Manheim	43	43	\$148,714	1,491	\$102	0			
		<i>Low</i>	\$20,000	320	\$19				
		<i>High</i>	\$277,500	2,498	\$156				
Marietta	22	19	\$114,640	1,706	\$72	3	\$87,931	1,043	\$84
		<i>Low</i>	\$40,000	777	\$22	<i>Low</i>	\$68,794	980	\$66
		<i>High</i>	\$222,500	3,920	\$127	<i>High</i>	\$100,000	1,113	\$97
Millersville	64	60	\$174,621	1,558	\$116	4	\$127,475	1,316	\$97
		<i>Low</i>	\$100,000	863	\$65	<i>Low</i>	\$118,000	1,219	\$92
		<i>High</i>	\$304,086	3,044	\$158	<i>High</i>	\$131,900	1,412	\$108
Mount Joy	74	73	\$179,750	1,781	\$104	1	\$185,000	1,660	\$111
		<i>Low</i>	\$37,000	758	\$43				
		<i>High</i>	\$425,000	4,000	\$158				
Mountville	26	26	\$186,076	1,684	\$114	0			
		<i>Low</i>	\$121,900	1,040	\$71				
		<i>High</i>	\$270,000	2,367	\$176				
New Holland	46	44	\$178,839	1,544	\$119	2	\$152,900	1,426	\$108
		<i>Low</i>	\$65,000	1,040	\$61	<i>Low</i>	\$147,900	1,296	\$95
		<i>High</i>	\$397,000	4,000	\$180	<i>High</i>	\$157,900	1,556	\$122

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Quarryville	33	33	\$206,689	1,663	\$128	0			
		<i>Low</i>	\$160,000	1,035	\$82				
		<i>High</i>	\$279,900	2,656	\$217				
Strasburg	21	21	\$195,624	1,509	\$133	0			
		<i>Low</i>	\$142,000	952	\$95				
		<i>High</i>	\$290,000	2,686	\$168				
Terre Hill	8	8	\$164,900	2,394	\$96	0			
		<i>Low</i>	\$126,000	1,092	\$18				
		<i>High</i>	\$248,800	7,344	\$159				
<i>Subtotal:</i>	<u>889</u>	<u>873</u>				<u>16</u>			
<i>Share of Total:</i>	21.6%	22.1%				9.7%			
Suburban Townships									
East Cocalico	83	83	\$225,264	1,809	\$126	0			
		<i>Low</i>	\$90,000	936	\$66				
		<i>High</i>	\$638,870	4,092	\$199				
East Hempfield	187	176	\$238,357	2,004	\$120	11	\$175,944	1,555	\$113
		<i>Low</i>	\$76,100	858	\$55	<i>Low</i>	\$140,000	1,220	\$81
		<i>High</i>	\$535,000	5,314	\$169	<i>High</i>	\$282,454	1,968	\$166
East Lampeter	119	99	\$227,116	1,832	\$124	20	\$217,576	1,767	\$120
		<i>Low</i>	\$20,000	672	\$26	<i>Low</i>	\$120,000	1,195	\$81
		<i>High</i>	\$625,000	4,703	\$200	<i>High</i>	\$425,700	2,475	\$172
Ephrata	76	68	\$215,925	1,716	\$129	8	\$280,050	2,133	\$135
		<i>Low</i>	\$110,000	840	\$76		\$230,520	1,535	\$103
		<i>High</i>	\$370,000	3,501	\$252		\$475,000	3,870	\$162
Lancaster	226	213	\$180,689	1,704	\$106	13	\$159,393	1,691	\$94
		<i>Low</i>	\$50,000	820	\$27	<i>Low</i>	\$149,900	1,648	\$89
		<i>High</i>	\$712,000	4,069	\$208	<i>High</i>	\$202,900	1,881	\$108

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Manheim	473	424	\$269,524	2,059	\$129	49	\$155,172	1,384	\$113
		<i>Low</i>	\$22,000	696	\$15	<i>Low</i>	\$93,000	872	\$72
		<i>High</i>	\$992,000	6,522	\$525	<i>High</i>	\$345,000	2,400	\$147
Warwick	142	139	\$211,516	1,633	\$130	3	\$166,967	1,499	\$111
		<i>Low</i>	\$16,500	820	\$20	<i>Low</i>	\$161,000	1,456	\$111
		<i>High</i>	\$630,000	3,762	\$223	<i>High</i>	\$170,000	1,520	\$112
West Hempfield	154	151	\$194,887	1,574	\$125	3	\$134,667	1,435	\$95
		<i>Low</i>	\$25,000	784	\$26	<i>Low</i>	\$121,000	1,290	\$83
		<i>High</i>	\$400,000	2,846	\$191	<i>High</i>	\$143,000	1,684	\$108
West Lampeter	128	117	\$233,970	1,877	\$126	11	\$191,827	1,782	\$110
		<i>Low</i>	\$77,000	825	\$59	<i>Low</i>	\$155,000	1,200	\$76
		<i>High</i>	\$572,500	3,990	\$195	<i>High</i>	\$237,000	2,205	\$150
Willow Street	2	2	\$187,100	1,457	\$129	0			
		<i>Low</i>	\$179,900	1,300	\$120				
		<i>High</i>	\$194,300	1,614	\$138				
<i>Subtotal:</i>	<u>1,590</u>	<u>1,472</u>				<u>118</u>			
<i>Share of Total:</i>	38.7%	37.3%				71.5%			
Semi-Rural Townships									
Clay	44	44	\$211,958	1,673	\$129	0			
		<i>Low</i>	\$35,000	1,004	\$26				
		<i>High</i>	\$393,137	3,149	\$285				
Earl	19	19	\$209,287	1,608	\$134	0			
		<i>Low</i>	\$167,500	994	\$100				
		<i>High</i>	\$295,000	2,670	\$201				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
East Donegal	69	69	\$173,422	1,701	\$106	0			
		<i>Low</i>	\$70,000	1,045	\$21				
		<i>High</i>	\$385,000	6,750	\$147				
East Drumore	15	15	\$203,380	1,566	\$132	0			
		<i>Low</i>	\$117,500	1,138	\$100				
		<i>High</i>	\$270,000	2,168	\$178				
East Earl	17	17	\$222,688	1,816	\$126	0			
		<i>Low</i>	\$130,000	1,085	\$72				
		<i>High</i>	\$327,500	2,816	\$205				
Eden	6	6	\$239,800	1,468	\$168	0			
		<i>Low</i>	\$195,000	1,100	\$127				
		<i>High</i>	\$300,000	2,160	\$222				
Manor	201	198	\$193,916	1,595	\$121	3	\$143,267	1,325	\$109
		<i>Low</i>	\$17,000	700	\$9	<i>Low</i>	\$126,000	1,280	\$89
		<i>High</i>	\$549,400	4,340	\$229	<i>High</i>	\$153,900	1,416	\$120
Mount Joy	96	96	\$206,369	1,656	\$125	0			
		<i>Low</i>	\$48,000	900	\$36				
		<i>High</i>	\$801,230	3,372	\$238				
Penn	72	72	\$222,383	1,779	\$125	0			
		<i>Low</i>	\$21,300	960	\$22				
		<i>High</i>	\$600,000	3,508	\$182				
Pequea	32	32	\$235,747	1,792	\$131	0			
		<i>Low</i>	\$122,000	963	\$88				
		<i>High</i>	\$870,000	4,024	\$250				
Providence	30	30	\$191,763	1,562	\$128	0			
		<i>Low</i>	\$36,000	871	\$23				
		<i>High</i>	\$299,900	2,856	\$230				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Rapho	97	92	\$230,854	1,778	\$132	5	\$52,000	740	\$70
		<i>Low</i>	\$132,500	914	\$73	<i>Low</i>	\$45,500	712	\$64
		<i>High</i>	\$623,000	4,496	\$191	<i>High</i>	\$63,500	750	\$85
Sadsbury	7	7	\$203,343	1,653	\$132	0			
		<i>Low</i>	\$137,500	1,008	\$87				
		<i>High</i>	\$259,900	2,600	\$166				
Salisbury	25	25	\$249,584	2,160	\$123	0			
		<i>Low</i>	\$100,000	1,050	\$57				
		<i>High</i>	\$400,000	4,300	\$179				
Strasburg	11	11	\$244,364	1,936	\$127	0			
		<i>Low</i>	\$160,000	1,120	\$92				
		<i>High</i>	\$450,000	3,096	\$151				
West Donegal	49	46	\$222,706	1,765	\$131	3	\$100,333	1,374	\$74
		<i>Low</i>	\$120,000	1,000	\$52	<i>Low</i>	\$61,000	910	\$64
		<i>High</i>	\$575,200	3,392	\$198	<i>High</i>	\$120,000	1,882	\$90
West Earl	35	35	\$206,717	1,715	\$124	0			
		<i>Low</i>	\$148,700	1,008	\$88				
		<i>High</i>	\$399,000	3,219	\$174				
<i>Subtotal:</i>	<u>825</u>	<u>814</u>				<u>11</u>			
<i>Share of Total:</i>	20.1%	20.6%				6.7%			
Rural Townships									
Bart	3	3	\$213,833	1,367	\$158	0			
		<i>Low</i>	\$200,000	1,220	\$139				
		<i>High</i>	\$228,500	1,648	\$173				
Brecknock	42	37	\$209,259	1,623	\$130	5	\$150,200	2,067	\$73
		<i>Low</i>	\$115,000	994	\$54	<i>Low</i>	\$115,000	1,781	\$54
		<i>High</i>	\$360,200	3,416	\$174	<i>High</i>	\$195,000	2,180	\$92

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Caernarvon	7	7	\$233,314	1,963	\$123	0			
		<i>Low</i>	\$134,500	1,176	\$84				
		<i>High</i>	\$425,000	3,434	\$170				
Colerain	11	11	\$228,445	1,792	\$132	0			
		<i>Low</i>	\$135,000	1,232	\$67				
		<i>High</i>	\$300,000	2,212	\$199				
Conestoga	28	28	\$251,271	1,972	\$131	0			
		<i>Low</i>	\$120,000	834	\$70				
		<i>High</i>	\$511,658	3,552	\$176				
Conoy	19	19	\$180,105	1,505	\$128	0			
		<i>Low</i>	\$88,000	1,008	\$68				
		<i>High</i>	\$274,000	2,568	\$185				
Drumore	9	9	\$210,256	1,463	\$148	0			
		<i>Low</i>	\$120,000	720	\$101				
		<i>High</i>	\$344,500	2,469	\$197				
Elizabeth	28	28	\$203,454	1,443	\$144	0			
		<i>Low</i>	\$107,900	832	\$88				
		<i>High</i>	\$342,500	2,361	\$190				
Fulton	13	13	\$230,722	1,661	\$131	0			
		<i>Low</i>	\$13,000	352	\$37				
		<i>High</i>	\$615,380	3,504	\$246				
Leacock	5	5	\$223,492	1,716	\$132	0			
		<i>Low</i>	\$148,500	1,264	\$100				
		<i>High</i>	\$279,060	2,210	\$156				
Little Britain	12	12	\$213,617	1,572	\$144	0			
		<i>Low</i>	\$147,000	876	\$82				
		<i>High</i>	\$270,000	2,480	\$211				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2010

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Martic	31	31	\$204,316	1,711	\$119	0			
		<i>Low</i>	\$35,900	924	\$39				
		<i>High</i>	\$360,000	3,082	\$225				
Paradise	16	16	\$193,238	1,644	\$123	0			
		<i>Low</i>	\$85,000	1,004	\$67				
		<i>High</i>	\$294,000	2,340	\$204				
Upper Leacock	41	40	\$202,163	1,696	\$121	1	\$143,000	1,600	\$89
		<i>Low</i>	\$82,000	896	\$74				
		<i>High</i>	\$400,000	3,496	\$168				
West Cocalico	37	37	\$222,420	1,673	\$138	0			
		<i>Low</i>	\$38,458	776	\$20				
		<i>High</i>	\$720,000	3,800	\$277				
<i>Subtotal:</i>	<u>302</u>	<u>296</u>				<u>6</u>			
<i>Share of Total:</i>	7.3%	7.5%				3.6%			
Other	1	1	\$264,800	2,038	\$130	0			
<i>Subtotal:</i>	<u>1</u>	<u>1</u>				<u>0</u>			
<i>Share of Total:</i>	0.02%	0.03%				0.0%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Lancaster County	3,962	3,792				170			
		<i>Low</i>	\$10,000	746	\$19	<i>Low</i>	\$33,000	696	\$34
		<i>High</i>	\$1,350,000	6,567	\$225	<i>High</i>	\$368,677	2,336	\$193
	100.0%	100.0%				100.0%			
City									
Lancaster	471	449	\$122,690	1,224	\$96	22	\$103,920	1,124	\$83
		<i>Low</i>	\$9,500	400	\$1	<i>Low</i>	\$33,000	696	\$34
		<i>High</i>	\$490,000	15,840	\$176	<i>High</i>	\$362,000	2,300	\$203
<i>Share of Total:</i>	11.9%	11.8%				12.9%			
Boroughs									
Adamstown	32	32	\$144,788	1,721	\$88	0			
		<i>Low</i>	\$51,000	976	\$26				
		<i>High</i>	\$239,699	2,820	\$130				
Akron	31	30	\$146,765	1,329	\$114	1	\$110,000	1,240	\$89
		<i>Low</i>	\$60,000	854	\$51				
		<i>High</i>	\$220,000	1,944	\$176				
Christiana	5	5	\$129,120	1,715	\$78	0			
		<i>Low</i>	\$69,900	1,102	\$61				
		<i>High</i>	\$206,500	3,057	\$107				
Columbia	92	92	\$82,152	1,469	\$60	0			
		<i>Low</i>	\$17,500	648	\$13				
		<i>High</i>	\$186,000	2,973	\$162				
Denver	37	37	\$156,960	1,563	\$105	0			
		<i>Low</i>	\$60,000	748	\$38				
		<i>High</i>	\$310,000	3,653	\$164				
East Petersburg	45	45	\$171,678	1,472	\$116	0			
		<i>Low</i>	\$92,500	1,016	\$70				
		<i>High</i>	\$601,146	3,563	\$169				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Elizabethtown	105	104	\$152,762	1,466	\$106	1	\$139,900	1,285	\$109
		<i>Low</i>	\$36,000	900	\$21				
		<i>High</i>	\$370,000	3,420	\$165				
Ephrata	129	129	\$133,361	1,459	\$96	0			
		<i>Low</i>	\$14,000	832	\$13				
		<i>High</i>	\$280,000	4,410	\$166				
Lititz	89	87	\$155,172	1,476	\$108	2	\$230,500	1,422	\$171
		<i>Low</i>	\$35,000	780	\$22	<i>Low</i>	\$222,000	1,125	\$129
		<i>High</i>	\$284,000	2,892	\$185	<i>High</i>	\$239,000	1,720	\$212
Manheim	39	39	\$131,139	1,581	\$86	0			
		<i>Low</i>	\$15,000	1,010	\$15				
		<i>High</i>	\$279,900	3,900	\$143				
Marietta	30	28	\$112,435	1,517	\$80	2	\$96,800	1,190	\$86
		<i>Low</i>	\$46,000	864	\$24	<i>Low</i>	\$86,900	850	\$70
		<i>High</i>	\$172,995	2,800	\$133	<i>High</i>	\$106,700	1,530	\$102
Millersville	46	43	\$156,677	1,451	\$109	3	\$123,000	1,480	\$84
		<i>Low</i>	\$48,500	888	\$43	<i>Low</i>	\$109,000	1,290	\$75
		<i>High</i>	\$407,600	2,998	\$197	<i>High</i>	\$130,000	1,738	\$92
Mount Joy	69	69	\$153,548	1,603	\$97	0			
		<i>Low</i>	\$32,650	720	\$29				
		<i>High</i>	\$480,000	3,622	\$159				
Mountville	38	38	\$163,861	1,584	\$104	0			
		<i>Low</i>	\$60,199	962	\$32				
		<i>High</i>	\$265,047	2,157	\$143				
New Holland	51	47	\$183,328	1,626	\$115	4	\$144,100	1,400	\$104
		<i>Low</i>	\$93,500	962	\$63	<i>Low</i>	\$141,500	1,296	\$91
		<i>High</i>	\$306,500	2,445	\$178	<i>High</i>	\$146,900	1,568	\$113

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Quarryville	30	30	\$163,703	1,651	\$105	0			
		<i>Low</i>	\$72,200	878	\$35				
		<i>High</i>	\$275,000	3,010	\$169				
Strasburg	20	20	\$100,000	864	\$58	0			
		<i>Low</i>	\$217,219	1,806	\$123				
		<i>High</i>	\$395,000	3,557	\$200				
Terre Hill	6	6	\$172,483	1,878	\$96	0			
		<i>Low</i>	\$85,000	1,036	\$50				
		<i>High</i>	\$285,000	3,273	\$132				
<i>Subtotal:</i>	<u>894</u>	<u>881</u>				<u>13</u>			
<i>Share of Total:</i>	22.6%	23.2%				7.6%			
Suburban Townships									
East Cocalico	53	53	\$174,358	1,607	\$111	0			
		<i>Low</i>	\$29,000	951	\$23				
		<i>High</i>	\$462,500	4,124	\$165				
East Hempfield	221	209	\$227,290	1,908	\$120	12	\$196,399	1,672	\$116
		<i>Low</i>	\$20,000	768	\$18	<i>Low</i>	\$127,000	1,139	\$66
		<i>High</i>	\$875,000	4,485	\$195	<i>High</i>	\$368,677	2,336	\$193
East Lampeter	100	85	\$210,928	1,790	\$117	15	\$190,104	1,526	\$123
		<i>Low</i>	\$15,000	780	\$19	<i>Low</i>	\$115,900	1,106	\$84
		<i>High</i>	\$590,000	3,969	\$187	<i>High</i>	\$354,314	2,290	\$185
Ephrata	69	62	\$187,047	1,706	\$112	7	\$218,427	1,886	\$116
		<i>Low</i>	\$17,500	644	\$18		\$180,000	1,535	\$102
		<i>High</i>	\$310,000	3,549	\$190		\$275,000	2,242	\$146
Lancaster	175	166	\$180,636	1,792	\$101	9	\$152,822	1,665	\$92
		<i>Low</i>	\$35,000	800	\$17	<i>Low</i>	\$143,900	1,648	\$86
		<i>High</i>	\$900,000	6,544	\$178	<i>High</i>	\$159,900	1,678	\$95

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Manheim	438	386	\$250,315	2,011	\$122	52	\$146,188	1,437	\$103
		<i>Low</i>	\$10,000	746	\$19	<i>Low</i>	\$95,000	924	\$70
		<i>High</i>	\$1,350,000	6,567	\$225	<i>High</i>	\$330,000	2,620	\$143
Warwick	123	122	\$210,068	1,767	\$119	1	\$150,000	1,144	\$131
		<i>Low</i>	\$89,900	820	\$56				
		<i>High</i>	\$850,000	4,469	\$211				
West Hempfield	139	133	\$189,974	1,646	\$119	6	\$132,233	1,433	\$92
		<i>Low</i>	\$55,000	817	\$57	<i>Low</i>	\$97,000	1,264	\$68
		<i>High</i>	\$550,000	3,927	\$233	<i>High</i>	\$198,000	1,750	\$113
West Lampeter	133	114	\$212,056	1,823	\$119	19	\$173,880	1,695	\$105
		<i>Low</i>	\$85,000	624	\$56	<i>Low</i>	\$139,175	1,168	\$73
		<i>High</i>	\$610,000	3,514	\$233	<i>High</i>	\$245,000	2,538	\$134
Willow Street	1	1	\$85,000	1,200	\$71	0			
<i>Subtotal:</i>	<u>1,452</u>	<u>1,331</u>				<u>121</u>			
<i>Share of Total:</i>	36.6%	35.1%				71.2%			
Semi-Rural Townships									
Clay	49	49	\$190,996	1,657	\$119	0			
		<i>Low</i>	\$65,500	884	\$25				
		<i>High</i>	\$600,000	2,880	\$245				
Earl	27	27	\$200,817	1,834	\$111	0			
		<i>Low</i>	\$90,000	1,086	\$48				
		<i>High</i>	\$306,000	2,606	\$180				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
East Donegal	86	85	\$171,492	1,629	\$107	1	\$154,000	1,328	\$116
		<i>Low</i>	\$89,800	978	\$65				
		<i>High</i>	\$329,583	2,872	\$176				
East Drumore	18	18	\$234,202	1,633	\$144	0			
		<i>Low</i>	\$145,730	1,050	\$95				
		<i>High</i>	\$500,000	2,499	\$200				
East Earl	34	34	\$231,977	2,001	\$118	0			
		<i>Low</i>	\$75,000	1,064	\$37				
		<i>High</i>	\$615,000	4,643	\$168				
Eden	4	4	\$164,700	1,067	\$158	0			
		<i>Low</i>	\$139,900	832	\$133				
		<i>High</i>	\$188,000	1,416	\$189				
Manor	201	199	\$187,938	1,618	\$115	2	\$139,450	1,280	\$109
		<i>Low</i>	\$20,800	775	\$20	<i>Low</i>	\$124,000	1,240	\$100
		<i>High</i>	\$570,000	4,856	\$213	<i>High</i>	\$154,900	1,320	\$117
Mount Joy	73	73	\$177,685	1,606	\$113	0			
		<i>Low</i>	\$45,000	800	\$42				
		<i>High</i>	\$331,000	3,307	\$229				
Penn	60	60	\$195,237	1,625	\$121	0			
		<i>Low</i>	\$63,000	750	\$45				
		<i>High</i>	\$305,000	2,355	\$219				
Pequea	25	25	\$165,140	1,500	\$114	0			
		<i>Low</i>	\$63,000	984	\$49				
		<i>High</i>	\$475,000	4,545	\$176				
Providence	25	25	\$171,676	1,474	\$119	0			
		<i>Low</i>	\$49,000	784	\$37				
		<i>High</i>	\$319,900	2,738	\$176				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Rapho	86	80	\$218,276	1,718	\$129	6	\$94,233	1,122	\$79
		<i>Low</i>	\$60,000	672	\$54	<i>Low</i>	\$48,400	712	\$68
		<i>High</i>	\$575,000	3,500	\$189	<i>High</i>	\$256,500	2,640	\$97
Sadsbury	13	13	\$211,462	1,897	\$121	0			
		<i>Low</i>	\$135,000	1,051	\$66				
		<i>High</i>	\$285,000	2,994	\$180				
Salisbury	21	21	\$208,816	1,928	\$115	0			
		<i>Low</i>	\$28,495	800	\$25				
		<i>High</i>	\$380,000	5,270	\$249				
Strasburg	21	21	\$246,481	2,027	\$127	0			
		<i>Low</i>	\$145,000	1,000	\$76				
		<i>High</i>	\$570,000	4,212	\$210				
West Donegal	63	61	\$214,935	1,953	\$113	2	\$141,250	1,447	\$98
		<i>Low</i>	\$45,000	576	\$29	<i>Low</i>	\$140,000	1,344	\$92
		<i>High</i>	\$569,900	5,392	\$165	<i>High</i>	\$142,500	1,550	\$104
West Earl	44	44	\$207,384	1,874	\$113	0			
		<i>Low</i>	\$89,000	1,144	\$41				
		<i>High</i>	\$344,630	3,456	\$201				
<i>Subtotal:</i>	<u>850</u>	<u>839</u>				<u>11</u>			
<i>Share of Total:</i>	21.5%	22.1%				6.5%			
Rural Townships									
Bart	8	8	\$246,962	1,720	\$147	0			
		<i>Low</i>	\$167,900	1,034	\$82				
		<i>High</i>	\$628,900	2,622	\$240				
Brecknock	32	29	\$204,795	1,684	\$123	3	\$149,933	1,865	\$81
		<i>Low</i>	\$90,000	1,008	\$56	<i>Low</i>	\$124,900	1,581	\$71
		<i>High</i>	\$375,000	2,837	\$176	<i>High</i>	\$185,000	2,266	\$88

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Caernarvon	5	5	\$171,880	1,586	\$120	0			
		<i>Low</i>	\$49,900	912	\$28				
		<i>High</i>	\$275,000	2,648	\$172				
Colerain	13	13	\$232,000	1,887	\$128	0			
		<i>Low</i>	\$130,000	884	\$71				
		<i>High</i>	\$455,000	3,821	\$179				
Conestoga	21	21	\$169,290	1,594	\$111	0			
		<i>Low</i>	\$60,000	978	\$31				
		<i>High</i>	\$400,000	3,244	\$173				
Conoy	26	26	\$169,341	1,500	\$122	0			
		<i>Low</i>	\$54,900	736	\$36				
		<i>High</i>	\$330,000	3,586	\$194				
Drumore	12	12	\$189,742	1,566	\$130	0			
		<i>Low</i>	\$107,000	1,008	\$77				
		<i>High</i>	\$330,000	2,670	\$213				
Elizabeth	31	31	\$226,502	1,735	\$130	0			
		<i>Low</i>	\$30,000	1,031	\$25				
		<i>High</i>	\$439,420	3,200	\$213				
Fulton	15	15	\$161,620	1,375	\$116	0			
		<i>Low</i>	\$25,000	750	\$31				
		<i>High</i>	\$450,000	3,496	\$190				
Leacock	6	6	\$256,218	1,774	\$152	0			
		<i>Low</i>	\$217,000	1,248	\$108				
		<i>High</i>	\$315,000	2,905	\$181				
Little Britain	13	13	\$214,619	1,796	\$123	0			
		<i>Low</i>	\$50,000	672	\$36				
		<i>High</i>	\$406,000	3,200	\$223				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2011

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Martic	31	31	\$191,964	1,741	\$114	0			
		<i>Low</i>	\$26,890	944	\$22				
		<i>High</i>	\$460,000	3,840	\$177				
Paradise	15	15	\$190,700	1,724	\$117	0			
		<i>Low</i>	\$84,600	873	\$52				
		<i>High</i>	\$322,500	2,700	\$169				
Upper Leacock	31	31	\$180,732	1,626	\$115	0			
		<i>Low</i>	\$106,000	948	\$46				
		<i>High</i>	\$340,000	2,660	\$189				
West Cocalico	36	36	\$188,872	1,720	\$113	0			
		<i>Low</i>	\$55,199	1,028	\$44				
		<i>High</i>	\$475,000	3,242	\$221				
<i>Subtotal:</i>	<u>295</u>	<u>292</u>				<u>3</u>			
<i>Share of Total:</i>	7.4%	7.7%				1.8%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Lancaster County	4,616	4,403				213			
		<i>Low</i>	\$4,900	720	\$7	<i>Low</i>	\$32,000	726	\$40
		<i>High</i>	\$1,300,000	7,859	\$242	<i>High</i>	\$470,000	4,036	\$237
	100.0%	100.0%				100.0%			
City									
Lancaster	539	515	\$109,208	1,431	\$78	24	\$153,510	1,427	\$99
		<i>Low</i>	\$10,000	693	\$8	<i>Low</i>	\$32,000	726	\$40
		<i>High</i>	\$600,000	17,795	\$198	<i>High</i>	\$470,000	4,036	\$237
<i>Share of Total:</i>	11.7%	11.7%				11.3%			
Boroughs									
Adamstown	25	24	\$179,206	1,749	\$108	1	\$213,000	1,744	\$122
		<i>Low</i>	\$75,000	886	\$50				
		<i>High</i>	\$260,000	2,994	\$158				
Akron	41	41	\$175,251	1,459	\$122	0			
		<i>Low</i>	\$105,000	920	\$57				
		<i>High</i>	\$585,000	3,529	\$227				
Christiana	7	7	\$133,643	1,823	\$75	0			
		<i>Low</i>	\$55,000	920	\$51				
		<i>High</i>	\$228,000	3,160	\$118				
Columbia	103	103	\$80,877	1,558	\$54	0			
		<i>Low</i>	\$17,400	648	\$11				
		<i>High</i>	\$237,000	4,626	\$185				
Denver	28	28	\$140,504	1,462	\$99	0			
		<i>Low</i>	\$59,699	884	\$33				
		<i>High</i>	\$249,000	2,373	\$152				
East Petersburg	51	51	\$159,016	1,561	\$104	0			
		<i>Low</i>	\$58,500	800	\$40				
		<i>High</i>	\$541,078	3,532	\$188				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Elizabethtown	122	122	\$153,910	1,444	\$109	0			
		<i>Low</i>	\$35,000	700	\$14				
		<i>High</i>	\$393,500	3,080	\$196				
Ephrata	144	144	\$143,479	1,479	\$99	0			
		<i>Low</i>	\$35,000	456	\$32				
		<i>High</i>	\$315,800	3,115	\$175				
Lititz	101	96	\$171,128	1,540	\$117	5	\$221,750	1,697	\$135
		<i>Low</i>	\$50,100	816	\$43	<i>Low</i>	\$160,000	1,150	\$105
		<i>High</i>	\$330,000	3,423	\$185	<i>High</i>	\$253,750	2,008	\$195
Manheim	40	40	\$130,956	1,504	\$90	0			
		<i>Low</i>	\$30,000	782	\$23				
		<i>High</i>	\$199,900	2,236	\$179				
Marietta	27	26	\$126,365	1,624	\$79	1	\$98,900	1,287	\$77
		<i>Low</i>	\$22,800	740	\$21				
		<i>High</i>	\$405,000	4,120	\$149				
Millersville	63	54	\$167,285	15,737	\$111	9	\$103,211	1,250	\$84
		<i>Low</i>	\$83,000	828	\$0	<i>Low</i>	\$89,900	980	\$57
		<i>High</i>	\$308,225	768,720	\$163	<i>High</i>	\$122,500	1,680	\$92
Mount Joy	73	71	\$156,299	1,659	\$97	2	\$152,450	1,470	\$106
		<i>Low</i>	\$41,800	960	\$27	<i>Low</i>	\$129,900	1,340	\$81
		<i>High</i>	\$399,000	4,002	\$146	<i>High</i>	\$175,000	1,600	\$131
Mountville	44	44	\$168,056	1,697	\$102	0			
		<i>Low</i>	\$80,000	868	\$63				
		<i>High</i>	\$249,000	3,079	\$157				
New Holland	39	37	\$174,176	1,657	\$108	2	\$119,750	1,368	\$88
		<i>Low</i>	\$60,000	1,026	\$51	<i>Low</i>	\$107,000	1,296	\$74
		<i>High</i>	\$366,450	3,000	\$182	<i>High</i>	\$132,500	1,440	\$102

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<u>Study Area</u>	<u>Number Units Sold</u>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Quarryville	31	31	\$179,163	1,683	\$111	0			
		<i>Low</i>	\$45,000	940	\$33				
		<i>High</i>	\$249,900	2,952	\$167				
Strasburg	23	23	\$232,687	1,975	\$124	0			
		<i>Low</i>	\$101,000	1,144	\$47				
		<i>High</i>	\$429,115	3,397	\$167				
Terre Hill	9	9	\$200,933	1,810	\$123	0			
		<i>Low</i>	\$159,900	1,226	\$46				
		<i>High</i>	\$256,800	3,534	\$170				
<i>Subtotal:</i>	<u>971</u>	<u>951</u>				<u>20</u>			
<i>Share of Total:</i>	21.0%	21.6%				9.4%			
Suburban Townships									
East Cocalico	81	81	\$183,611	1,696	\$112	0			
		<i>Low</i>	\$40,000	884	\$25				
		<i>High</i>	\$479,000	3,868	\$234				
East Hempfield	263	245	\$245,853	2066	\$120	18	\$183,596	1,584	\$111
		<i>Low</i>	\$74,900	768	\$39	<i>Low</i>	\$90,110	1,246	\$58
		<i>High</i>	\$1,300,000	7,859	\$242	<i>High</i>	\$411,211	2,290	\$185
East Lampeter	147	123	\$222,285	1,943	\$115	24	\$179,659	1,583	\$111
		<i>Low</i>	\$54,000	1,024	\$50	<i>Low</i>	\$99,900	1,182	\$74
		<i>High</i>	\$465,000	5,436	\$177	<i>High</i>	\$331,424	2,050	\$177
Ephrata	85	80	\$198,399	1,837	\$110	5	\$209,589	1,818	\$118
		<i>Low</i>	\$47,250	924	\$34		\$160,000	1,535	\$76
		<i>High</i>	\$475,000	4,080	\$179		\$231,143	2,112	\$142
Lancaster	200	194	\$177,765	1,700	\$106	6	\$149,599	1,647	\$91
		<i>Low</i>	\$37,500	840	\$27	<i>Low</i>	\$142,493	1,536	\$85
		<i>High</i>	\$865,000	7,936	\$216	<i>High</i>	\$153,900	1,678	\$100

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Manheim	538	481	\$262,961	2,076	\$123	57	\$160,811	1,519	\$107
		<i>Low</i>	\$33,100	820	\$24	<i>Low</i>	\$85,000	834	\$77
		<i>High</i>	\$1,300,000	5,286	\$325	<i>High</i>	\$385,000	3,313	\$155
Warwick	143	142	\$206,019	1,730	\$121	1	\$150,000	1,456	\$103
		<i>Low</i>	\$13,000	328	\$13				
		<i>High</i>	\$529,000	3,952	\$503				
West Hempfield	161	157	\$197,433	1,651	\$122	4	\$105,350	1,300	\$81
		<i>Low</i>	\$27,000	720	\$34	<i>Low</i>	\$75,000	1,056	\$59
		<i>High</i>	\$507,667	4,100	\$202	<i>High</i>	\$144,900	1,568	\$111
West Lampeter	171	147	\$215,485	1,897	\$115	24	\$172,883	1,759	\$100
		<i>Low</i>	\$65,339	768	\$44	<i>Low</i>	\$120,000	1,200	\$82
		<i>High</i>	\$425,000	3,898	\$182	<i>High</i>	\$265,000	2,538	\$130
<i>Subtotal:</i>	<u>1,789</u>	<u>1,650</u>				<u>139</u>			
<i>Share of Total:</i>	38.8%	37.5%				65.3%			
Semi-Rural Townships									
Clay	37	37	\$224,621	1,948	\$118	0			
		<i>Low</i>	\$27,500	1,064	\$18				
		<i>High</i>	\$545,000	5,634	\$166				
Earl	21	21	\$208,673	1,791	\$119	0			
		<i>Low</i>	\$140,000	1,182	\$90				
		<i>High</i>	\$426,800	3,476	\$160				
East Donegal	73	73	\$179,123	1,608	\$110	0			
		<i>Low</i>	\$47,000	912	\$30				
		<i>High</i>	\$1,250,000	3,744	\$360				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
East Drumore	22	22	\$200,764	1,595	\$131	0			
		<i>Low</i>	\$120,000	1,054	\$50				
		<i>High</i>	\$275,000	2,400	\$172				
East Earl	27	27	\$250,886	2,095	\$125	0			
		<i>Low</i>	\$158,000	1,034	\$64				
		<i>High</i>	\$780,000	4,252	\$237				
Eden	6	6	\$252,313	2,039	\$131	0			
		<i>Low</i>	\$175,000	1,120	\$101				
		<i>High</i>	\$441,880	2,836	\$156				
Manor	221	215	\$177,549	1,623	\$109	6	\$153,334	1,336	\$115
		<i>Low</i>	\$20,000	816	\$20	<i>Low</i>	\$143,000	1,320	\$101
		<i>High</i>	\$515,000	3,932	\$186	<i>High</i>	\$161,703	1,416	\$123
Mount Joy	102	100	\$188,810	1,661	\$115	2	\$214,950	1,937	\$112
		<i>Low</i>	\$4,900	720	\$7	<i>Low</i>	\$169,900	1,850	\$84
		<i>High</i>	\$415,000	3,468	\$207	<i>High</i>	\$260,000	2,024	\$141
Penn	80	79	\$197,027	1,772	\$112	1	\$216,500	2,724	\$79
		<i>Low</i>	\$45,000	928	\$28				
		<i>High</i>	\$515,000	2,872	\$179				
Pequea	52	52	\$193,392	1,625	\$121	0			
		<i>Low</i>	\$50,349	840	\$60				
		<i>High</i>	\$490,000	4,545	\$171				
Providence	21	21	\$172,776	1,470	\$123	0			
		<i>Low</i>	\$44,500	840	\$31				
		<i>High</i>	\$356,900	3,050	\$227				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Rapho	127	122	\$236,990	1,841	\$128	5	\$60,580	780	\$78
		<i>Low</i>	\$12,000	896	\$13	<i>Low</i>	\$55,000	712	\$73
		<i>High</i>	\$630,000	3,600	\$195	<i>High</i>	\$74,000	942	\$79
Sadsbury	16	16	\$230,706	1,792	\$134	0			
		<i>Low</i>	\$125,000	1,008	\$83				
		<i>High</i>	\$385,000	2,580	\$240				
Salisbury	30	30	\$238,918	2,224	\$117	0			
		<i>Low</i>	\$13,500	1,284	\$67				
		<i>High</i>	\$450,000	6,700	\$198				
Strasburg	19	19	\$218,282	1,743	\$128	0			
		<i>Low</i>	\$80,000	1,008	\$57				
		<i>High</i>	\$435,000	3,325	\$238				
West Donegal	71	65	\$204,728	1,795	\$116	6	\$147,800	1,640	\$91
		<i>Low</i>	\$76,000	660	\$55	<i>Low</i>	\$105,000	1,286	\$71
		<i>High</i>	\$879,000	5,020	\$175	<i>High</i>	\$210,000	2,399	\$101
West Earl	60	60	\$209,200	1,844	\$116	0			
		<i>Low</i>	\$100,000	1,028	\$46				
		<i>High</i>	\$540,000	3,211	\$178				
<i>Subtotal:</i>	<u>985</u>	<u>965</u>				<u>20</u>			
<i>Share of Total:</i>	21.3%	21.9%				9.4%			
Rural Townships									
Bart	13	13	\$210,529	1,897	\$120	0			
		<i>Low</i>	\$99,500	1,173	\$30				
		<i>High</i>	\$330,000	3,360	\$168				
Brecknock	41	32	\$199,741	1,703	\$120	9	\$154,162	2,165	\$72
		<i>Low</i>	\$115,000	1,136	\$69	<i>Low</i>	\$87,000	1,581	\$41
		<i>High</i>	\$289,900	2,634	\$171	<i>High</i>	\$190,000	2,557	\$87

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<u>Study Area</u>	<u>Number Units Sold</u>	<u>..... Single-Family</u>				<u>..... Condominiums</u>			
		<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>	<u>Number</u>	<u>Average Sold Price</u>	<u>Unit Size Above Grade</u>	<u>Sold Price per square foot</u>
Caernarvon	11	11	\$282,545	2,021	\$135	0			
		<i>Low</i>	\$156,000	1,441	\$68				
		<i>High</i>	\$770,000	2,850	\$296				
Colerain	11	11	\$305,483	2,071	\$159	0			
		<i>Low</i>	\$149,900	979	\$122				
		<i>High</i>	\$584,525	4,200	\$248				
Conestoga	26	26	\$251,300	1,899	\$128	0			
		<i>Low</i>	\$80,000	648	\$52				
		<i>High</i>	\$850,000	3,552	\$261				
Conoy	20	20	\$183,613	1,622	\$117	0			
		<i>Low</i>	\$35,900	1,000	\$27				
		<i>High</i>	\$576,000	3,200	\$180				
Drumore	13	13	\$203,877	1,754	\$122	0			
		<i>Low</i>	\$30,000	816	\$37				
		<i>High</i>	\$330,000	3,132	\$185				
Elizabeth	21	21	\$236,967	1,863	\$134	0			
		<i>Low</i>	\$103,750	820	\$70				
		<i>High</i>	\$414,100	4,000	\$186				
Fulton	12	12	\$181,703	1,436	\$123	0			
		<i>Low</i>	\$53,000	912	\$58				
		<i>High</i>	\$376,237	2,204	\$172				
Leacock	12	12	\$283,357	2,012	\$149	0			
		<i>Low</i>	\$136,501	1,306	\$69				
		<i>High</i>	\$450,000	3,332	\$237				
Little Britain	17	17	\$233,072	1,679	\$145	0			
		<i>Low</i>	\$115,000	840	\$74				
		<i>High</i>	\$397,418	2,555	\$292				

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Selected Housing Stock Characteristics: Units Sold Through Multiple Listing Service
Lancaster County, Pennsylvania
Year 2012

<i>Study Area</i>	<i>Number Units Sold</i>	<i>..... Single-Family</i>				<i>..... Condominiums</i>			
		<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>	<i>Number</i>	<i>Average Sold Price</i>	<i>Unit Size Above Grade</i>	<i>Sold Price per square foot</i>
Martic	44	44	\$209,278	1,837	\$118	0			
		<i>Low</i>	\$65,000	840	\$40				
		<i>High</i>	\$842,450	4,472	\$217				
Paradise	10	10	\$219,100	1,926	\$112	0			
		<i>Low</i>	\$80,000	1,124	\$67				
		<i>High</i>	\$385,000	2,930	\$153				
Upper Leacock	43	42	\$214,317	1,836	\$120	1	\$125,900	1,440	\$87
		<i>Low</i>	\$103,500	891	\$49				
		<i>High</i>	\$500,000	3,450	\$158				
West Cocalico	37	37	\$187,501	1,779	\$107	0			
		<i>Low</i>	\$80,000	805	\$52				
		<i>High</i>	\$405,000	3,177	\$162				
<i>Subtotal:</i>	<u>331</u>	<u>321</u>				<u>10</u>			
<i>Share of Total:</i>	7.2%	7.3%				4.7%			
Other	1	1	\$264,900	2,558	\$104	0			
<i>Subtotal:</i>	<u>1</u>	<u>1</u>				<u>0</u>			
<i>Share of Total:</i>	0.02%	0.02%				0.0%			

SOURCE: Multiple Listing Service; Zimmerman/Volk Associates, Inc.

Affordable Housing Properties
Lancaster County, Pennsylvania
2013

<i>Study Area</i>	<i>Property</i>	<i>Property Manager</i>	<i>Address</i>	<i>Number of Units</i>	<i>Type</i>
City					
Lancaster	439 E. King Street		439 E. King Street	26	N
	134-142 South Queen St.		134-142 South Queen St.	17	N
	141 South Queen Street		141 South Queen Street	21	N
	Apartments at General Cigar Place	Spanish American Civic Association	453 South Lime Street	30	N
	Apartments at Mulberry Corners	Housing Development Corp (HDC)	301 West James Street	25	N, E
	Bloomfield Apartments	Housing Development Corp (HDC)	2986 Aster Lane	66	S, E, D
	Church Street Towers	Lancaster City Housing Authority	333 Church Street	100	S, E, D
	Clermont Townhouses		112 S. Broad	85	
	Dial Apartments		510 2nd St.	40	
	Duke Manor Apartments	Housing Development Corp (HDC)	716 Rockland Street	180	S
	East King Street Apartments	Housing Development Corp (HDC)	301-315 East King Street	25	N
	Farnum Street East	Lancaster City Housing Authority	33 East Farnum Street	169	S, E, D
	Franklin Terrace	Lancaster City Housing Authority	630 Almanac Avenue	124	S
	Garden Court Apartments		100 S. Marshall St.	95	
	Hillrise Cooperative	Multifamily Management of Phila.	455 Rockland Street	152	S
	King Theatre Apartments	Housing Development Corp (HDC)	419 East King Street	43	N, E
	Lancaster Apartments		240 W. Vine St.	36	
	Prince Street Towers	Housing Development Corp (HDC)	335 North Prince Street	200	S, E, D
	Ruoff Tower	Housing Development Corp (HDC)	315 North Prince Street	151	S, E, D
	Park Avenue Apartments	Community Basics Inc.	255 Park Avenue	24	N, E
	Plum Tree Apartments	Housing Development Corp (HDC)	530 North Plum Street	50	S
	Queen Street Courtyard	Housing Development Corp (HDC)	Beaver & South Queen Sts.	17	N
	Susquehanna Court	Lancaster City Housing Authority	315 Susquehanna Street	75	S

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E: Elderly; Properties where only seniors (55+ or 62+) may reside.

D: Disabled; Properties that have units for the disabled.

SOURCE: Community Basics Inc.; Housing Development Corp (HDC), Lancaster City Housing Authority; Lancaster County Redevelopment Authority; United Way; Zimmerman/Volk Associates, Inc.

Affordable Housing Properties
Lancaster County, Pennsylvania
2013

<i>Study Area</i>	<i>Property</i>	<i>Property Manager</i>	<i>Address</i>	<i>Number of Units</i>	<i>Type</i>
Lancaster (continued)					
	Tabor Place Apartments	Housing Development Corp (HDC)	440 East Grant Street	26	S, E, D
	Umbrella Works Apartments	Housing Development Corp (HDC)	250 West King Street	83	N
	Various Small Projects/Scattered Sites	Lancaster City Housing Authority, HDC, other Locations in Lancaster City		69	S
Boroughs					
Columbia					
	Columbia Wagon Werks	Multifamily Management of Philadelphia	920 Plane Street	60	N
	Oak Hollow Apartments	G.N. Management	2160 Oak Hollow Drive	67	S
	Old North Mansion Apartments		31 2nd Street	18	S
	Rivercrest Apartments	G.N. Management	Oak Hollow Drive	56	S
	Saint Peters Apartments	Housing Development Corp (HDC)	400 Union Street	126	S, E, D
	Trinity House Apartments	Housing Development Corp (HDC)	400 Mill Street	133	S, E, D
Denver					
	Apartments at Heatherwoods	Housing Development Corp (HDC)	200 Hill Road	56	N
	Denver Valley Estates	Private	99 Monroe Street	34	N
Elizabethtown					
	East High Village Apartments	Property Management, Inc (PMI)	554 East High Street		N
	Market House Apartments	Housing Development Corp (HDC)	41 South Poplar Street	50	S, E, D
	Park Place Commons	Park Place Associates	155 East Park Street	32	N
	Whistlestop View Apartments	Housing Development Corp (HDC)	443 West High Street	37	N, E

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Affordable Housing Properties
Lancaster County, Pennsylvania
2013

<i>Study Area</i>	<i>Property</i>	<i>Property Manager</i>	<i>Address</i>	<i>Number of Units</i>	<i>Type</i>
Ephrata	Cocalico Place	Retirement Housing Foundation	120 East Franklin Street	61	S, E
	Old Market Apartments	Community Basics INC	10 West Locust Street	11	N
	The Franklin Apartments	Housing Development Corp (HDC)	55 West Franklin Street	41	N, S, E
	Cloister Heights	Community Basics INC	830 W. Main Street	15	H, D
Lititz	Aster Place Apartments	Housing Development Corp (HDC)	201 Starflower View	66	N
	Larkspur Crossing Townhomes	Housing Development Corp (HDC)	201 Starflower View	29	N
	Lititz Manor	NDC Real Estate Management	626 Lititz Manor Drive		N
	Rothsville School Apartments		Church Street	15	S, E, D
	East King Street Apartments	Private	3111 Lititz Pike	60	S, E, D
	Walnut Street Apartments	Community Basics Inc.	117 South Walnut Street	18	N
Marietta	Marietta Senior Apartments	Community Basics Inc.	601 East Market Street	56	N, E, D
Millersville	Millersville Manor	Private	25 Lee Avenue	121	S, E, D
Mount Joy	Nissly Chocolate Factory Apartments	Community Basics Inc.	951 Wood Street	28	N, E, D
	Sassafras Terrace	Park Place Associates	330 East Main Street	64	N

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SOURCE: Community Basics Inc.; Housing Development Corp (HDC), Lancaster City Housing Authority; Lancaster County Redevelopment Authority; United Way; Zimmerman/Volk Associates, Inc.

Affordable Housing Properties
Lancaster County, Pennsylvania
2013

<i>Study Area</i>	<i>Property</i>	<i>Property Manager</i>	<i>Address</i>	<i>Number of Units</i>	<i>Type</i>
Mountville					
	Lincoln West Apartments	G.N. Management	Lincoln West Drive	96	N
	Manor Heights	Ingerman Development	221 Linville Drive	70	N
	Rockford Chase at Summit Hills	Housing Development Corp (HDC)	375 South Rockford Road	60	N
	Sylvan Retreat Apartments	Housing Development Corp (HDC)	400 South Rockford Road	40	S, E
New Holland					
	New Holland Apartments	Community Basics Inc.	146 East Franklin Street	56	N
Quarryville					
	Oak Bottom Village	Housing Development Corp (HDC)	123 Groffdale Drive	98	N, S
Suburban Townships					
East Lampeter Township					
	Country Club Apartments	Community Basics INC	323 Aaron Lane	95	N
	Lincoln House	Community Basics INC	1687 Lincoln Highway	10	H, D
Lancaster Township					
	Lancaster Arms Apartments	Private	116 B Jennings Drive	74	S
	Waterford at Sterling Place	JRK Residential	701 Sterling Place	200	S
Landisville (in East Hempfield Township)					
	Landisville Apartments I & II	Housing Development Corp (HDC)	180 East Elizabeth Street	48	N, E, D

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SOURCE: Community Basics Inc.; Housing Development Corp (HDC), Lancaster City Housing Authority; Lancaster County Redevelopment Authority; United Way; Zimmerman/Volk Associates, Inc.

Affordable Housing Properties
Lancaster County, Pennsylvania
2013

<i>Study Area</i>	<i>Property</i>	<i>Property Manager</i>	<i>Address</i>	<i>Number of Units</i>	<i>Type</i>
Manheim Township					
	Fordney Road SRO	Community Basics Inc.	Fordney Road	14	N
	Fairview Meadows Apartments	Brethren Village	50 Fairview Drive	60	S, E
	Golden Triangle Apartments	Community Basics Inc.	72 Roosevelt Boulevard	58	N
	Village Garden Apartments	Brethren Village	3111 Lititz Pike	60	S, E
	Westminster Place Apartments	Presbyterian Senior Living	Roseville Road	61	S, D
Semi-Rural Townships					
Maytown (in East Donegal Township)					
	Three Center Square Apartments	Community Basics Inc.	West High Street	23	N
Rural Townships					
Leola (in Upper Leacock Township)					
	Nathan Village Apartments	Private	Laura Lee Boulevard	51	S, E, D
Paradise (in Paradise Township)					
	LePark Living Center		25 Leacock Road	6	N

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SOURCE: Community Basics Inc.; Housing Development Corp (HDC), Lancaster City Housing Authority; Lancaster County Redevelopment Authority; United Way; Zimmerman/Volk Associates, Inc.

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. City of Lancaster					
Allegra Apartments (2013) 419 North Queen Street	5				In lease-up
	Studio/1ba	\$550 to \$650	450	\$1.22 to \$1.44	
	2br/1ba	\$785 to \$1,300	800	\$0.98 to \$1.63	
Lancaster Court Apts. 1127 Wabank Road	88				100% occupancy <i>Laundry facility.</i>
	1br/1ba	\$685	700	\$0.98	
	2br/2ba	\$785	900	\$0.87	
Ambassador Apartments 480 Euclid Avenue	68				100% occupancy <i>Laundry facility.</i>
	1br/1ba	\$695	700	\$0.99	
	2br/2ba	\$795	920	\$0.86	
City View Apartments 114 E. Lemon Street	52				92% occupancy <i>Fitness center, laundry facility.</i>
	1br/1ba	\$775	627	\$1.24	
	2br/1ba	\$895 to \$925	766 to 885	\$1.05 to \$1.17	
	2br/2ba	\$995	935	\$1.06	
Urban Place Apts (1865: 2007) 114 E. Lemon Street	46				100% occupancy
	1br/1ba	\$800			
	2br/1ba	\$1,250 to \$1,400			
Williamson Square 210 North President Avenue	84				90% occupancy
	1br/1ba	\$849 to \$985	641 to 811	\$1.21 to \$1.32	
	2br/2ba to 2br/2ba/den	\$1,049 to \$1,149	1,128 to 1,402	\$0.82 to \$0.93	
	3br/2ba	\$1,199	1,459 to 1,753	\$0.68 to \$0.82	
Cityscape Lofts (2013) 405 North Mulberry Street.	24				In lease-up <i>Rooftop deck.</i>
	1br/1ba	\$1,440 to \$2,340	653 to 1,315	\$1.78 to \$2.21	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
<i>..... Akron Borough</i>					
Colonial-Fulton Manor <i>35 Fulton Street</i>	32 2br/1ba	\$795	975 to 1,010	\$0.79 to \$0.82	100% occupancy
	2br/1.5ba TH	\$760 to \$865	850 to 975	\$0.89	
Trail Side Apartments (2013) <i>103 Fulton Street</i>	36 2br/2ba	\$850 to \$925	1,175	\$0.72 to \$0.79	In lease-up
<i>..... Elizabethtown Borough</i>					
Crimson King Estates <i>750 East Willow Street</i>	32 1br/1ba	\$690	700	\$0.99	100% occupancy
	2br/1ba	\$795	900	\$0.88	
Madison at Village Green (1970) <i>701 East Willow</i>	128 1br/1ba	\$699 to \$890	675 to 700	\$1.04 to \$1.27	97% occupancy <i>Pool, playground, tennis.</i>
	2br/1ba	\$796 to \$1,014	950	\$0.84 to \$1.07	
Peach Alley Court (1905:1984) <i>155 S. Poplar Street</i>	72 Studio/1ba	\$725 to \$735	516 to 583	\$1.26 to \$1.41	100% occupancy <i>Fitness center.</i>
	1br/1ba	\$750 to \$815	620 to 756	\$1.21 to \$1.31	
Featherton Crossing (2012) <i>101 Mandarin Lane</i>	72 1br/1ba	\$835 to \$930	780	\$1.07 to \$1.19	n/a
	2br/2ba	\$935 to \$950	1,150	\$0.81 to \$0.83	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
..... Ephrata Borough					
Cloister Gardens (1960's) 845 Dawn Drive	100				98% occupancy
	1br/1ba	\$745 to \$795	645 to 710	\$1.12 to \$1.16	
	2br/1ba	\$805 to \$880	675 to 905	\$0.97 to \$1.19	
	3br/2ba	\$920	1,050	\$0.88	
	2br/1ba/den	\$935	1,073	\$0.87	
Newport Commons (2002-12) 600 Creekside Lane	275				n/a Concierge, clubhouse, fitness center, pool, business center.
	1br/1ba	\$819	736	\$1.11	
	2br/2ba	\$919 to \$1,069	1,030 to 1,068	\$0.89 to \$1.00	
	Loft/2-3ba	\$999 to \$1,169	1,068 to 1,553	\$0.75 to \$0.94	
	3br/2.5ba TH	\$1,289 to \$1,379	1,589 to 1,754	\$0.81 to \$0.87	
	2br/1ba over retail	\$899 to \$1,229	932 to 1,378	\$0.89 to \$0.96	
Highlands at Warwick 100 Wickshire Circle	195				98% occupancy Pool, clubhouse, business center, fitness center, fitness path, playground.
	1br/1ba	\$1,018 to \$1,045	883	\$1.15 to \$1.18	
	2br/2.5ba	\$1,195 to \$1,570	1,180 to 1,350	\$1.01 to \$1.16	
	2br/2ba	\$1,239 to \$1,345	1,194 to 1,317	\$1.02 to \$1.04	
	2br/1.5ba	\$1,310 to \$1,328	1,503	\$0.87 to \$0.88	
	1br/2ba	\$1,395 to \$1,445	1,601	\$0.87 to \$0.90	
	3br/2ba	\$1,317 to \$1,396	1,358	\$0.97 to \$1.03	
	3br/2.5ba	\$1,595	1,400	\$1.14	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. <i>Manheim Borough</i>					
Meadows East (1972) 13 Morning Glory Lane	110				95% occupancy
	1br/1ba	\$780 to \$805	732 to 736	\$1.07 to \$1.09	
	2br/1ba	\$865 to \$895	908 to 948	\$1.05 to \$1.09	
	2br/1.5ba	\$965	960	\$1.01	
	3br/2ba TH	\$1,035	1,125	\$0.92	
	3br/2ba	\$1,035	1,155	\$0.90	
The Villas of Castleton (2009) 310 Honeysuckle Drive	160				83% occupancy <i>Clubhouse, pool, business center, playground.</i>
	1br/1ba	\$950 to \$975	762	\$1.25 to \$1.28	
	2br/2ba	\$1,024 to \$1,049	995	\$1.03 to \$1.05	
	2br/2ba	\$1,179 to \$1,254	1,206	\$0.98	
. <i>Millersville Borough</i>					
Millers Crossing 100 Country View Lane	180				97% occupancy <i>Business center, pool, clubhouse, fitness center, tennis court.</i>
	1br/1ba	\$698 to \$816	870	\$0.80 to \$0.94	
	2br/2ba	\$997 to \$1,095	1,070	\$0.93 to \$1.02	
. <i>Mount Joy Borough</i>					
Wellington Chase (1971) 211 Harvestview North	184				98% occupancy <i>Basketball court, playground.</i>
	1br/1ba	\$669 to \$720	630	\$1.06 to \$1.14	
	2br/1ba	\$720 to \$875	720	\$1.00 to \$1.22	
	2br/1.5ba TH	\$901	1,065	\$0.85	
	3br/2ba	\$927	1,100	\$0.84	
	3br/1.5ba TH	\$1,004	1,200	\$0.84	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. Mount Joy Borough (continued)					
Apts at Florin Hill (2009) 104 Merchant Avenue	196 2br/2ba	\$875 to \$1,150	1,080 to 1,165	\$0.81 to \$0.99	99% occupancy Mixed-use, pool, sundeck, business center, fitness center.
Landings at Eagle Heights (2006) 109 Landings Circle	260 1br/1ba 2br/2ba 3br/2.5ba TH 2br/2ba/loft 3br/2.5ba TH w/ garage	\$819 to \$839 \$965 to \$985 \$1,149 \$1,229 \$1,329 to \$1,349	789 1,069 1,385 1,400 1,385	\$1.04 to \$1.06 \$0.90 to \$0.92 \$0.83 \$0.88 \$0.96 to \$0.97	98% occupancy Business center, clubhouse, pool, fitness center, playground.
. New Holland Borough					
Ashlea Gardens (1975) 150 Ashlea Gardens	148 1br/1ba 2br/1ba 3br/2ba	\$720 to \$800 \$825 to \$865 \$970 to \$1,020	650 to 750 920 to 958 1,188	\$1.07 to \$1.11 \$0.90 to \$0.90 \$0.82 to \$0.86	97% occupancy Playground, basketball.
. East Hempfield Township					
Colebrook Apartments (1970) 8C Welsh Drive	342 Studio/1ba 1br/1ba 2br/1ba 2br/2ba	\$560 to \$610 \$634 to \$820 \$734 to \$905 \$834 to \$995	400 720 819 1,184	\$1.40 to \$1.53 \$0.88 to \$1.14 \$0.90 to \$1.11 \$0.70 to \$0.84	99% occupancy Playground, pool, tennis court, volleyball court.

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>
. . . . East Hempfield Township (continued)					
Cherryhill Villas 1831 Hidden Lane	118				97% occupancy <i>Fitness center.</i>
	Studio/1ba	\$575 to \$600	480 to 520	\$1.15 to \$1.20	
	1br/1ba	\$700 to \$750	570	\$1.23 to \$1.32	
	2br/1ba	\$795 to \$855	677 to 910	\$1.17 to \$1.26	
	2br/1.5ba	\$860 to \$950	1,020 to 1,220	\$0.84 to \$0.78	
	2br/2.5ba	\$1,000 to \$1,125	1,530	\$0.65 to \$0.74	
Wheatland Hills (1975) 190 Colonial Crest Drive	413				99% occupancy <i>Pool, clubhouse, business center, fitness center, playground, tennis courts,</i>
	1br/1ba	\$780 to \$865	686 to 714	\$1.14 to \$1.21	
	2br/1ba	\$855 to \$945	847 to 974	\$0.97 to \$1.01	
	2br/1.51ba	\$970	897	\$1.08	
	2br/1.51ba TH	\$1,015	1,074	\$0.95	
Windsor Court THs (1970) 1831 Hidden Lane	126				99% occupancy <i>Fitness center, playground, pool, clubhouse.</i>
	2br/1.5ba	\$935 to \$990	1,081	\$0.86 to \$0.92	
	3br/1.5ba	\$1,040 to \$1,095	1,284	\$0.81 to \$0.85	
	3br/2.5ba	\$1,055 to \$1,110	1,284	\$0.82 to \$0.86	
. . . . East Lampeter Township					
Oakview Estates (1976) 77 Foal Court	272				97% occupancy <i>Pool, playground, fitness center, business center, tennis.</i>
	1br/1ba	\$720 to \$850	686 to 714	\$1.05 to \$1.19	
	2br/1ba	\$895 to \$920 to	847 to 974	\$0.94 to \$1.06	
	2br/1.5ba	\$945 to \$970	897	\$1.05 to \$1.08	
	2br/1.5ba TH	\$990 to \$1,015	1,074	\$0.92 to \$0.95	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>
<i>..... East Lampeter Township (continued)</i>					
Rosewood Terrace 100 Chateau Hill	248				b/a
	1br/1ba	\$790	860	\$0.92	<i>Pool, sundeck, fitness center, community building, playground, basketball courts.</i>
	2br/2ba	\$940	1,232	\$0.76	
	3br/2.5ba	\$1,050 to	1,352 to	\$0.78 to	
		\$1,190	1,472	\$0.81	
<i>..... Lancaster Township</i>					
Villages of Lancaster Green (1970) 1633-A Judie Lane	352				97% occupancy
	1br/1ba	\$730 to	636 to	\$1.08 to	<i>Pool, playground.</i>
		\$825	763	\$1.15	
	2br/1ba	\$795 to	901	\$0.88 to	
		\$875		\$0.97	
	2br/ba	\$815 to	915 to	\$0.89 to	
		\$955	1,060	\$0.90	
	3br/2ba	\$1,025 to	1,190	\$0.86 to	
		\$1,105		\$0.93	
Quail Run 1424-B Passey Lane	136				717-394-3371
	1br/1ba	\$797	900	\$0.89	<i>Playground, fitness center.</i>
	2br/1ba	\$932	1,050	\$0.89	
Madison At Barrcrest Manor (1966) 1705 Marietta Ave.	85				99% occupancy
	Studio/1ba	\$829	575	\$1.44	<i>Pool, sundeck, lounge.</i>
	1br/1ba	\$950	860	\$1.10	
	2br/2ba	\$1,000 to	1,180 to	\$0.85 to	
		\$1,025	1,200	\$0.85	
	3br/2ba	\$1,391 to	1,275	\$1.09	
		\$1,229			
Manor House (1965; Remodeled: 2006) 1415 Spencer Avenue	276				97% occupancy
	1br/1ba	\$835 to	880	\$0.95 to	<i>Clubhouse, pool, fitness center, playground, basketball court.</i>
		\$840		\$0.95	
	2br/1ba	\$945 to	1,140	\$0.83 to	
		\$955		\$0.84	
	3br/2ba	\$1,165	1,381	\$0.84	

SOURCE: Zimmerman/Volk Associates, Inc.

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>
. Lancaster Township (continued)					
Kensington Club 1330 Wabank Road	272				94% occupancy
	1br/1ba	\$849 to \$919	1,130 to 1,150	\$0.75 to \$0.80	Clubhouse, pool, sundeck,
	2br/1ba	\$869 to \$1,019	1,250 to 1,319	\$0.70 to \$0.82	business center, fitness center,
	2br/2ba	\$989 to \$1,099	1,350 to 1,417	\$0.73 to \$0.81	basketball & tennis courts.
	2br/2.5ba TH	\$1,019 to \$1,219	1,650 to 1,697	\$0.62 to \$0.74	
	3br/2ba	\$1,029 to \$1,189	1,450 to 1,480	\$0.71 to \$0.82	
	3br/2.5ba TH	\$1,119 to \$1,419	1,818 to 1,850	\$0.62 to \$0.78	
Hawthorne Gardens 112 Dickens Drive	144				98% occupancy
	2br/2ba	\$989 to \$1,029	981 to 1,145	\$0.90 to \$1.01	
Mill Creek Manor (2001) 43 Baron Drive	88				97% occupancy
	3br/2ba TH	\$1,210 to \$1,370	1,285 to 1,418	\$0.97 to \$0.94	Pool, clubhouse, fitness center, sundeck, playground.
. Manheim Township					
Roseville House (1974) 401 Eden Road	248				99% occupancy
	Studio/1ba	\$670	448	\$1.50	Pool, playground, sports courts.
	1br/1ba	\$890	740	\$1.20	
	2br/1ba	\$930	921	\$1.01	
	2br/2ba	\$970	1,037	\$0.94	
	3br/1.5ba TH	\$985	1,138	\$0.87	
	3br/2.5ba TH	\$1,010	1,351	\$0.75	
Glenn Wyn 1 Fruitville Pike	65				89% occupancy
	1br/1ba	\$679 to \$699	711 to 741	\$0.98 to \$0.95	
	2br/1ba	\$759 to \$800	859 to 931	\$0.82 to \$0.88	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. <i>Manheim Township (continued)</i>					
Huber's Villa 79 Valley Road	70				97% occupancy
	1br/1ba	\$690 to \$850	770 to 1,000	\$0.90 to \$1.10	
	2br/1ba	\$805 to \$900	950 to 1,000	\$0.81 to \$0.85	
	2br/2.5ba TH	\$1,200 to \$1,225	1,400	\$0.86 to \$0.88	
Wyncote 30 Waverly Avenue	65				95% occupancy
	2br/1ba	\$745 to \$805	878 to 945	\$0.85 to \$0.92	
	2br/1ba	\$805 to	761 to 838	\$1.04 to \$1.06	
Sweetbriar Apartments 1917 Oregon Pike	143				98% occupancy <i>Pool, sundeck, playground.</i>
	1br/1ba	\$780 to \$840	728	\$1.07 to \$1.15	
	2br/1ba	\$860 to \$920	898	\$0.96 to \$1.02	
	2br/2ba	\$915 to \$975	1,160	\$0.79 to \$0.84	
Park City North L-2000 Swarr Run Road	338				95% occupancy <i>Pool, playground.</i>
	1br/1ba	\$795 to \$845	752 to 776	\$1.06 to \$1.12	
Park City South 1526 Swarr Run Road		\$895 to \$935	888 to 988	\$0.95 to \$1.01	
<i>(formerly Meadow Green Estates)</i>	2br/2ba	\$945	1,092	\$0.87	
	2br/1.5ba	\$950	1,054	\$0.90	
	3br/2ba	\$1,065 to \$1,125	1,208 to 1222	\$0.88 to \$0.93	
Mayfair Manor 845 Pleasure Road	60				93% occupancy <i>Playground, basketball court.</i>
	1br/1ba	\$799 to \$819	752	\$1.06 to \$1.09	
	2br/2ba	\$799 to \$998	888	\$0.90 to \$1.12	
	3br/2ba	\$1,087	1,350	\$0.81	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>
. <i>Manheim Township (continued)</i>					
Apts at Richmond Square <i>608 Richmond Drive</i>	36				100% occupancy <i>Apartments over retail.</i>
	Studio/1ba	\$825	676	\$1.22	
	1br/1ba	\$850 to \$1,050	725 to 961	\$1.09 to \$1.17	
	2br/1.5ba	\$1,150	991	\$1.16	
	1br/1.5ba Loft	\$1,150	939	\$1.22	
Village of Olde Hickory (1996) <i>725 Olde Hickory Road</i>	400				99% occupancy <i>Pool, playground, clubhouse, tennis court.</i>
	1br/1ba	\$850 to \$875	980	\$0.87 to \$0.89	
	2br/1.5ba	\$1,010 to \$1,130	1,055 to 1,184	\$0.95 to \$0.96	
	2r/2br	\$1,055	1,251	\$0.96	
	3br/1.5ba	\$965 to \$1,130	1,184	\$0.82 to \$0.95	
	3br/2.5ba	\$1,130 to \$1,345	1,390	\$0.81 to \$0.97	
Greenfield Estates (1983) <i>799 Patriot Drive</i>	400				Refused <i>2 pools, spa, playground, tennis courts.</i>
	1br/1ba	\$875	662 to 772	\$1.13 to \$1.32	
	2br/1ba	\$1,015	960 to 1,020	\$1.00 to \$1.06	
	2br/2.5ba TH	\$1,270 to \$1,285	1,472	\$0.86 to \$0.87	
	3br/2.5ba TH	\$1,315 to \$1,330	1,450 to 1,523	\$0.91 to \$0.92	
Chateau D'Eden <i>1501 Butter Road</i>	34				97% occupancy
	2br/1.5ba	\$939	1,077 to 1,155	\$0.81 to \$0.87	
	2br/1ba	\$1,049	1,077	\$0.97	
	2br/1.5ba TH	\$1,049	1,276	\$0.82	
	3br/2ba	\$1,285	1,619 to 1,815	\$0.71 to \$0.79	
	3br/2.5ba TH	\$1,600	2,552	\$0.63	
Belair Townhomes <i>590 Candlewyck Road</i>	208				100% occupancy
	2br/1.5ba TH	\$960	1,350	\$0.71	
	3br/1.5ba TH	\$1,224 to \$1,236	1,400 to 1,590	\$0.78 to \$0.87	

SOURCE: Zimmerman/Volk Associates, Inc.

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. <i>Manheim Township (continued)</i>					
Madison At					
Greenview Terrace (1994)	112				100% occupancy
<i>500 Alden Drive</i>	1br/1ba	\$963 to \$1,167	840	\$1.15 to \$1.39	<i>Jogging/walking trail.</i>
	2br/1.5ba	\$997 to \$1,087	1,080 to 1,112	\$0.92 to \$0.98	
	3br/2ba	\$1,384 to \$1,727	1,166	\$1.19 to \$1.48	
Sunnybrook THs (1973)	168				98% occupancy
<i>50 Knollwood Dr.</i>	2br/1.5ba TH	\$1,000	1,032	\$0.97	<i>Pool, tennis,</i>
	3br/2.5ba TH	\$1,105	1,278	\$0.86	<i>playground.</i>
The Courts at					
Wetherburn Commons (2008)	92				100% occupancy
<i>629 Merchants Square</i>	1br/1ba/den	\$1,105 to \$1,125	917 to 951	\$1.18 to \$1.21	<i>Jogging/Walking trail.</i>
	2br/2ba	\$1,320 to \$1,340	1,222 to 1,242	\$1.08 to \$1.08	<i>Restaurant on site.</i>
	3br/2ba	\$1,515 to \$1,535	1,375 to 1,398	\$1.10 to \$1.10	
. <i>West Lampeter Township</i>					
Pioneer Woods	160				n/a
<i>9 Lamppost Lane</i>	1br/1ba	\$735 to \$829	650 to 760	\$1.09 to \$1.13	<i>Pool, sundeck, playground,</i>
	2br/1ba	\$800 to \$885	960 to 1,102	\$0.80 to \$0.83	<i>basketball court, volleyball court.</i>
	2br/2.5ba TH	\$980	1,102	\$0.89	
	3br/2.5ba	\$885 to \$960	1,190	\$0.74 to \$0.81	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>	
. . . . West Lampeter Township (continued)						
Bentley Ridge (1999: 2012) 650 Bentley Ridge Blvd.	471					
	1br/1ba	\$860 to \$890	744	\$1.16 to \$1.20	100% occupancy <i>Pool, playground, whirlpool, fitness center, basketball.</i>	
	1br/1ba/den	\$900	770 to 875	\$1.03 to \$1.17		
	2br/2ba	\$950 to \$1,335	935 to 1,345	\$0.99 to \$1.02		
	2br/2ba TH	\$1,040	1,122	\$0.93		
	3br/2ba	\$1,090 to \$1,180	1,234	\$0.88 to \$0.96		
	3br/2.5ba TH	\$1,130 to \$1,375	1,257 to 1,591	\$0.86 to \$0.90		
. . . . East Donegal Township						
Villages of Rivermoor 379 Rivermoor Drive	130					
	1br/1ba	\$715 to \$785	650 to 750	\$1.05 to \$1.10		98% occupancy <i>Laundry facility.</i>
	2br/1ba	\$830 to \$900	920 to 958	\$0.94 to \$0.90		
	2br/1.5ba TH	\$965 to \$1,005	1,055 to 1,184	\$0.85 to \$0.91		
	3br/1.5ba TH	\$990 to \$1,030	1,184	\$0.84 to \$0.87		
	3br/2ba	\$980 to \$1,030	1,188	\$0.82 to \$0.87		
	3br/2.5ba TH	\$1,095 to \$1,145	1,390	\$0.79 to \$0.82		
. . . . Manor Township						
Country Manor (2012) 301 College Manor Avenue	64					
	1br/1ba	\$725 to \$840	614 to 782	\$1.07 to \$1.18	In lease-up <i>Walking Trail</i>	
	2br/1ba	\$940	1,021	\$0.92		
	2br/2ba	\$925 to \$975	997 to 1,077	\$0.91 to \$0.93		

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number</u> <u>of Units</u>	<u>Reported</u> <u>Base Rent</u>	<u>Reported</u> <u>Unit Size</u>	<u>Rent per</u> <u>Sq. Ft.</u>	<u>Additional Information</u>
. Manor Township (continued)					
Stone Mill Station 250 Stone Mill Road	126				n/a
	1br/1ba	\$875	904	\$0.97	
	2br/1ba	\$967 to \$1,022	1,104	\$0.88 to \$0.93	
	3br/1ba	\$999	1,200	\$0.83	
Sutherland Village (2012) 231 Kilgannon Lane	108				In lease-up 23 still available <i>Walking Trails</i>
	1br/1ba	\$899	840	\$1.07	
	2br/2ba	\$1,050 to \$1,150	1,075 to 1,252	\$0.98 to \$0.92	
	3br/2.5ba TH	\$1,345 to \$1,395	1,316 to 1,440	\$0.97 to \$1.02	
Charleston Townhouses Ramsgate Lane	68				100% occupancy
	2br/1.5ba TH	\$1,029 to \$1,112	1,000 to 1,500	\$0.74 to \$1.03	
	3br/2.5ba TH	\$1,135 to \$1,208	1,500	\$0.76 to \$0.81	
Villas at Sutherland (2007) 100 Stone Creek Road	42				90% occupancy <i>Walking Trails</i>
	2br/2ba	\$1,125 to \$1,150	1,318 to 1,408	\$0.82 to \$0.85	
	3br/2.5ba TH	\$1,300	1,755	\$0.74	
Woods Edge Townhomes 1 Stone Creek Road	64				95% occupancy
	2br/1.5ba TH	\$1,125	1,437	\$0.78	
	2br/2.5ba TH	\$1,150	1,590 to 1,597	\$0.72	
	3br/1.5ba TH	\$1,200	1,477	\$0.81	
	3br/2.5ba TH	\$1,300	1,755	\$0.74	
. Mount Joy Township					
Shady Oak Apartments 1981 Shady Oak Drive					n/a <i>Jogging/walking trail.</i>
	1br/1ba	\$850 to \$875	899 to 944	\$0.93 to \$0.95	
	2br/2ba	\$950 to \$1,055	1,230 to 1,334	\$0.77 to \$0.79	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
. Mount Joy Township (continued)					
Donegal Crossing (2004) 275 Hess Boulevard	136				n/a
	2br/1.5ba TH	\$950 to \$995	1,200	\$0.79 to \$0.83	Pool, sundeck, clubhouse, fitness center.
	3br/1.5 or 2ba TH	\$1,075 to \$1,095	1,450	\$0.74 to \$0.76	
. Rapho Township					
The Crest at Elm Tree (2005) 100 Crestwyck Circle	280				97% occupancy
	1br/1ba	\$895 to \$933	787 to 885	\$1.05 to \$1.14	Business center, playground, conference room, clubhouse, fitness center, pool.
	2br/2ba	\$1,244 to \$1,463	1,147 to 1,271	\$1.08 to \$1.15	
	3br/2ba	\$1,540 to \$1,598	1,322 to 1,390	\$1.15 to \$1.16	
The Pointe at Elm Tree (2013) 1000 Tumblestone Drive	60				70% occupancy
	1br/1ba	\$895	816	\$1.10	Pre-leasing Under construction 40 units complete
	1br/1ba/den	\$975	864	\$1.13	
	2br/2ba	\$1,150 to \$1,195	1,134 to 1,183	\$1.01 to \$1.01	
. Upper Leacock Township					
Chelsea Village (1966) 25 Bradford Dr.	238				97% occupancy
	1br/1ba	\$714 to \$759	750	\$0.95 to \$1.01	Pool, playground, tennis, basketball.
	2br/1ba TH	\$789 to \$829	900	\$0.88 to \$0.92	
	2br/2ba	\$814 to \$869	990	\$0.82 to \$0.88	
	3br/2.5ba TH	\$964 to \$1,244	1,122	\$0.86 to \$1.11	
	3br/2ba	\$1,009 to \$1,049	1,200	\$0.84 to \$0.87	

Summary of Selected Rental Properties
Lancaster County, Pennsylvania
August, 2013

<u>Property (Date Opened)</u> <u>Address</u>	<u>Number of Units</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
<i>..... West Cocalico Township</i>					
Homeroom Commons (2013) <i>80 West Queen Street</i>	17 1br/1ba	\$850 to \$1,200	800 to 1,200	\$1.00 to \$1.06	In lease-up. <i>Community room.</i>

**Summary of Selected For-Sale Multi-Family
And Single-Family Attached New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Unit Type</u>	<u>Average Lot Size</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
<i>..... City of Lancaster</i>						
317 North <i>Redcay Industrial Development</i>	CO	n/a	\$199,000 to \$329,000	1,000 to 1,575	\$199 to \$209	
<i>..... Christiana Borough.</i>						
Villas at Georgetown <i>Lantz Builders, Inc.</i>	Villa	6,800 sf	\$167,000 to \$233,500	1,288 to 1,973	\$118 to \$130	4
<i>..... Ephrata Borough.</i>						
Westpointe Ridge <i>Garman Builders</i>	CO	n/a	\$122,500	1,254	\$98	1
<i>..... Lititz Borough</i>						
Pilger Haus Condos <i>Bottom Line Construction</i>	CO	n/a	\$221,000	1,098	\$201	1
<i>..... Mount Joy Borough.</i>						
Florin Hill <i>Charter Homes</i>	TH	n/a	\$210,113	1,700	\$124	1

**Summary of Selected For-Sale Multi-Family
And Single-Family Attached New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Unit Type</u>	<u>Average Lot Size</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
. East Cocalico Township.						
Autumn Hills <i>GRH Development, Inc.</i>	Duplex	5,500 sf	\$162,900 to \$165,000	1,250	\$130 to \$132	4
. East Hempfield Township.						
Woods Edge <i>Murry Development Corp.</i>	TH	2,600 sf	\$199,000	1,437	\$138	1
. Ephrata Township.						
Bethany Gardens <i>Blue Lake Builders</i>	TH	4,150 sf	\$159,900 to \$184,900	1,434 to 1,720	\$108 to \$112	6
Fieldcrest <i>Garman Builders</i>	TH	1,350 sf	\$224,900	1,829	\$123	1
. Lancaster Township.						
Southern Village <i>E.G. Stoltzfus Homes</i>	Duplex	4,800 sf	\$184,790 to \$186,290	1,173	\$158 to \$159	2
. Manheim Township						
Townes on Richmond Sq. <i>Classic Communities</i>	TH	4,800 sf	\$228,000 to \$252,000	2,451	\$93 to \$103	3
. West Lampeter Township.						
Willow Bend Farm <i>Metzler Homebuilders</i>	TH	4,100 sf	\$189,900 to \$246,900	1,728 to 1,900	\$110 to \$130	3
Summer Breeze <i>Horst & Son, Inc.</i>	Duplex	4,800 sf	\$206,223	1,767	\$117	1

SOURCE: Metro-Study;
Zimmerman/Volk Associates, Inc.

**Summary of Selected For-Sale Multi-Family
And Single-Family Attached New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Unit Type</u>	<u>Average Lot Size</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
<i>..... Manor Township</i>						
Manor Oaks Ph.III <i>Manor Oaks III Associates</i>	TH	n/a	\$147,500	1,320	\$112	1
Sawgrass <i>Murry Development Corp.</i>	TH	7,400 sf	\$335,000	2,267	\$148	1
<i>..... Rapho Township</i>						
Summit Point at Elm Tree <i>Larry C. Dombach, Inc.</i>	Duplex	5,550 sf	\$166,495 to \$315,900	1,145 to 2,453	\$129 to \$145	5
Green Park <i>C.B. Burkholder, Inc.</i>	Duplex	7,000 sf	\$173,300 to \$224,900	1,408 to 1,920	\$117 to \$123	4
Villas at Elm Tree <i>Rockford Homes</i>	Duplex "Active Adult"	4,000 sf	\$219,900 to \$282,900	1,448 to 2,270	\$125 to \$152	2
<i>..... West Donegal Township</i>						
Woods Edge <i>Rohrers Construction</i>	TH	1,950 sf	\$219,900 to \$261,500	2,523	\$87 to \$104	3

**Summary of Selected For-Sale Multi-Family
And Single-Family Attached New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u>	<u>Unit Type</u>	<u>Average Lot Size</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
<u>Developer/Builder</u>						
	<i>..... Paradise Township</i>					
Village in Paradise <i>Huyard Homes</i>	Duplex	13,900 sf	\$199,900 to \$271,900	1,409 to 1,490	\$142 to \$182	2
	<i>..... Upper Leacock Township</i>					
Bradford Commons <i>Haller Builders</i>	TH	2,600 sf	\$155,000	1,456	\$106	2

**Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Average</u> <u>Lot Size</u>	<u>Unit</u> <u>Configuration</u>	<u>Unit Price</u> <u>Range</u>	<u>Unit Size</u> <u>Range</u>	<u>Price Per</u> <u>Sq. Ft.</u>	<u>Number</u> <u>of Closings</u>
<i>..... East Petersburg Borough</i>						
Hadyn Manor <i>Hogan and Herr Enterprises</i>	10,000 sf	4br/2.5ba Manor Homes	\$404,900 to \$464,900	2,684 to 3,040	\$151 to \$153	1
		4br/2.5ba Custom Homes	\$440,000 to \$575,000	3,000 to 3,700	\$147 to \$155	0
		3br/2.5ba Cottage Homes	\$374,000 to \$409,900	2,305 to 2,750	\$149 to \$162	0
<i>..... Mount Joy Borough</i>						
Florin Hill <i>Charter Homes</i>	n/a	2br/2.5ba to 4br/2.5ba	\$178,990 to \$290,990	1,510 to 3,097	\$94 to \$119	5
The Lakes <i>Charter Homes</i>	4,350 sf	3br/2.5ba	\$183,000	1,604	\$114	1
Arbor Rose <i>Kenneth Homes</i>	12,200 sf	3br/2.5ba	\$229,450	2,046	\$112	1
The Lakes <i>Brookfield</i>	7,000 sf	3br/2.5ba	\$232,000	2,298	\$101	1
The Reserve at Union Schl <i>Kenneth Homes</i>	15,000 sf	3br/2ba to 4br/2.5ba	\$249,900 to \$309,900	1,682 to 2,890	\$107 to \$149	1
The Reserve at Union Schl <i>Garman Builders</i>	15,000 sf	4br/2.5ba	\$289,990 to \$329,990	2,204 to 2,966	\$111 to \$132	2
<i>..... Terre Hill Borough</i>						
Linden Street <i>Ironstone Development</i>	1 - 2 acres	3br/2.5ba	\$142,000 to \$185,000	1,284 to 1,808	\$102 to \$111	2
Fairville Heights <i>ISM Construction</i>	10,900 sf	3br/2.5ba to 4br/2.5ba	\$228,000 to \$269,900	1,342 to 2,120	\$127 to \$170	1

SOURCE: Metro-Study;
Zimmerman/Volk Associates, Inc.

**Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Average</u> <u>Lot Size</u>	<u>Unit</u> <u>Configuration</u>	<u>Unit Price</u> <u>Range</u>	<u>Unit Size</u> <u>Range</u>	<u>Price Per</u> <u>Sq. Ft.</u>	<u>Number</u> <u>of Closings</u>
<i>..... East Hempfield Township</i>						
Stable Downs <i>E.G. Stolfus</i>	1/4 acre	3br/2ba	\$211,645	1,544	\$137	1
Village Grande at Miller's Run <i>D.R. Horton</i>	6,500 sf "Active Adult"	3br/2ba to 4br/3ba	\$272,335 to \$330,945	1,558 to 2,233	\$148 to \$175	5
Hempfield Crossing <i>E.G. Stolfus Homes</i>	11,000 sf	3br/2.5ba to 4br/2.5ba	\$273,990 to \$331,490	1,612 to 2,383	\$139 to \$170	6
<i>..... Carriage Homes</i>						
Veranda <i>Charter Homes</i>	16,000 sf	3br/2.5ba	\$326,990 to \$381,990	2,347 to 2,562	\$139 to \$149	0
<i>..... Single Family</i>						
		4br/2.5ba	\$334,990 to \$414,990	2,457 to 3,185	\$130 to \$136	5
<i>..... Ephrata Township</i>						
Lincolns Meadow <i>Cobblestone Building Group</i>	7,400 sf	3br/2ba to 3br/2.5ba	\$179,990 to \$199,900	1,443 to 1,680	\$119 to \$125	4
Autumn Hills <i>GRH Development</i>	9,500 sf	3br/2ba to 4br/2.5ba	\$214,900 to \$237,974	1,443 to 2,017	\$118 to \$149	1
Summerlyn Green <i>Garman Builders</i>	10,000 sf	3br/2ba to 4br/2.5ba	\$248,990 to \$459,990	1,834 to 3,272	\$136 to \$141	2
<i>..... Manheim Township</i>						
<i>..... Lot prices</i>						
The Farm on Quarry Road <i>Simeral Construction</i>	1/3 acre to 1 1/4 acre		\$229,900 to \$247,900			1
Stone Mill Estates <i>Lancaster Home Builders</i>	12,200 sf	3br/2ba to 4br/3.5ba	\$249,900 to \$386,950	1,800 to 3,375	\$115 to \$139	1

SOURCE: Metro-Study;
Zimmerman/Volk Associates, Inc.

**Summary of Selected For-Sale Single-Family Detached
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Lancaster County, Pennsylvania
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<u>Development</u> <u>Developer/Builder</u>	<u>Average</u> <u>Lot Size</u>	<u>Unit</u> <u>Configuration</u>	<u>Unit Price</u> <u>Range</u>	<u>Unit Size</u> <u>Range</u>	<u>Price Per</u> <u>Sq. Ft.</u>	<u>Number</u> <u>of Closings</u>
. <i>Manheim Township {continued}</i>						
Worthington <i>Keystone Custom Homes</i>	6,400 sf	3br / 2.5ba to 4br / 2.5ba	\$256,912 to \$283,212	2,650 to 3,542	\$80 to \$97	5
South Meadow at Wetherburn Commons <i>Hess Homebuilders, Inc.</i>	8,100 sf	3br / 2ba to 4br / 3ba	\$268,500 to \$347,900	1,800 to 2,127	\$149 to \$164	3
East Meadow at Wetherburn Commons <i>J.E.B. & Sons</i>	6,700 sf	3br / 2ba to 5br / 3ba	\$276,900 to \$342,900	2,028 to 2,756	\$124 to \$137	5
Brighton <i>Millfield Construction</i>	9,600 sf	3br / 2.5ba to 4br / 2.5ba	\$319,950 to \$439,900	2,250 to 3,415	\$129 to \$142	1
Stonehenge Reserve <i>Costello Builders</i>	1/3 to 1/2 acre	3br / 2.5ba to 4br / 4.5ba	\$349,900 to \$749,263	2,900 to 3,559	\$121 to \$211	1
Penn's Crossing <i>Landmark Homes</i>	10,000 sf	3br / 2ba to 4br / 4.5ba	\$354,700 to \$587,000	2,641 to 3,688	\$134 to \$159	1
. <i>West Hempfield Township</i>						
Cedar Chase <i>Your Towne Builders, Inc.</i>	8,500 sf	3br / 2ba to 4br / 2.5ba	\$330,000 to \$349,000	2,116 to 2,704	\$129 to \$156	2
. <i>West Lampeter Township</i>						
. <i>Carriage Homes</i>						
Mill Creek <i>Charter Homes</i>	8,000 sf	3br / 2.5ba to 4br / 2.5ba	\$395,800 to \$474,470	2,479 to 2,780	\$160 to \$171	1
. <i>Single Family</i>						
		3br / 2.5ba to 4br / 2.5ba	\$327,990 to \$399,045	2,479 to 2,816	\$132 to \$142	3

SOURCE: Metro-Study;
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**Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Average Lot Size</u>	<u>Unit Configuration</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
<i>..... Clay Township</i>						
Clearview Gardens <i>Landmark Builders</i>	9,000 sf "Active Adult"	3br/2.5ba to 4br/2.5ba	\$229,900 to \$350,900	1,500 to 2,860	\$123 to \$153	3
Home Town Square <i>Landmark Builders</i>	6,300 sf "Active Adult"	3br/2.5ba to 4br/2.5ba	\$280,400 to \$362,900	2,189 to 2,637	\$128 to \$138	3
<i>..... Earl Township</i>						
Rosedale <i>Zimmerman Building</i>	6,750 sf	4br/2.5ba	\$159,900 to \$169,900	1,648	\$97 to \$103	2
Windsock Way <i>Ironstone Development</i>	17,000 sf	4br/2.5ba	\$215,000 to \$285,000	1,210 to 2,392	\$119 to \$178	2
<i>..... East Donegal Township</i>						
Castleton <i>Keystone Custom Homes</i>	7,000 sf to 8,700 sf	3br/1ba to 4br/2.5ba	\$157,774 to \$299,912	987 to 2,328	\$129 to \$160	7
<i>..... East Earl Township</i>						
Wildflower Ridge <i>Wildflower LLC</i>	1/3 acre	2br/2ba to 4br/2.5ba	\$188,000 to \$276,510	1,410 to 2,040	\$133 to \$136	3
Cheltenham <i>Keystone Custom Homes</i>	6,500 sf	3br/1ba to 4br/2.5ba	\$198,586 to \$299,900	1,700 to 2,722	\$110 to \$117	4
<i>..... Manor Township</i>						
Winding Creek <i>Murry Development Corp.</i>	9,300 sf	3br/2ba to 4br/2ba	\$189,900 to \$397,500	2,222 to 2,449	\$85 to \$162	3
Parkfield <i>Horst & Son, Inc.</i>	15,700 sf	3br/2ba to 4br/3.5ba	\$334,775 to \$403,325	2,168 to 2,882	\$140 to \$154	4

SOURCE: Metro-Study;
Zimmerman/Volk Associates, Inc.

**Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Average</u> <u>Lot Size</u>	<u>Unit</u> <u>Configuration</u>	<u>Unit Price</u> <u>Range</u>	<u>Unit Size</u> <u>Range</u>	<u>Price Per</u> <u>Sq. Ft.</u>	<u>Number</u> <u>of Closings</u>
. Rapho Township						
. Lot prices						
Quail Creek <i>Gerard Builders</i>	1 - 2 acres		\$127,900 to \$136,900			2
Traditions of America <i>Traditions of America</i>	3,000 sf "Active Adult"	3br/2ba to 3br/3ba	\$217,882 \$387,289	1,237 to 2,674	\$145 to \$176	11
Traditions at Elm Tree <i>E.G. Stoltsfus</i>	5,800 sf "Active Adult"	2br/2ba to 3br/3ba	\$234,400 to \$399,900	1,274 to 2,244	\$178 to \$184	7
Four Seasons at Elm Tree <i>Traditions of America</i>	5,800 sf "Active Adult"	3br/2ba	\$342,810	2,265	\$151	1
. West Donegal Township						
Featherton Crossing <i>Forino Company, LP</i>	n/a	3br/2ba to 4br/2.5ba	\$221,990 to \$272,990	1,355 to 2,479	\$110 to \$164	7
Bishop Woods <i>Charter Homes</i>	1 acre	4br/2.5ba	\$332,990 to \$437,990	2,453 to 4,113	\$106 to \$136	3
. Colerain Township						
Black Rock Estates <i>Landmark Homes</i>	10,000 sf to 12,000 sf	4br/2.5ba	\$305,500 to \$499,900	2,000 to 4,000	\$125 to \$153	1
. Conoy Township						
Towns Edge <i>Hess Homebuilders, Inc.</i>	11,000 sf	3br/2.5ba	\$155,470 to \$177,200	1,040 to 1,568	\$113 to \$149	2
River View <i>Hess Homebuilders, Inc.</i>	10,000 sf	3br/2.5ba	\$159,900 to \$174,900	1,152 to 1,600	\$109 to \$139	1

SOURCE: Metro-Study;
Zimmerman/Volk Associates, Inc.

**Summary of Selected For-Sale Single-Family Detached
New Home Subdivisions**
Lancaster County, Pennsylvania
January 1 - July 31, 2013

<u>Development</u> <u>Developer/Builder</u>	<u>Average Lot Size</u>	<u>Unit Configuration</u>	<u>Unit Price Range</u>	<u>Unit Size Range</u>	<u>Price Per Sq. Ft.</u>	<u>Number of Closings</u>
<i>..... Leacock Township</i>						
Watson Run <i>Berks Homes</i>	6,500 sf "Active Adult"	3br/2.5ba	\$281,458	2,486	\$113	1
<i>..... Little Britain Township</i>						
Steele Ridge <i>Custom Home Group</i>	1 acre	3br/2ba to 4br/2.5ba	\$277,900 to \$292,900	1,702 to 2,016	\$145 to \$163	1
<i>..... Paradise Township</i>						
Village in Paradise <i>Huyard Homes</i>	1/2 acre	2br/2ba to 3br/2.5ba	\$255,900 to \$270,900	1,765 to 1,465	\$145 to \$185	1
<i>..... Upper Leacock Township</i>						
Olde Leacock Village <i>Huyard Homes, LLC</i>	10,000 sf	4br/2.5ba	\$262,500	1,852	\$142	1
Rockrimmon Ridges <i>Homes for Life, LLC</i>	3/4 acre	4br/2.5ba	\$285,000	2,274	\$125	1

Selected Demographic Characteristics: Population, Households, Median Household Income
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>Age of Population</i>								<i>Median Age</i>	<i>Number Households</i>	<i>Average Household Size</i>	<i>Median Household Income</i>
		<i>... 17 and Under ...</i>		<i>... 18 to 34 ...</i>		<i>... 35 to 64 ...</i>		<i>... 65 and older ...</i>					
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>				
Lancaster County	528,359	130,583	24.7%	114,888	21.7%	200,530	38.0%	82,363	15.6%	38.0	197,403	2.61	\$51,022
City													
Lancaster	60,191	15,448	25.7%	17,924	29.8%	21,106	35.1%	5,713	9.5%	31.8	22,297	2.55	\$29,686
<i>Share of Total:</i>	11.4%	11.8%		15.6%		10.5%		6.9%			11.3%		
Boroughs													
Adamstown	1,937	463	23.9%	417	21.5%	824	42.5%	233	12.0%	37.9	761	2.55	\$52,377
Akron	3,915	882	22.5%	756	19.3%	1,560	39.8%	717	18.3%	42.1	1,664	2.35	\$48,949
Christiana	1,317	373	28.3%	267	20.3%	450	34.2%	227	17.2%	36.2	414	2.97	\$56,443
Columbia	10,491	2,471	23.6%	2,259	21.5%	4,047	38.6%	1,714	16.3%	38.9	4,375	2.35	\$34,929
Denver	3,943	962	24.4%	834	21.2%	1,599	40.6%	548	13.9%	38.4	1,455	2.64	\$55,372
East Petersburg	4,476	1,047	23.4%	853	19.1%	1,853	41.4%	723	16.2%	40.7	1,742	2.56	\$58,248
Elizabethtown	11,704	2,328	19.9%	3,829	32.7%	4,051	34.6%	1,496	12.8%	32.9	4,402	2.30	\$44,554
Ephrata	13,568	3,272	24.1%	3,162	23.3%	5,235	38.6%	1,899	14.0%	37.0	5,638	2.40	\$43,138
Lititz	9,523	2,054	21.6%	1,851	19.4%	3,419	35.9%	2,199	23.1%	42.8	4,079	2.25	\$49,739
Manheim	4,916	1,089	22.2%	1,138	23.1%	1,921	39.1%	768	15.6%	38.7	2,061	2.37	\$51,872
Marietta	2,613	566	21.7%	573	21.9%	1,144	43.8%	330	12.6%	39.5	1,117	2.34	\$44,187
Millersville	8,316	909	10.9%	4,325	52.0%	1,928	23.2%	1,154	13.9%	23.9	2,531	2.30	\$44,109
Mount Joy	7,633	1,729	22.7%	1,754	23.0%	3,080	40.4%	1,070	14.0%	38.2	3,256	2.34	\$51,844
Mountville	2,900	520	17.9%	541	18.7%	1,149	39.6%	690	23.8%	46.4	1,287	2.13	\$45,174
New Holland	5,471	1,210	22.1%	1,095	20.0%	2,166	39.6%	1,000	18.3%	42.0	2,279	2.40	\$46,570
Quarryville	2,630	699	26.6%	616	23.4%	955	36.3%	360	13.7%	35.0	1,027	2.56	\$49,941
Strasburg	3,064	829	27.1%	607	19.8%	1,171	38.2%	457	14.9%	37.7	1,133	2.70	\$48,741
Terre Hill	1,473	432	29.3%	342	23.2%	494	33.5%	205	13.9%	31.6	484	3.04	\$45,625
<i>Subtotal:</i>	99,890	21,835	21.9%	25,219	25.2%	37,046	37.1%	15,790	15.8%	37.3	39,705	2.52	\$46,627
<i>Share of Total:</i>	18.9%	16.7%		22.0%		18.5%		19.2%			20.1%		

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Population, Households, Median Household Income
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>Age of Population</i>								<i>Median Age</i>	<i>Number Households</i>	<i>Average Household Size</i>	<i>Median Household Income</i>
		<i>... 17 and Under ...</i>		<i>... 18 to 34 ...</i>		<i>... 35 to 64 ...</i>		<i>... 65 and older ...</i>					
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>				
Suburban Townships													
East Cocalico	10,376	2,732	26.3%	1,964	18.9%	4,192	40.4%	1,488	14.3%	39.0	3,785	2.74	\$58,890
East Hempfield	23,934	5,176	21.6%	4,245	17.7%	9,866	41.2%	4,647	19.4%	44.3	9,804	2.43	\$67,250
East Lampeter	16,808	4,074	24.2%	3,705	22.0%	6,457	38.4%	2,572	15.3%	38.0	6,534	2.57	\$48,458
Ephrata	9,529	2,437	25.6%	1,951	20.5%	3,593	37.7%	1,548	16.2%	38.5	3,447	2.71	\$53,930
Lancaster	16,436	3,385	20.6%	4,156	25.3%	6,044	36.8%	2,851	17.3%	38.5	6,579	2.38	\$44,870
Manheim	39,082	8,849	22.6%	6,626	17.0%	15,304	39.2%	8,303	21.2%	44.0	15,474	2.45	\$61,118
Warwick	18,133	4,516	24.9%	3,278	18.1%	7,751	42.7%	2,593	14.3%	40.5	6,834	2.64	\$65,545
West Hempfield	16,335	3,980	24.4%	3,060	18.7%	7,299	44.7%	1,996	12.2%	40.3	6,073	2.68	\$63,139
West Lampeter	15,677	3,257	20.8%	2,291	14.6%	5,693	36.3%	4,436	28.3%	48.4	6,508	2.36	\$57,419
<i>Subtotal:</i>	166,310	38,406	23.1%	31,276	18.8%	66,199	39.8%	30,434	18.3%	41.9	65,038	2.56	\$58,900
<i>Share of Total:</i>	31.5%	29.4%		27.2%		33.0%		37.0%			32.9%		

Selected Demographic Characteristics: Population, Households, Median Household Income
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>Age of Population</i>								<i>Median Age</i>	<i>Number Households</i>	<i>Average Household Size</i>	<i>Median Household Income</i>
		<i>... 17 and Under ...</i>		<i>... 18 to 34 ...</i>		<i>... 35 to 64 ...</i>		<i>... 65 and older ...</i>					
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>				
Semi-Rural Townships													
Clay	6,456	1,710	26.5%	1,215	18.8%	2,525	39.1%	1,006	15.6%	39.3	2,263	2.85	\$58,185
Earl	7,096	2,055	29.0%	1,358	19.1%	1,932	27.2%	1,751	24.7%	37.3	2,414	2.88	\$48,539
East Donegal	8,149	2,163	26.5%	1,702	20.9%	3,354	41.2%	930	11.4%	36.8	3,002	2.71	\$59,818
East Drumore	3,936	1,040	26.4%	701	17.8%	1,342	34.1%	853	21.7%	40.9	1,429	2.68	\$57,831
East Earl	6,452	1,909	29.6%	1,366	21.2%	2,370	36.7%	807	12.5%	34.2	2,103	3.07	\$53,889
Eden	2,098	720	34.3%	449	21.4%	718	34.2%	211	10.1%	30.3	643	3.26	\$51,563
Manor	20,106	4,102	20.4%	4,557	22.7%	8,222	40.9%	3,225	16.0%	40.8	8,100	2.46	\$55,016
Mount Joy	10,096	2,598	25.7%	2,063	20.4%	4,196	41.6%	1,239	12.3%	37.7	3,678	2.74	\$59,555
Penn	9,011	2,122	23.5%	1,580	17.5%	3,522	39.1%	1,787	19.8%	42.5	3,427	2.59	\$54,239
Pequea	4,629	1,114	24.1%	839	18.1%	1,978	42.7%	698	15.1%	42.0	1,684	2.74	\$59,542
Providence	6,899	1,653	24.0%	1,332	19.3%	2,825	40.9%	1,089	15.8%	41.6	2,545	2.71	\$47,837
Rapho	10,707	2,417	22.6%	1,937	18.1%	4,569	42.7%	1,784	16.7%	43.3	4,123	2.58	\$58,763
Sadsbury	3,310	1,170	35.3%	687	20.8%	1,059	32.0%	394	11.9%	29.5	948	3.44	\$55,000
Salisbury	11,147	3,797	34.1%	2,388	21.4%	3,827	34.3%	1,135	10.2%	30.2	3,291	3.39	\$56,519
Strasburg	3,963	1,192	30.1%	776	19.6%	1,473	37.2%	522	13.2%	35.3	1,317	3.01	\$58,320
West Donegal	8,498	1,791	21.1%	1,186	14.0%	3,106	36.5%	2,415	28.4%	36.4	3,256	2.44	\$59,489
West Earl	8,037	2,347	29.2%	1,536	19.1%	2,795	34.8%	1,359	16.9%	40.5	2,667	2.94	\$55,159
<i>Subtotal:</i>	130,590	33,900	26.0%	25,672	19.7%	49,813	38.1%	21,205	16.2%	38.3	46,890	2.79	\$56,049
<i>Share of Total:</i>	24.7%	26.0%		22.3%		24.8%		25.7%			23.8%		

Selected Demographic Characteristics: Population, Households, Median Household Income
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>Age of Population</i>								<i>Median Age</i>	<i>Number Households</i>	<i>Average Household Size</i>	<i>Median Household Income</i>
		<i>... 17 and Under ...</i>		<i>... 18 to 34 ...</i>		<i>... 35 to 64 ...</i>		<i>... 65 and older ...</i>					
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>				
Rural Townships													
Bart	3,074	1,100	35.8%	693	22.5%	931	30.3%	350	11.4%	27.8	857	3.59	\$48,479
Brecknock	7,266	2,093	28.8%	1,483	20.4%	2,687	37.0%	1,003	13.8%	35.7	2,386	3.05	\$56,594
Caernarvon	4,821	1,391	28.9%	951	19.7%	1,645	34.1%	834	17.3%	36.5	1,489	3.17	\$58,925
Colerain	3,657	1,273	34.8%	739	20.2%	1,226	33.5%	419	11.5%	30.4	1,065	3.43	\$55,357
Conestoga	3,763	808	21.5%	739	19.6%	1,694	45.0%	522	13.9%	42.6	1,427	2.63	\$52,608
Conoy	3,213	747	23.2%	647	20.1%	1,469	45.7%	350	10.9%	40.1	1,203	2.67	\$62,500
Drumore	2,582	805	31.2%	553	21.4%	926	35.9%	298	11.5%	32.7	800	3.23	\$57,345
Elizabeth	3,909	993	25.4%	770	19.7%	1,681	43.0%	465	11.9%	39.3	1,394	2.80	\$63,032
Fulton	3,120	913	29.3%	643	20.6%	1,153	37.0%	411	13.2%	35.1	1,048	2.98	\$48,333
Leacock	5,233	1,889	36.1%	1,205	23.0%	1,399	26.7%	740	14.1%	27.6	1,530	3.42	\$49,224
Little Britain	4,179	1,264	30.2%	828	19.8%	1,581	37.8%	506	12.1%	34.9	1,331	3.14	\$57,278
Martic	5,220	1,337	25.6%	976	18.7%	2,304	44.1%	603	11.6%	39.9	1,850	2.82	\$54,725
Paradise	5,191	1,632	31.4%	1,175	22.6%	1,674	32.2%	710	13.7%	31.7	1,656	3.11	\$48,466
Upper Leacock	8,799	2,640	30.0%	1,938	22.0%	3,088	35.1%	1,133	12.9%	33.4	2,976	2.96	\$54,096
West Cocalico	7,351	2,109	28.7%	1,457	19.8%	2,908	39.6%	877	11.9%	36.2	2,461	2.99	\$55,793
<i>Subtotal:</i>	71,378	20,994	29.4%	14,797	20.7%	26,366	36.9%	9,221	12.9%	34.9	23,473	3.04	\$54,926
<i>Share of Total:</i>	13.5%	16.1%		12.9%		13.1%		11.2%			11.9%		

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Household Income Ranges
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... Under \$25,000 ...</i>		<i>... \$25,000 - \$49,999 ...</i>		<i>... \$50,000 - \$74,900 ...</i>		<i>... \$75,000 - \$99,999 ...</i>		<i>\$100,000 - \$149,999</i>		<i>... \$150,000 and up ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	197,403	43,514	22.0%	53,485	27.1%	41,641	21.1%	26,023	13.2%	21,743	11.0%	10,997	5.6%
City													
Lancaster	22,297	9,681	43.4%	6,723	30.2%	3,380	15.2%	1,209	5.4%	917	4.1%	387	1.7%
<i>Share of Total:</i>	11.3%	22.2%		12.6%		8.1%		4.6%		4.2%		3.5%	
Boroughs													
Adamstown	761	164	21.6%	201	26.4%	163	21.4%	123	16.2%	86	11.3%	24	3.2%
Akron	1,664	326	19.6%	528	31.7%	358	21.5%	269	16.2%	154	9.3%	29	1.7%
Christiana	414	59	14.3%	123	29.7%	97	23.4%	64	15.5%	45	10.9%	26	6.3%
Columbia	4,375	1,558	35.6%	1,336	30.5%	835	19.1%	333	7.6%	287	6.6%	26	0.6%
Denver	1,455	244	16.8%	404	27.8%	370	25.4%	288	19.8%	98	6.7%	51	3.5%
East Petersburg	1,742	222	12.7%	552	31.7%	294	16.9%	300	17.2%	273	15.7%	101	5.8%
Elizabethtown	4,402	1,342	30.5%	1,083	24.6%	1,013	23.0%	495	11.2%	353	8.0%	116	2.6%
Ephrata	5,638	1,263	22.4%	2,072	36.8%	1,090	19.3%	579	10.3%	482	8.5%	152	2.7%
Lititz	4,079	873	21.4%	1,179	28.9%	865	21.2%	545	13.4%	406	10.0%	211	5.2%
Manheim	2,061	451	21.9%	544	26.4%	474	23.0%	281	13.6%	270	13.1%	41	2.0%
Marietta	1,117	241	21.6%	414	37.1%	239	21.4%	106	9.5%	87	7.8%	30	2.7%
Millersville	2,531	790	31.2%	589	23.3%	547	21.6%	336	13.3%	169	6.7%	100	4.0%
Mount Joy	3,256	553	17.0%	1,025	31.5%	678	20.8%	455	14.0%	340	10.4%	205	6.3%
Mountville	1,287	303	23.5%	419	32.6%	216	16.8%	157	12.2%	142	11.0%	50	3.9%
New Holland	2,279	578	25.4%	658	28.9%	486	21.3%	313	13.7%	163	7.2%	81	3.6%
Quarryville	1,027	254	24.7%	260	25.3%	250	24.3%	118	11.5%	102	9.9%	43	4.2%
Strasburg	1,133	235	20.7%	235	20.7%	276	24.4%	144	12.7%	158	13.9%	85	7.5%
Terre Hill	484	133	27.5%	137	28.3%	85	17.6%	34	7.0%	63	13.0%	32	6.6%
<i>Subtotal:</i>	<i>39,705</i>	<i>9,589</i>	<i>24.2%</i>	<i>11,759</i>	<i>29.6%</i>	<i>8,336</i>	<i>21.0%</i>	<i>4,940</i>	<i>12.4%</i>	<i>3,678</i>	<i>9.3%</i>	<i>1,403</i>	<i>3.5%</i>
<i>Share of Total:</i>	<i>20.1%</i>	<i>22.0%</i>		<i>22.0%</i>		<i>20.0%</i>		<i>19.0%</i>		<i>16.9%</i>		<i>12.8%</i>	

Selected Demographic Characteristics: Household Income Ranges
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... Under \$25,000 ...</i>		<i>... \$25,000 - \$49,999 ...</i>		<i>... \$50,000 - \$74,900 ...</i>		<i>... \$75,000 - \$99,999 ...</i>		<i>\$100,000 - \$149,999</i>		<i>... \$150,000 and up ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	3,785	664	17.5%	917	24.2%	876	23.1%	603	15.9%	463	12.2%	262	6.9%
East Hempfield	9,804	1,505	15.4%	2,086	21.3%	1,900	19.4%	1,511	15.4%	1,620	16.5%	1,182	12.1%
East Lampeter	6,534	1,236	18.9%	2,153	33.0%	1,397	21.4%	725	11.1%	683	10.5%	340	5.2%
Ephrata	3,447	567	16.4%	1,040	30.2%	741	21.5%	449	13.0%	411	11.9%	239	6.9%
Lancaster	6,579	1,786	27.1%	1,878	28.5%	1,352	20.6%	787	12.0%	493	7.5%	283	4.3%
Manheim	15,474	2,732	17.7%	3,601	23.3%	3,157	20.4%	2,096	13.5%	2,356	15.2%	1,532	9.9%
Warwick	6,834	848	12.4%	1,548	22.7%	1,642	24.0%	1,200	17.6%	1,186	17.4%	410	6.0%
West Hempfield	6,073	993	16.4%	1,396	23.0%	1,232	20.3%	1,062	17.5%	962	15.8%	428	7.0%
West Lampeter	6,508	1,289	19.8%	1,535	23.6%	1,449	22.3%	880	13.5%	899	13.8%	456	7.0%
<i>Subtotal:</i>	65,038	11,620	17.9%	16,154	24.8%	13,746	21.1%	9,313	14.3%	9,073	14.0%	5,132	7.9%
<i>Share of Total:</i>	32.9%	26.7%		30.2%		33.0%		35.8%		41.7%		46.7%	

Selected Demographic Characteristics: Household Income Ranges
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... Under \$25,000 ...</i>		<i>... \$25,000 - \$49,999 ...</i>		<i>... \$50,000 - \$74,900 ...</i>		<i>... \$75,000 - \$99,999 ...</i>		<i>\$100,000 - \$149,999</i>		<i>... \$150,000 and up ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	2,263	343	15.2%	632	27.9%	478	21.1%	351	15.5%	264	11.7%	195	8.6%
Earl	2,414	500	20.7%	756	31.3%	525	21.7%	307	12.7%	210	8.7%	116	4.8%
East Donegal	3,002	427	14.2%	750	25.0%	825	27.5%	533	17.8%	346	11.5%	121	4.0%
East Drumore	1,429	301	21.1%	307	21.5%	340	23.8%	190	13.3%	211	14.8%	80	5.6%
East Earl	2,103	372	17.7%	600	28.5%	511	24.3%	241	11.5%	259	12.3%	120	5.7%
Eden	643	116	18.0%	194	30.2%	184	28.6%	81	12.6%	54	8.4%	14	2.2%
Manor	8,100	1,339	16.5%	2,329	28.8%	1,904	23.5%	1,274	15.7%	812	10.0%	442	5.5%
Mount Joy	3,678	623	16.9%	890	24.2%	853	23.2%	645	17.5%	415	11.3%	252	6.9%
Penn	3,427	764	22.3%	803	23.4%	864	25.2%	515	15.0%	334	9.7%	147	4.3%
Pequea	1,684	298	17.7%	394	23.4%	393	23.3%	289	17.2%	214	12.7%	96	5.7%
Providence	2,545	573	22.5%	768	30.2%	569	22.4%	292	11.5%	275	10.8%	68	2.7%
Rapho	4,123	651	15.8%	1,081	26.2%	940	22.8%	702	17.0%	532	12.9%	217	5.3%
Sadsbury	948	127	13.4%	300	31.6%	235	24.8%	140	14.8%	100	10.5%	46	4.9%
Salisbury	3,291	611	18.6%	853	25.9%	696	21.1%	446	13.6%	480	14.6%	205	6.2%
Strasburg	1,317	244	18.5%	314	23.8%	302	22.9%	182	13.8%	180	13.7%	95	7.2%
West Donegal	3,256	737	22.6%	642	19.7%	656	20.1%	587	18.0%	386	11.9%	248	7.6%
West Earl	2,667	457	17.1%	763	28.6%	550	20.6%	355	13.3%	388	14.5%	154	5.8%
<i>Subtotal:</i>	46,890	8,483	18.1%	12,376	26.4%	10,825	23.1%	7,130	15.2%	5,460	11.6%	2,616	5.6%
<i>Share of Total:</i>	23.8%	19.5%		23.1%		26.0%		27.4%		25.1%		23.8%	

Selected Demographic Characteristics: Household Income Ranges
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... Under \$25,000 ...</i>		<i>... \$25,000 - \$49,999 ...</i>		<i>... \$50,000 - \$74,900 ...</i>		<i>... \$75,000 - \$99,999 ...</i>		<i>\$100,000 - \$149,999</i>		<i>... \$150,000 and up ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships													
Bart	857	163	19.0%	280	32.7%	179	20.9%	137	16.0%	57	6.7%	41	4.8%
Brecknock	2,386	317	13.3%	737	30.9%	527	22.1%	381	16.0%	202	8.5%	222	9.3%
Caernarvon	1,489	249	16.7%	332	22.3%	458	30.8%	178	12.0%	153	10.3%	119	8.0%
Colerain	1,065	199	18.7%	278	26.1%	259	24.3%	185	17.4%	95	8.9%	49	4.6%
Conestoga	1,427	235	16.5%	452	31.7%	254	17.8%	255	17.9%	128	9.0%	103	7.2%
Conoy	1,203	150	12.5%	298	24.8%	307	25.5%	201	16.7%	158	13.1%	89	7.4%
Drumore	800	158	19.8%	190	23.8%	177	22.1%	125	15.6%	96	12.0%	54	6.8%
Elizabeth	1,394	193	13.8%	308	22.1%	376	27.0%	224	16.1%	225	16.1%	68	4.9%
Fulton	1,048	246	23.5%	299	28.5%	207	19.8%	155	14.8%	91	8.7%	50	4.8%
Leacock	1,530	305	19.9%	475	31.0%	325	21.2%	166	10.8%	169	11.0%	90	5.9%
Little Britain	1,331	244	18.3%	333	25.0%	304	22.8%	176	13.2%	180	13.5%	94	7.1%
Martic	1,850	349	18.9%	490	26.5%	455	24.6%	232	12.5%	242	13.1%	82	4.4%
Paradise	1,656	368	22.2%	487	29.4%	319	19.3%	238	14.4%	148	8.9%	96	5.8%
Upper Leacock	2,976	541	18.2%	850	28.6%	592	19.9%	367	12.3%	415	13.9%	211	7.1%
West Cocalico	2,461	424	17.2%	664	27.0%	615	25.0%	411	16.7%	256	10.4%	91	3.7%
<i>Subtotal:</i>	23,473	4,141	17.6%	6,473	27.6%	5,354	22.8%	3,431	14.6%	2,615	11.1%	1,459	6.2%
<i>Share of Total:</i>	11.9%	9.5%		12.1%		12.9%		13.2%		12.0%		13.3%	

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Families by Poverty Status
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Total Families</i>	<i>..... Above Poverty</i>						<i>..... Below Poverty</i>					
		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	138,100	128,432	93.0%	57,345	44.7%	71,087	55.3%	9,668	7.0%	7,305	75.6%	2,363	24.4%
City													
Lancaster	12,900	9,739	75.5%	4,966	51.0%	4,773	49.0%	3,161	24.5%	2,700	85.4%	461	14.6%
<i>Share of Total:</i>	9.3%	7.6%		8.7%		6.7%		32.7%		37.0%		19.5%	
Boroughs													
Adamstown	549	535	97.4%	240	44.9%	295	55.1%	14	2.6%	11	78.6%	3	21.4%
Akron	1,128	1,100	97.5%	444	40.4%	656	59.6%	28	2.5%	14	50.0%	14	50.0%
Christiana	330	297	90.0%	127	42.8%	170	57.2%	33	10.0%	19	57.6%	14	42.4%
Columbia	2,587	2,116	81.8%	812	38.4%	1,304	61.6%	471	18.2%	397	84.3%	74	15.7%
Denver	1,062	1,053	99.2%	547	51.9%	506	48.1%	9	0.8%	6	66.7%	3	33.3%
East Petersburg	1,284	1,194	93.0%	521	43.6%	673	56.4%	90	7.0%	39	43.3%	51	56.7%
Elizabethtown	2,730	2,593	95.0%	1,330	51.3%	1,263	48.7%	137	5.0%	118	86.1%	19	13.9%
Ephrata	3,659	3,512	96.0%	1,512	43.1%	2,000	56.9%	147	4.0%	114	77.6%	33	22.4%
Lititz	2,509	2,374	94.6%	963	40.6%	1,411	59.4%	135	5.4%	108	80.0%	27	20.0%
Manheim	1,351	1,285	95.1%	552	43.0%	733	57.0%	66	4.9%	59	89.4%	7	10.6%
Marietta	716	667	93.2%	342	51.3%	325	48.7%	49	6.8%	46	93.9%	3	6.1%
Millersville	1,358	1,329	97.9%	509	38.3%	820	61.7%	29	2.1%	13	44.8%	16	55.2%
Mount Joy	2,079	1,992	95.8%	772	38.8%	1,220	61.2%	87	4.2%	81	93.1%	6	6.9%
Mountville	717	674	94.0%	218	32.3%	456	67.7%	43	6.0%	38	88.4%	5	11.6%
New Holland	1,537	1,446	94.1%	560	38.7%	886	61.3%	91	5.9%	65	71.4%	26	28.6%
Quarryville	720	655	91.0%	268	40.9%	387	59.1%	65	9.0%	65	100.0%	0	0.0%
Strasburg	1,056	983	93.1%	466	47.4%	517	52.6%	73	6.9%	49	67.1%	24	32.9%
Terre Hill	388	351	90.5%	144	41.0%	207	59.0%	37	9.5%	1	2.7%	36	97.3%
<i>Subtotal:</i>	25,760	24,156	93.8%	10,327	42.8%	13,829	57.2%	1,604	6.2%	1,243	77.5%	361	22.5%
<i>Share of Total:</i>	18.7%	18.8%		18.0%		19.5%		16.6%		17.0%		15.3%	

NOTE: The family designation includes married couples with no children, as well as households with children.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Families by Poverty Status
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Total Families</i>	<i>..... Above Poverty</i>						<i>..... Below Poverty</i>					
		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	2,829	2,695	95.3%	1,278	47.4%	1,417	52.6%	134	4.7%	57	42.5%	77	57.5%
East Hempfield	6,799	6,523	95.9%	2,608	40.0%	3,915	60.0%	276	4.1%	133	48.2%	143	51.8%
East Lampeter	4,457	4,229	94.9%	1,880	44.5%	2,349	55.5%	228	5.1%	152	66.7%	76	33.3%
Ephrata	2,537	2,408	94.9%	1,148	47.7%	1,260	52.3%	129	5.1%	105	81.4%	24	18.6%
Lancaster	3,971	3,621	91.2%	1,512	41.8%	2,109	58.2%	350	8.8%	269	76.9%	81	23.1%
Manheim	10,613	10,101	95.2%	4,532	44.9%	5,569	55.1%	512	4.8%	292	57.0%	220	43.0%
Warwick	5,163	5,043	97.7%	2,453	48.6%	2,590	51.4%	120	2.3%	83	69.2%	37	30.8%
West Hempfield	4,738	4,538	95.8%	2,026	44.6%	2,512	55.4%	200	4.2%	165	82.5%	35	17.5%
West Lampeter	4,414	4,281	97.0%	1,678	39.2%	2,603	60.8%	133	3.0%	64	48.1%	69	51.9%
<i>Subtotal:</i>	45,521	43,439	95.4%	19,115	44.0%	24,324	56.0%	2,082	4.6%	1,320	63.4%	762	36.6%
<i>Share of Total:</i>	33.0%	33.8%		33.3%		34.2%		21.5%		18.1%		32.2%	

NOTE: The family designation includes married couples with no children, as well as households with children.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Families by Poverty Status
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Total Families</i>	<i>..... Above Poverty</i>						<i>..... Below Poverty</i>					
		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	1,821	1,696	93.1%	720	42.5%	976	57.5%	125	6.9%	99	79.2%	26	20.8%
Earl	1,765	1,669	94.6%	673	40.3%	996	59.7%	96	5.4%	42	43.8%	54	56.3%
East Donegal	2,292	2,146	93.6%	1,061	49.4%	1,085	50.6%	146	6.4%	112	76.7%	34	23.3%
East Drumore	1,037	985	95.0%	393	39.9%	592	60.1%	52	5.0%	45	86.5%	7	13.5%
East Earl	1,728	1,639	94.8%	764	46.6%	875	53.4%	89	5.2%	39	43.8%	50	56.2%
Eden	524	471	89.9%	201	42.7%	270	57.3%	53	10.1%	32	60.4%	21	39.6%
Manor	5,539	5,402	97.5%	2,220	41.1%	3,182	58.9%	137	2.5%	99	72.3%	38	27.7%
Mount Joy	2,852	2,728	95.7%	1,157	42.4%	1,571	57.6%	124	4.3%	117	94.4%	7	5.6%
Penn	2,536	2,457	96.9%	944	38.4%	1,513	61.6%	79	3.1%	53	67.1%	26	32.9%
Pequea	1,321	1,236	93.6%	523	42.3%	713	57.7%	85	6.4%	46	54.1%	39	45.9%
Providence	1,933	1,880	97.3%	854	45.4%	1,026	54.6%	53	2.7%	40	75.5%	13	24.5%
Rapho	3,050	2,955	96.9%	1,140	38.6%	1,815	61.4%	95	3.1%	81	85.3%	14	14.7%
Sadsbury	793	716	90.3%	354	49.4%	362	50.6%	77	9.7%	45	58.4%	32	41.6%
Salisbury	2,676	2,459	91.9%	1,236	50.3%	1,223	49.7%	217	8.1%	190	87.6%	27	12.4%
Strasburg	1,056	983	93.1%	466	47.4%	517	52.6%	73	6.9%	49	67.1%	24	32.9%
West Donegal	2,270	2,156	95.0%	834	38.7%	1,322	61.3%	114	5.0%	97	85.1%	17	14.9%
West Earl	2,083	1,934	92.8%	1,003	51.9%	931	48.1%	149	7.2%	73	49.0%	76	51.0%
<i>Subtotal:</i>	<i>35,276</i>	<i>33,512</i>	<i>95.0%</i>	<i>14,543</i>	<i>43.4%</i>	<i>18,969</i>	<i>56.6%</i>	<i>1,764</i>	<i>5.0%</i>	<i>1,259</i>	<i>71.4%</i>	<i>505</i>	<i>28.6%</i>
<i>Share of Total:</i>	<i>25.5%</i>	<i>26.1%</i>		<i>25.4%</i>		<i>26.7%</i>		<i>18.2%</i>		<i>17.2%</i>		<i>21.4%</i>	

NOTE: The family designation includes married couples with no children, as well as households with children.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Families by Poverty Status
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Total Families</i>	<i>..... Above Poverty</i>						<i>..... Below Poverty</i>					
		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>		<i>All Families</i>		<i>With Children</i>		<i>No Children</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships													
Bart	711	644	90.6%	338	52.5%	306	47.5%	67	9.4%	45	67.2%	22	32.8%
Brecknock	1,962	1,900	96.8%	901	47.4%	999	52.6%	62	3.2%	32	51.6%	30	48.4%
Caernarvon	1,197	1,105	92.3%	544	49.2%	561	50.8%	92	7.7%	64	69.6%	28	30.4%
Colerain	891	825	92.6%	401	48.6%	424	51.4%	66	7.4%	54	81.8%	12	18.2%
Conestoga	1,101	1,063	96.5%	480	45.2%	583	54.8%	38	3.5%	25	65.8%	13	34.2%
Conoy	912	889	97.5%	404	45.4%	485	54.6%	23	2.5%	20	87.0%	3	13.0%
Drumore	636	578	90.9%	242	41.9%	336	58.1%	58	9.1%	51	87.9%	7	12.1%
Elizabeth	1,119	1,075	96.1%	511	47.5%	564	52.5%	44	3.9%	39	88.6%	5	11.4%
Fulton	798	747	93.6%	373	49.9%	374	50.1%	51	6.4%	42	82.4%	9	17.6%
Leacock	1,219	1,136	93.2%	525	46.2%	611	53.8%	83	6.8%	62	74.7%	21	25.3%
Little Britain	1,115	1,036	92.9%	560	54.1%	476	45.9%	79	7.1%	46	58.2%	33	41.8%
Martic	1,474	1,370	92.9%	612	44.7%	758	55.3%	104	7.1%	82	78.8%	22	21.2%
Paradise	1,289	1,168	90.6%	520	44.5%	648	55.5%	121	9.4%	91	75.2%	30	24.8%
Upper Leacock	2,238	2,128	95.1%	1,069	50.2%	1,059	49.8%	110	4.9%	88	80.0%	22	20.0%
West Cocalico	1,981	1,922	97.0%	914	47.6%	1,008	52.4%	59	3.0%	42	71.2%	17	28.8%
<i>Subtotal:</i>	18,643	17,586	94.3%	8,394	47.7%	9,192	52.3%	1,057	5.7%	783	74.1%	274	25.9%
<i>Share of Total:</i>	13.5%	13.7%		14.6%		12.9%		10.9%		10.7%		11.6%	

NOTE: The family designation includes married couples with no children, as well as households with children.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Table 18

Selected Demographic Characteristics: Homelessness Program Participants
Lancaster County, Pennsylvania
2012

<i>Program Participants</i>	<i>Number</i>	<i>Percent</i>
<i>Age (where specified)</i>		
Under 5	421	13.3%
6 to 12	315	9.9%
13 to 17	142	4.5%
18 to 24	354	11.2%
25 to 34	620	19.6%
35 to 44	477	15.0%
45 to 61	754	23.8%
62 and older	87	2.7%
Total	3,170	
<i>Gender</i>		
Male	1,847	58.3%
Female	1,319	41.6%
Transgendered	1	0.0%
Total	3,167	
<i>Race (where specified)</i>		
White	1,812	70.0%
African-American	668	25.8%
Asian	8	0.3%
Multi-Racial	99	3.8%
Total	2,587	
<i>Ethnicity (where specified)</i>		
Hispanic Origin	820	26.2%
Non-Hispanic Origin	2,305	73.8%
Total	3,125	
<i>Extent of Homelessness (where specified)</i>		
First Time	1,402	88.9%
Four or More Times in the Past Three Years	100	6.3%
Continuously for One Year or More	75	4.8%
Total	1,577	
<i>Disabilities (where specified)</i>		
Mental Health Problem	793	24.9%
Physical	248	7.8%
Drug Abuse	238	7.5%
Alcohol Abuse	194	6.1%
Chronic Health Condition	74	2.3%
Developmental	40	1.3%
HIV / AIDS	14	0.4%

SOURCE: Lancaster County Behavioral Health and Developmental Services;
Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Ethnicity
Lancaster County, Pennsylvania
2013 Estimates

Study Area	Number Persons	... White ...		... African-American ...		American Indian/ ... Alaska Native ...		... Asian ...		... All Other* ...		... Hispanic/Latino ...	
		Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Lancaster County	528,359	464,184	87.9%	20,298	3.8%	1,295	0.2%	10,535	2.0%	32,049	6.1%	49,399	9.3%
City													
Lancaster	60,191	32,340	53.7%	9,887	16.4%	457	0.8%	1,854	3.1%	15,653	26.0%	24,807	41.2%
Share of Total:	11.4%	7.0%		48.7%		35.3%		17.6%		48.8%		50.2%	
Boroughs													
Adamstown	1,937	1,759	90.8%	26	1.3%	8	0.4%	101	5.2%	43	2.2%	36	1.9%
Akron	3,915	3,695	94.4%	52	1.3%	8	0.2%	63	1.6%	97	2.5%	170	4.3%
Christiana	1,317	1,218	92.5%	55	4.2%	1	0.1%	3	0.2%	40	3.0%	70	5.3%
Columbia	10,491	9,037	86.1%	537	5.1%	26	0.2%	66	0.6%	825	7.9%	1,047	10.0%
Denver	3,943	3,698	93.8%	29	0.7%	12	0.3%	64	1.6%	140	3.6%	182	4.6%
East Petersburg	4,476	3,985	89.0%	162	3.6%	10	0.2%	50	1.1%	269	6.0%	342	7.6%
Elizabethtown	11,704	11,062	94.5%	146	1.2%	26	0.2%	131	1.1%	339	2.9%	432	3.7%
Ephrata	13,568	12,680	93.5%	141	1.0%	24	0.2%	176	1.3%	547	4.0%	770	5.7%
Lititz	9,523	8,942	93.9%	137	1.4%	21	0.2%	120	1.3%	305	3.2%	387	4.1%
Manheim	4,916	4,653	94.7%	45	0.9%	6	0.1%	57	1.2%	155	3.2%	185	3.8%
Marietta	2,613	2,453	93.9%	56	2.1%	11	0.4%	7	0.3%	86	3.3%	129	4.9%
Millersville	8,316	7,496	90.1%	436	5.2%	20	0.2%	110	1.3%	254	3.1%	430	5.2%
Mount Joy	7,633	6,947	91.0%	208	2.7%	21	0.3%	65	0.9%	392	5.1%	636	8.3%
Mountville	2,900	2,548	87.9%	130	4.5%	7	0.2%	66	2.3%	149	5.1%	209	7.2%
New Holland	5,471	4,789	87.5%	191	3.5%	16	0.3%	152	2.8%	323	5.9%	465	8.5%
Quarryville	2,630	2,462	93.6%	36	1.4%	5	0.2%	19	0.7%	108	4.1%	135	5.1%
Strasburg	3,064	2,948	96.2%	15	0.5%	3	0.1%	27	0.9%	71	2.3%	91	3.0%
Terre Hill	1,473	1,426	96.8%	15	1.0%	4	0.3%	17	1.2%	11	0.7%	28	1.9%
Subtotal:	99,890	91,798	91.9%	2,417	2.4%	229	0.2%	1,294	1.3%	4,154	4.2%	5,744	5.8%
Share of Total:	18.9%	19.8%		11.9%		17.7%		12.3%		13.0%		11.6%	

* Native Hawaiian and Other Pacific Islanders; some other race alone; two or more races.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Ethnicity
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>... White ...</i>		<i>... African-American ...</i>		<i>American Indian/ ... Alaska Native ...</i>		<i>... Asian ...</i>		<i>... All Other* ...</i>		<i>... Hispanic/Latino ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	10,376	9,923	95.6%	99	1.0%	11	0.1%	211	2.0%	132	1.3%	203	2.0%
East Hempfield	23,934	20,990	87.7%	741	3.1%	34	0.1%	885	3.7%	1,284	5.4%	1,889	7.9%
East Lampeter	16,808	14,119	84.0%	890	5.3%	35	0.2%	735	4.4%	1,029	6.1%	1,744	10.4%
Ephrata	9,529	8,988	94.3%	105	1.1%	12	0.1%	188	2.0%	236	2.5%	332	3.5%
Lancaster	16,436	11,956	72.7%	1,745	10.6%	92	0.6%	453	2.8%	2,190	13.3%	3,579	21.8%
Manheim	39,082	33,790	86.5%	1,298	3.3%	47	0.1%	2,080	5.3%	1,867	4.8%	2,844	7.3%
Warwick	18,133	17,297	95.4%	246	1.4%	29	0.2%	178	1.0%	383	2.1%	575	3.2%
West Hempfield	16,335	14,846	90.9%	474	2.9%	33	0.2%	359	2.2%	623	3.8%	1,143	7.0%
West Lampeter	15,677	14,826	94.6%	194	1.2%	19	0.1%	241	1.5%	397	2.5%	573	3.7%
<i>Subtotal:</i>	166,310	146,735	88.2%	5,792	3.5%	312	0.2%	5,330	3.2%	8,141	4.9%	12,882	7.7%
<i>Share of Total:</i>	31.5%	31.6%		28.5%		24.1%		50.6%		25.4%		26.1%	

* Native Hawaiian and Other Pacific Islanders; some other race alone; two or more races.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Ethnicity
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Persons</i>	<i>... White ...</i>		<i>... African-American ...</i>		<i>American Indian/ ... Alaska Native ...</i>		<i>... Asian ...</i>		<i>... All Other* ...</i>		<i>... Hispanic/Latino ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	6,456	6,144	95.2%	39	0.6%	12	0.2%	116	1.8%	145	2.2%	181	2.8%
Earl	7,096	6,917	97.5%	46	0.6%	2	0.0%	64	0.9%	67	0.9%	137	1.9%
East Donegal	8,149	7,673	94.2%	168	2.1%	7	0.1%	72	0.9%	229	2.8%	296	3.6%
East Drumore	3,936	3,837	97.5%	16	0.4%	6	0.2%	6	0.2%	71	1.8%	71	1.8%
East Earl	6,452	6,184	95.8%	56	0.9%	15	0.2%	89	1.4%	108	1.7%	154	2.4%
Eden	2,098	2,055	98.0%	4	0.2%	0	0.0%	14	0.7%	25	1.2%	30	1.4%
Manor	20,106	18,233	90.7%	588	2.9%	51	0.3%	354	1.8%	880	4.4%	1,449	7.2%
Mount Joy	10,096	9,579	94.9%	128	1.3%	15	0.1%	94	0.9%	280	2.8%	326	3.2%
Penn	9,011	8,605	95.5%	93	1.0%	10	0.1%	131	1.5%	172	1.9%	239	2.7%
Pequea	4,629	4,417	95.4%	65	1.4%	7	0.2%	35	0.8%	105	2.3%	141	3.0%
Providence	6,899	6,722	97.4%	51	0.7%	21	0.3%	12	0.2%	93	1.3%	152	2.2%
Rapho	10,707	10,298	96.2%	103	1.0%	15	0.1%	129	1.2%	162	1.5%	274	2.6%
Sadsbury	3,310	3,205	96.8%	43	1.3%	0	0.0%	6	0.2%	56	1.7%	64	1.9%
Salisbury	11,147	10,768	96.6%	124	1.1%	11	0.1%	49	0.4%	195	1.7%	228	2.0%
Strasburg	3,963	3,864	97.5%	17	0.4%	2	0.1%	20	0.5%	60	1.5%	69	1.7%
West Donegal	8,498	8,268	97.3%	65	0.8%	4	0.0%	61	0.7%	100	1.2%	141	1.7%
West Earl	8,037	7,623	94.8%	70	0.9%	10	0.1%	182	2.3%	152	1.9%	257	3.2%
<i>Subtotal:</i>	130,590	124,392	95.3%	1,676	1.3%	188	0.1%	1,434	1.1%	2,900	2.2%	4,209	3.2%
<i>Share of Total:</i>	24.7%	26.8%		8.3%		14.5%		13.6%		9.0%		8.5%	

* Native Hawaiian and Other Pacific Islanders; some other race alone; two or more races.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Ethnicity
Lancaster County, Pennsylvania
2013 Estimates

Study Area	Number Persons	... White ...		... African-American ...		American Indian/ ... Alaska Native ...		... Asian ...		... All Other* ...		... Hispanic/Latino ...	
		Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Rural Townships													
Bart	3,074	3,031	98.6%	17	0.6%	2	0.1%	4	0.1%	20	0.7%	31	1.0%
Brecknock	7,266	7,045	97.0%	27	0.4%	10	0.1%	98	1.3%	86	1.2%	117	1.6%
Caernarvon	4,821	4,721	97.9%	29	0.6%	8	0.2%	23	0.5%	40	0.8%	63	1.3%
Colerain	3,657	3,518	96.2%	28	0.8%	3	0.1%	25	0.7%	83	2.3%	91	2.5%
Conestoga	3,763	3,653	97.1%	31	0.8%	7	0.2%	28	0.7%	44	1.2%	88	2.3%
Conoy	3,213	3,133	97.5%	26	0.8%	7	0.2%	3	0.1%	44	1.4%	57	1.8%
Drumore	2,582	2,531	98.0%	4	0.2%	9	0.3%	4	0.2%	34	1.3%	50	1.9%
Elizabeth	3,909	3,817	97.6%	25	0.6%	5	0.1%	18	0.5%	44	1.1%	28	0.7%
Fulton	3,120	3,014	96.6%	47	1.5%	6	0.2%	4	0.1%	49	1.6%	71	2.3%
Leacock	5,233	5,110	97.6%	29	0.6%	18	0.3%	22	0.4%	54	1.0%	81	1.5%
Little Britain	4,179	4,056	97.1%	25	0.6%	3	0.1%	11	0.3%	84	2.0%	110	2.6%
Martic	5,220	5,140	98.5%	9	0.2%	9	0.2%	3	0.1%	59	1.1%	90	1.7%
Paradise	5,191	4,961	95.6%	57	1.1%	5	0.1%	10	0.2%	158	3.0%	167	3.2%
Upper Leacock	8,799	8,043	91.4%	132	1.5%	13	0.1%	328	3.7%	283	3.2%	596	6.8%
West Cocalico	7,351	7,146	97.2%	40	0.5%	4	0.1%	42	0.6%	119	1.6%	117	1.6%
Subtotal:	71,378	68,919	96.6%	526	0.7%	109	0.2%	623	0.9%	1,201	1.7%	1,757	2.5%
Share of Total:	13.5%	14.8%		2.6%		8.4%		5.9%		3.7%		3.6%	

* Native Hawaiian and Other Pacific Islanders; some other race alone; two or more races.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Persons per Household
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... 1 Person ...</i>		<i>... 2 Persons ...</i>		<i>... 3 Persons ...</i>		<i>... 4 Persons ...</i>		<i>... 5 Persons ...</i>		<i>... 6 or More Persons ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	197,403	48,253	24.4%	70,113	35.5%	31,373	15.9%	25,691	13.0%	11,976	6.1%	9,997	5.1%
City													
Lancaster	22,297	7,154	32.1%	6,247	28.0%	3,460	15.5%	2,679	12.0%	1,429	6.4%	1,328	6.0%
<i>Share of Total:</i>	11.3%	14.8%		8.9%		11.0%		10.4%		11.9%		13.3%	
Boroughs													
Adamstown	761	170	22.3%	275	36.1%	155	20.4%	95	12.5%	38	5.0%	28	3.7%
Akron	1,664	468	28.1%	641	38.5%	242	14.5%	190	11.4%	80	4.8%	43	2.6%
Christiana	414	70	16.9%	132	31.9%	75	18.1%	77	18.6%	28	6.8%	32	7.7%
Columbia	4,375	1,479	33.8%	1,398	32.0%	644	14.7%	468	10.7%	223	5.1%	163	3.7%
Denver	1,455	312	21.4%	508	34.9%	269	18.5%	215	14.8%	94	6.5%	57	3.9%
East Petersburg	1,742	376	21.6%	650	37.3%	300	17.2%	260	14.9%	108	6.2%	48	2.8%
Elizabethtown	4,402	1,384	31.4%	1,547	35.1%	655	14.9%	542	12.3%	182	4.1%	92	2.1%
Ephrata	5,638	1,629	28.9%	1,963	34.8%	925	16.4%	675	12.0%	277	4.9%	169	3.0%
Lititz	4,079	1,380	33.8%	1,410	34.6%	571	14.0%	453	11.1%	193	4.7%	72	1.8%
Manheim	2,061	584	28.3%	750	36.4%	329	16.0%	237	11.5%	110	5.3%	51	2.5%
Marietta	1,117	313	28.0%	418	37.4%	187	16.7%	130	11.6%	42	3.8%	27	2.4%
Millersville	2,531	733	29.0%	882	34.8%	513	20.3%	287	11.3%	79	3.1%	37	1.5%
Mount Joy	3,256	956	29.4%	1,196	36.7%	492	15.1%	376	11.5%	145	4.5%	91	2.8%
Mountville	1,287	483	37.5%	450	35.0%	163	12.7%	120	9.3%	41	3.2%	30	2.3%
New Holland	2,279	624	27.4%	852	37.4%	344	15.1%	271	11.9%	129	5.7%	59	2.6%
Quarryville	1,027	257	25.0%	345	33.6%	173	16.8%	146	14.2%	75	7.3%	31	3.0%
Strasburg	1,133	239	21.1%	414	36.5%	207	18.3%	146	12.9%	57	5.0%	70	6.2%
Terre Hill	484	87	18.0%	166	34.3%	81	16.7%	59	12.2%	40	8.3%	51	10.5%
<i>Subtotal:</i>	<i>39,705</i>	<i>11,544</i>	<i>29.1%</i>	<i>13,997</i>	<i>35.3%</i>	<i>6,325</i>	<i>15.9%</i>	<i>4,747</i>	<i>12.0%</i>	<i>1,941</i>	<i>4.9%</i>	<i>1,151</i>	<i>2.9%</i>
<i>Share of Total:</i>	<i>20.1%</i>	<i>23.9%</i>		<i>20.0%</i>		<i>20.2%</i>		<i>18.5%</i>		<i>16.2%</i>		<i>11.5%</i>	

Selected Demographic Characteristics: Persons per Household
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... 1 Person ...</i>		<i>... 2 Persons ...</i>		<i>... 3 Persons ...</i>		<i>... 4 Persons ...</i>		<i>... 5 Persons ...</i>		<i>... 6 or More Persons ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	3,785	770	20.3%	1,370	36.2%	622	16.4%	558	14.7%	261	6.9%	204	5.4%
East Hempfield	9,804	2,497	25.5%	3,803	38.8%	1,462	14.9%	1,246	12.7%	554	5.7%	242	2.5%
East Lampeter	6,534	1,615	24.7%	2,406	36.8%	1,018	15.6%	804	12.3%	384	5.9%	307	4.7%
Ephrata	3,447	757	22.0%	1,259	36.5%	561	16.3%	424	12.3%	229	6.6%	217	6.3%
Lancaster	6,579	1,904	28.9%	2,337	35.5%	1,099	16.7%	740	11.2%	314	4.8%	185	2.8%
Manheim	15,474	4,168	26.9%	5,565	36.0%	2,338	15.1%	2,083	13.5%	890	5.8%	430	2.8%
Warwick	6,834	1,381	20.2%	2,530	37.0%	1,171	17.1%	1,073	15.7%	426	6.2%	253	3.7%
West Hempfield	6,073	1,089	17.9%	2,226	36.7%	1,162	19.1%	1,027	16.9%	378	6.2%	191	3.1%
West Lampeter	6,508	1,911	29.4%	2,494	38.3%	823	12.6%	742	11.4%	356	5.5%	182	2.8%
<i>Subtotal:</i>	65,038	16,092	24.7%	23,990	36.9%	10,256	15.8%	8,697	13.4%	3,792	5.8%	2,211	3.4%
<i>Share of Total:</i>	32.9%	33.3%		34.2%		32.7%		33.9%		31.7%		22.1%	

Selected Demographic Characteristics: Persons per Household
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number Households</i>	<i>... 1 Person ...</i>		<i>... 2 Persons ...</i>		<i>... 3 Persons ...</i>		<i>... 4 Persons ...</i>		<i>... 5 Persons ...</i>		<i>... 6 or More Persons ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	2,263	353	15.6%	934	41.3%	347	15.3%	305	13.5%	159	7.0%	165	7.3%
Earl	2,414	588	24.4%	902	37.4%	285	11.8%	230	9.5%	132	5.5%	277	11.5%
East Donegal	3,002	539	18.0%	1,095	36.5%	552	18.4%	481	16.0%	228	7.6%	107	3.6%
East Drumore	1,429	368	25.8%	509	35.6%	194	13.6%	166	11.6%	94	6.6%	98	6.9%
East Earl	2,103	312	14.8%	761	36.2%	360	17.1%	287	13.6%	176	8.4%	207	9.8%
Eden	643	92	14.3%	228	35.5%	106	16.5%	79	12.3%	53	8.2%	85	13.2%
Manor	8,100	1,958	24.2%	3,084	38.1%	1,384	17.1%	1,033	12.8%	426	5.3%	215	2.7%
Mount Joy	3,678	636	17.3%	1,382	37.6%	658	17.9%	588	16.0%	243	6.6%	171	4.6%
Penn	3,427	750	21.9%	1,390	40.6%	502	14.6%	424	12.4%	196	5.7%	165	4.8%
Pequea	1,684	291	17.3%	667	39.6%	277	16.4%	254	15.1%	115	6.8%	80	4.8%
Providence	2,545	483	19.0%	1,005	39.5%	414	16.3%	353	13.9%	155	6.1%	135	5.3%
Rapho	4,123	898	21.8%	1,681	40.8%	610	14.8%	494	12.0%	258	6.3%	182	4.4%
Sadsbury	948	126	13.3%	309	32.6%	158	16.7%	136	14.3%	72	7.6%	147	15.5%
Salisbury	3,291	502	15.3%	981	29.8%	590	17.9%	446	13.6%	266	8.1%	506	15.4%
Strasburg	1,317	215	16.3%	476	36.1%	218	16.6%	202	15.3%	87	6.6%	119	9.0%
West Donegal	3,256	920	28.3%	1,153	35.4%	450	13.8%	439	13.5%	206	6.3%	88	2.7%
West Earl	2,667	490	18.4%	970	36.4%	415	15.6%	365	13.7%	173	6.5%	254	9.5%
<i>Subtotal:</i>	46,890	9,521	20.3%	17,527	37.4%	7,520	16.0%	6,282	13.4%	3,039	6.5%	3,001	6.4%
<i>Share of Total:</i>	23.8%	19.7%		25.0%		24.0%		24.5%		25.4%		30.0%	

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Demographic Characteristics: Persons per Household
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>... 1 Person ...</i>		<i>... 2 Persons ...</i>		<i>... 3 Persons ...</i>		<i>... 4 Persons ...</i>		<i>... 5 Persons ...</i>		<i>... 6 or More Persons ...</i>	
	<i>Households</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships													
Bart	857	114	13.3%	300	35.0%	123	14.4%	89	10.4%	72	8.4%	159	18.6%
Brecknock	2,386	371	15.5%	864	36.2%	393	16.5%	348	14.6%	179	7.5%	231	9.7%
Caernarvon	1,489	227	15.2%	553	37.1%	215	14.4%	178	12.0%	123	8.3%	193	13.0%
Colerain	1,065	140	13.1%	368	34.6%	163	15.3%	137	12.9%	102	9.6%	155	14.6%
Conestoga	1,427	264	18.5%	558	39.1%	261	18.3%	210	14.7%	91	6.4%	43	3.0%
Conoy	1,203	240	20.0%	422	35.1%	224	18.6%	197	16.4%	75	6.2%	45	3.7%
Drumore	800	128	16.0%	285	35.6%	121	15.1%	98	12.3%	68	8.5%	100	12.5%
Elizabeth	1,394	227	16.3%	515	36.9%	258	18.5%	236	16.9%	81	5.8%	77	5.5%
Fulton	1,048	200	19.1%	357	34.1%	186	17.7%	140	13.4%	71	6.8%	94	9.0%
Leacock	1,530	285	18.6%	500	32.7%	186	12.2%	153	10.0%	116	7.6%	290	19.0%
Little Britain	1,331	175	13.1%	483	36.3%	226	17.0%	201	15.1%	123	9.2%	123	9.2%
Martic	1,850	286	15.5%	712	38.5%	326	17.6%	289	15.6%	133	7.2%	104	5.6%
Paradise	1,656	306	18.5%	553	33.4%	248	15.0%	227	13.7%	113	6.8%	209	12.6%
Upper Leacock	2,976	609	20.5%	983	33.0%	490	16.5%	404	13.6%	215	7.2%	275	9.2%
West Cocalico	2,461	370	15.0%	899	36.5%	392	15.9%	379	15.4%	213	8.7%	208	8.5%
<i>Subtotal:</i>	23,473	3,942	16.8%	8,352	35.6%	3,812	16.2%	3,286	14.0%	1,775	7.6%	2,306	9.8%
<i>Share of Total:</i>	11.9%	8.2%		11.9%		12.2%		12.8%		14.8%		23.1%	

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Labor Force
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Population 16 & Over</i>	<i>... In Labor Force ...</i>		<i>..... Civilian Labor Force</i>					<i>... In Armed Forces ...</i>		<i>... Not In Labor Force ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	402,133	269,401	67.0%	269,206	252,430	62.8%	16,776	4.2%	195	0.0%	132,732	33.0%
City												
Lancaster	45,401	28,115	61.9%	28,100	24,511	87.2%	3,589	12.8%	15	0.03%	17,286	38.1%
<i>Share of Total:</i>	11.3%	10.4%		7.0%	9.7%		21.4%		7.7%		13.0%	
Boroughs												
Adamstown	1,329	921	69.3%	921	896	97.3%	25	2.7%	0	0.0%	408	30.7%
Akron	3,348	2,429	72.6%	2,429	2,291	94.3%	138	5.7%	0	0.0%	919	27.4%
Christiana	874	482	55.1%	482	429	89.0%	53	11.0%	0	0.0%	392	44.9%
Columbia	8,096	5,463	67.5%	5,463	5,014	91.8%	449	8.2%	0	0.0%	2,633	32.5%
Denver	3,005	2,324	77.3%	2,315	2,150	92.9%	165	7.1%	9	0.3%	681	22.7%
East Petersburg	3,715	2,884	77.6%	2,884	2,591	89.8%	293	10.2%	0	0.0%	831	22.4%
Elizabethtown	9,656	5,850	60.6%	5,850	5,566	95.1%	284	4.9%	0	0.0%	3,806	39.4%
Ephrata	10,717	7,467	69.7%	7,467	7,067	94.6%	400	5.4%	0	0.0%	3,250	30.3%
Lititz	7,601	4,765	62.7%	4,765	4,585	96.2%	180	3.8%	0	0.0%	2,836	37.3%
Manheim	4,022	2,993	74.4%	2,973	2,624	88.3%	349	11.7%	20	0.5%	1,029	25.6%
Marietta	2,097	1,521	72.5%	1,521	1,431	94.1%	90	5.9%	0	0.0%	576	27.5%
Millersville	7,364	3,883	52.7%	3,883	3,740	96.3%	143	3.7%	0	0.0%	3,481	47.3%
Mount Joy	6,002	4,400	73.3%	4,400	4,146	94.2%	254	5.8%	0	0.0%	1,602	26.7%
Mountville	2,376	1,576	66.3%	1,576	1,505	95.5%	71	4.5%	0	0.0%	800	33.7%
New Holland	4,393	3,139	71.5%	3,139	2,948	93.9%	191	6.1%	0	0.0%	1,254	28.5%
Quarryville	1,999	1,459	73.0%	1,459	1,349	92.5%	110	7.5%	0	0.0%	540	27.0%
Strasburg	2,166	1,472	68.0%	1,472	1,417	96.3%	55	3.7%	0	0.0%	694	32.0%
Terre Hill	976	648	66.4%	648	624	96.3%	24	3.7%	0	0.0%	328	33.6%
<i>Subtotal:</i>	<i>79,736</i>	<i>53,676</i>	<i>67.3%</i>	<i>53,647</i>	<i>50,373</i>	<i>93.9%</i>	<i>3,274</i>	<i>6.1%</i>	<i>29</i>	<i>0.04%</i>	<i>26,060</i>	<i>32.7%</i>
<i>Share of Total:</i>	<i>19.8%</i>	<i>19.9%</i>		<i>19.9%</i>	<i>20.0%</i>		<i>19.5%</i>		<i>14.9%</i>		<i>19.6%</i>	

SOURCE: Census Bureau American Community Survey 2011 5-Year Estimates; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Labor Force
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Population 16 & Over</i>	<i>... In Labor Force ...</i>		<i>..... Civilian Labor Force</i>					<i>... In Armed Forces ...</i>		<i>... Not In Labor Force ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships												
East Cocalico	7,858	5,494	69.9%	5,494	5,241	95.4%	253	4.6%	0	0.0%	2,364	30.1%
East Hempfield	19,048	13,042	68.5%	13,029	12,350	94.8%	679	5.2%	13	0.1%	6,006	31.5%
East Lampeter	12,644	8,693	68.8%	8,693	8,175	94.0%	518	6.0%	0	0.0%	3,951	31.2%
Ephrata	6,936	4,960	71.5%	4,947	4,800	97.0%	147	3.0%	13	0.2%	1,976	28.5%
Lancaster	13,300	9,343	70.2%	9,343	8,717	93.3%	626	6.7%	0	0.0%	3,957	29.8%
Manheim	30,114	19,115	63.5%	19,068	18,060	94.7%	1,008	5.3%	47	0.2%	10,999	36.5%
Warwick	13,599	9,780	71.9%	9,765	9,191	94.1%	574	5.9%	15	0.1%	3,819	28.1%
West Hempfield	12,594	9,354	74.3%	9,354	8,735	93.4%	619	6.6%	0	0.0%	3,240	25.7%
West Lampeter	12,089	6,662	55.1%	6,662	6,350	95.3%	312	4.7%	0	0.0%	5,427	44.9%
<i>Subtotal:</i>	128,182	86,443	67.4%	86,355	81,619	94.5%	4,736	5.5%	88	0.1%	41,739	32.6%
<i>Share of Total:</i>	31.9%	32.1%		32.1%	32.3%		28.2%		45.1%		31.4%	

Selected Economic Characteristics: Labor Force
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Population 16 & Over</i>	<i>... In Labor Force ...</i>		<i>..... Civilian Labor Force</i>					<i>... In Armed Forces ...</i>		<i>... Not In Labor Force ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships												
Clay	4,764	3,277	68.8%	3,277	3,165	96.6%	112	3.4%	0	0.0%	1,487	31.2%
Earl	5,050	2,858	56.6%	2,858	2,666	93.3%	192	6.7%	0	0.0%	2,192	43.4%
East Donegal	5,800	4,394	75.8%	4,394	4,065	92.5%	329	7.5%	0	0.0%	1,406	24.2%
East Drumore	3,012	1,852	61.5%	1,844	1,721	93.3%	123	6.7%	8	0.3%	1,160	38.5%
East Earl	4,504	3,107	69.0%	3,090	2,987	96.7%	103	3.3%	17	0.4%	1,397	31.0%
Eden	1,559	1,032	66.2%	1,032	1,003	97.2%	29	2.8%	0	0.0%	527	33.8%
Manor	15,873	11,275	71.0%	11,275	10,600	94.0%	675	6.0%	0	0.0%	4,598	29.0%
Mount Joy	7,440	5,461	73.4%	5,461	5,214	95.5%	247	4.5%	0	0.0%	1,979	26.6%
Penn	6,816	4,480	65.7%	4,480	4,294	95.8%	186	4.2%	0	0.0%	2,336	34.3%
Pequea	3,608	2,615	72.5%	2,615	2,414	92.3%	201	7.7%	0	0.0%	993	27.5%
Providence	5,203	3,444	66.2%	3,444	3,231	93.8%	213	6.2%	0	0.0%	1,759	33.8%
Rapho	8,145	6,029	74.0%	6,029	5,769	95.7%	260	4.3%	0	0.0%	2,116	26.0%
Sadsbury	2,411	1,595	66.2%	1,595	1,557	97.6%	38	2.4%	0	0.0%	816	33.8%
Salisbury	7,420	5,210	70.2%	5,210	5,088	97.7%	122	2.3%	0	0.0%	2,210	29.8%
Strasburg	3,199	2,392	74.8%	2,392	2,304	96.3%	88	3.7%	0	0.0%	807	25.2%
West Donegal	6,430	3,576	55.6%	3,576	3,311	92.6%	265	7.4%	0	0.0%	2,854	44.4%
West Earl	6,039	3,659	60.6%	3,659	3,475	95.0%	184	5.0%	0	0.0%	2,380	39.4%
<i>Subtotal:</i>	97,273	66,256	68.1%	66,231	62,864	94.9%	3,367	5.1%	25	0.03%	31,017	31.9%
<i>Share of Total:</i>	24.2%	24.6%		24.6%	24.9%		20.1%		12.8%		23.4%	

Selected Economic Characteristics: Labor Force
Lancaster County, Pennsylvania
2011 Estimates

<i>Study Area</i>	<i>Population 16 & Over</i>	<i>... In Labor Force ...</i>		<i>..... Civilian Labor Force</i>					<i>... In Armed Forces ...</i>		<i>... Not In Labor Force ...</i>	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships												
Bart	2,019	1,332	66.0%	1,332	1,258	94.4%	74	5.6%	0	0.0%	687	34.0%
Brecknock	5,379	3,602	67.0%	3,602	3,452	95.8%	150	4.2%	0	0.0%	1,777	33.0%
Caernarvon	3,458	2,285	66.1%	2,285	2,172	95.1%	113	4.9%	0	0.0%	1,173	33.9%
Colerain	2,520	1,569	62.3%	1,569	1,525	97.2%	44	2.8%	0	0.0%	951	37.7%
Conestoga	2,940	2,250	76.5%	2,250	2,193	97.5%	57	2.5%	0	0.0%	690	23.5%
Conoy	2,676	2,048	76.5%	2,048	1,942	94.8%	106	5.2%	0	0.0%	628	23.5%
Drumore	1,646	1,021	62.0%	1,021	966	94.6%	55	5.4%	0	0.0%	625	38.0%
Elizabeth	3,076	2,238	72.8%	2,238	2,113	94.4%	125	5.6%	0	0.0%	838	27.2%
Fulton	2,314	1,402	60.6%	1,395	1,254	89.9%	141	10.1%	7	0.3%	912	39.4%
Leacock	3,477	2,234	64.3%	2,234	2,179	97.5%	55	2.5%	0	0.0%	1,243	35.7%
Little Britain	2,627	1,578	60.1%	1,557	1,495	96.0%	62	4.0%	21	0.8%	1,049	39.9%
Martic	3,945	2,940	74.5%	2,940	2,739	93.2%	201	6.8%	0	0.0%	1,005	25.5%
Paradise	3,641	2,343	64.4%	2,343	2,235	95.4%	108	4.6%	0	0.0%	1,298	35.6%
Upper Leacock	6,390	4,364	68.3%	4,364	4,168	95.5%	196	4.5%	0	0.0%	2,026	31.7%
West Cocalico	5,433	3,705	68.2%	3,695	3,372	91.3%	323	8.7%	10	0.2%	1,728	31.8%
<i>Subtotal:</i>	51,541	34,911	67.7%	34,873	33,063	94.8%	1,810	5.2%	38	0.1%	16,630	32.3%
<i>Share of Total:</i>	12.8%	13.0%		13.0%	13.1%		10.8%		19.5%		12.5%	

SOURCE: Census Bureau American Community Survey 2011 5-Year Estimates; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupation Classifications
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Population</i>	<i>..... Blue-Collar</i>		<i>..... White-Collar</i>		<i>..... Service/Farm</i>	
	<i>16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	261,364	73,271	28.0%	145,765	55.8%	42,328	16.2%
City							
Lancaster	25,608	7,942	31.0%	12,541	49.0%	5,125	20.0%
<i>Share of Total:</i>	9.8%	10.8%		8.6%		12.1%	
Boroughs							
Adamstown	1,016	222	21.9%	655	64.5%	139	13.7%
Akron	2,070	559	27.0%	1,217	58.8%	294	14.2%
Christiana	577	149	25.8%	335	58.1%	93	16.1%
Columbia	5,260	1,929	36.7%	2,222	42.2%	1,109	21.1%
Denver	2,195	732	33.3%	1,004	45.7%	459	20.9%
East Petersburg	2,324	465	20.0%	1,582	68.1%	277	11.9%
Elizabethtown	5,716	1,269	22.2%	3,286	57.5%	1,161	20.3%
Ephrata	7,061	2,473	35.0%	3,380	47.9%	1,208	17.1%
Lititz	4,632	1,144	24.7%	2,759	59.6%	729	15.7%
Manheim	2,762	976	35.3%	1,372	49.7%	414	15.0%
Marietta	1,469	536	36.5%	736	50.1%	197	13.4%
Millersville	4,142	739	17.8%	2,408	58.1%	995	24.0%
Mount Joy	4,433	1,468	33.1%	2,403	54.2%	562	12.7%
Mountville	1,696	457	26.9%	1,011	59.6%	228	13.4%
New Holland	2,904	876	30.2%	1,388	47.8%	640	22.0%
Quarryville	1,341	437	32.6%	709	52.9%	195	14.5%
Strasburg	1,632	380	23.3%	953	58.4%	299	18.3%
Terre Hill	753	257	34.1%	363	48.2%	133	17.7%
<i>Subtotal:</i>	51,983	15,068	29.0%	27,783	53.4%	9,132	17.6%
<i>Share of Total:</i>	19.9%	20.6%		19.1%		21.6%	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupation Classifications
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Population</i>	<i>..... Blue-Collar</i>		<i>..... White-Collar</i>		<i>..... Service/Farm</i>	
	<i>16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships							
East Cocalico	5,260	1,859	35.3%	2,571	48.9%	830	15.8%
East Hempfield	12,378	2,016	16.3%	8,644	69.8%	1,718	13.9%
East Lampeter	8,267	2,075	25.1%	4,822	58.3%	1,370	16.6%
Ephrata	5,032	1,565	31.1%	2,772	55.1%	695	13.8%
Lancaster	8,534	2,103	24.6%	4,880	57.2%	1,551	18.2%
Manheim	18,725	3,110	16.6%	13,044	69.7%	2,571	13.7%
Warwick	9,880	2,356	23.8%	6,207	62.8%	1,317	13.3%
West Hempfield	8,854	2,223	25.1%	5,579	63.0%	1,052	11.9%
West Lampeter	7,306	1,541	21.1%	4,613	63.1%	1,152	15.8%
<i>Subtotal:</i>	84,236	18,848	22.4%	53,132	63.1%	12,256	14.5%
<i>Share of Total:</i>	32.2%	25.7%		36.5%		29.0%	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupation Classifications
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Population</i>	<i>..... Blue-Collar</i>		<i>..... White-Collar</i>		<i>..... Service/Farm</i>	
	<i>16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships							
Clay	3,245	1,209	37.3%	1,710	52.7%	326	10.0%
Earl	2,798	940	33.6%	1,389	49.6%	469	16.8%
East Donegal	4,226	1,339	31.7%	2,333	55.2%	554	13.1%
East Drumore	1,784	496	27.8%	972	54.5%	316	17.7%
East Earl	3,285	1,184	36.0%	1,599	48.7%	502	15.3%
Eden	969	367	37.9%	481	49.6%	121	12.5%
Manor	10,937	2,441	22.3%	6,702	61.3%	1,794	16.4%
Mount Joy	5,662	1,491	26.3%	3,429	60.6%	742	13.1%
Penn	4,491	1,160	25.8%	2,677	59.6%	654	14.6%
Pequea	2,430	673	27.7%	1,367	56.3%	390	16.0%
Providence	3,624	1,268	35.0%	1,673	46.2%	683	18.8%
Rapho	6,249	1,896	30.3%	3,586	57.4%	767	12.3%
Sadsbury	1,327	410	30.9%	683	51.5%	234	17.6%
Salisbury	5,196	1,906	36.7%	2,429	46.7%	861	16.6%
Strasburg	2,036	556	27.3%	1,088	53.4%	392	19.3%
West Donegal	3,876	1,178	30.4%	2,084	53.8%	614	15.8%
West Earl	3,493	1,116	31.9%	1,943	55.6%	434	12.4%
<i>Subtotal:</i>	65,628	19,630	29.9%	36,145	55.1%	9,853	15.0%
<i>Share of Total:</i>	25.1%	26.8%		24.8%		23.3%	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupation Classifications
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Population</i>	<i>..... Blue-Collar</i>		<i>..... White-Collar</i>		<i>..... Service/Farm</i>	
	<i>16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships							
Bart	1,226	511	41.7%	558	45.5%	157	12.8%
Brecknock	3,634	1,285	35.4%	1,720	47.3%	629	17.3%
Caernarvon	2,440	959	39.3%	1,101	45.1%	380	15.6%
Colerain	1,438	473	32.9%	688	47.8%	277	19.3%
Conestoga	2,337	694	29.7%	1,170	50.1%	473	20.2%
Conoy	1,818	647	35.6%	852	46.9%	319	17.5%
Drumore	1,049	315	30.0%	506	48.2%	228	21.7%
Elizabeth	2,125	703	33.1%	1,116	52.5%	306	14.4%
Fulton	1,303	398	30.5%	628	48.2%	277	21.3%
Leacock	2,231	910	40.8%	860	38.5%	461	20.7%
Little Britain	1,759	543	30.9%	798	45.4%	418	23.8%
Martic	2,755	964	35.0%	1,399	50.8%	392	14.2%
Paradise	2,238	802	35.8%	1,012	45.2%	424	18.9%
Upper Leacock	4,169	1,266	30.4%	2,160	51.8%	743	17.8%
West Cocalico	3,387	1,313	38.8%	1,596	47.1%	478	14.1%
<i>Subtotal:</i>	33,909	11,783	34.7%	16,164	47.7%	5,962	17.6%
<i>Share of Total:</i>	13.0%	16.1%		11.1%		14.1%	

SOURCE: The Nielsen Company; U.S. Census Bureau; Zimmerman/Volk Associates, Inc.

Table 23

Selected Economic Characteristics: Occupational Employment and Wages

Lancaster County, Pennsylvania

May 2012 Data

<u>Occupational Group</u>	<u>Percent of Total Employment</u>	<u>Median Hourly Wage</u>	<u>Median Annual Income*</u>
Management	3.3%	\$48.17	\$100,194
Legal	0.4%	\$42.43	\$88,254
Architecture and engineering	1.5%	\$33.99	\$70,699
Healthcare practitioners and technical	5.5%	\$33.86	\$70,429
Computer and mathematical	1.1%	\$31.18	\$64,854
Life, physical, and social science	0.4%	\$29.18	\$60,694
Business and financial operations	3.1%	\$28.46	\$59,197
Education, training, and library	5.2%	\$23.11	\$48,069
Construction and extraction	5.2%	\$20.09	\$41,787
Installation, maintenance, and repair	4.1%	\$19.97	\$41,538
Protective service	0.9%	\$19.91	\$41,413
Community and social service	1.5%	\$18.36	\$38,189
Arts, design, entertainment, sports and media	1.5%	\$17.86	\$37,149
Sales and related	12.1%	\$16.79	\$34,923
Production	11.0%	\$16.56	\$34,445
Office and administrative support	15.8%	\$15.72	\$32,698
Transportation and material moving	9.1%	\$15.06	\$31,325
Healthcare support	3.7%	\$13.66	\$28,413
Farming, fishing, and forestry	0.3%	\$13.65	\$28,392
Building & grounds cleaning and maintenance	2.9%	\$12.09	\$25,147
Personal and care and service	2.6%	\$11.64	\$24,211
Food preparation and serving related	8.8%	\$10.45	\$21,736
All Occupations	100.0%	\$19.08	\$39,686

* Based on 40 hours per week for 52 weeks.

SOURCE: Bureau of Labor Statistics, U.S. Department of Labor;
Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<u>Study Area</u>	<i>Civilian</i>	<i>Arts/</i>			<i>Community/</i>	<i>Education/</i>	<i>Farming/</i>	<i>Food</i>	<i>Healthcare</i>			
	<i>Employed</i>	<i>Design/</i>	<i>Bldg & Grounds</i>	<i>Entertainment/</i>								
	<i>Population</i>	<i>Architecture/</i>	<i>Sports/Media</i>	<i>Cleaning/</i>	<i>Business/</i>	<i>Social</i>	<i>Computer/</i>	<i>Construction/</i>	<i>Training/</i>	<i>Fishing/</i>	<i>Preparation/</i>	<i>Practitioners/</i>
	<i>16 & Over</i>	<i>Engineering</i>		<i>Maintenance</i>	<i>Financial</i>	<i>Service</i>	<i>Mathematical</i>	<i>Extraction</i>	<i>Library</i>	<i>Forestry</i>	<i>Serving</i>	<i>Technical</i>
Lancaster County	258,427	3,435	3,408	8,647	9,124	5,012	3,787	15,551	15,169	2,910	13,902	12,982
<i>Median Annual Incomel:</i>		\$70,699	\$37,149	\$25,147	\$59,197	\$38,189	\$64,854	\$41,787	\$48,069	\$28,392	\$21,736	\$70,429
City												
Lancaster	25,608	133	383	978	617	728	176	1,362	1,230	218	1,946	1,136
Boroughs												
Adamstown	1,016	1	22	47	56	18	38	74	37	2	53	54
Akron	2,070	36	37	67	113	42	13	171	82	16	62	138
Christiana	577	11	4	3	19	2	4	46	28	0	53	30
Columbia	5,260	33	71	355	104	52	19	305	149	24	336	162
Denver	2,194	29	19	94	84	34	50	171	34	6	200	128
East Petersburg	2,324	28	51	51	105	55	51	89	239	9	76	102
Elizabethtown	5,716	78	41	225	168	181	112	265	368	49	390	350
Ephrata	7,061	90	54	268	246	93	53	477	314	50	406	328
Lititz	1,696	31	16	24	61	49	31	101	157	2	84	86
Manheim	2,762	37	15	63	76	49	53	252	134	5	165	109
Marietta	1,469	4	16	39	48	45	40	70	105	6	71	55
Millersville	4,142	41	79	182	68	127	56	158	306	14	432	150
Mount Joy	4,433	24	98	145	104	74	114	238	216	16	193	274
Mountville	1,696	31	16	24	61	49	31	101	157	2	84	86
New Holland	2,904	21	3	99	104	34	58	155	104	90	221	91
Quarryville	1,341	29	31	30	29	47	42	77	66	0	76	44
Strasburg	1,632	15	30	59	89	16	21	121	96	50	105	49
Terre Hill	753	12	0	40	10	6	6	63	20	41	19	15
<i>Subtotal:</i>	<u>49,046</u>	<u>551</u>	<u>603</u>	<u>1,815</u>	<u>1,545</u>	<u>973</u>	<u>792</u>	<u>2,934</u>	<u>2,612</u>	<u>382</u>	<u>3,026</u>	<u>2,251</u>

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian Employed Population 16 & Over</i>	<i>Healthcare Support</i>	<i>Installation/ Maintenance/ Repair</i>	<i>Legal</i>	<i>Life/ Physical Social Science</i>	<i>Manage- ment</i>	<i>Office/ Administrative Support</i>	<i>Production</i>	<i>Protective/ Service</i>	<i>Sales and Related</i>	<i>Personal Care/ Service</i>	<i>Transportation/ Material Moving</i>
Lancaster County	258,427	5,907	10,123	1,657	1,865	25,303	36,643	24,540	3,011	25,632	7,449	22,370
<i>Median Annual Income:</i>		\$70,699	\$37,149	\$25,147	\$59,197	\$38,189	\$64,854	\$41,787	\$48,069	\$28,392	\$21,736	\$70,429
City												
Lancaster	25,608	809	616	209	95	1,455	3,723	3,390	168	2,656	1,006	2,574
Boroughs												
Adamstown	1,016	1	29	5	13	68	150	71	1	193	35	48
Akron	2,070	62	89	10	20	135	356	163	32	235	55	136
Christiana	577	17	25	0	0	55	123	54	14	59	6	24
Columbia	5,260	194	261	0	19	298	970	716	37	345	163	647
Denver	2,194	59	60	13	0	172	286	305	44	155	55	196
East Petersburg	2,324	27	112	12	23	236	383	158	24	297	90	106
Elizabethtown	5,716	103	176	22	14	482	904	340	150	566	244	488
Ephrata	7,061	216	235	34	46	539	1,004	983	67	579	201	778
Lititz	1,696	70	57	27	12	149	274	125	10	118	38	174
Manheim	2,762	60	124	9	7	185	411	282	18	287	103	318
Marietta	1,469	15	47	14	21	81	193	250	24	114	42	169
Millersville	4,142	115	111	3	29	317	675	308	58	557	194	162
Mount Joy	4,433	120	184	61	3	486	661	480	42	288	46	566
Mountville	1,696	70	57	27	12	149	274	125	10	118	38	174
New Holland	2,904	58	72	0	37	348	391	377	52	197	120	272
Quarryville	1,341	41	38	13	4	74	160	105	15	170	33	217
Strasburg	1,632	21	65	15	2	221	225	91	25	174	39	103
Terre Hill	753	9	29	0	9	135	103	94	10	47	14	71
<i>Subtotal:</i>	49,046	1,258	1,771	265	271	4,130	7,543	5,027	633	4,499	1,516	4,649

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian</i>	<i>Arts/</i>			<i>Community/</i>			<i>Education/</i>	<i>Farming/</i>	<i>Food</i>	<i>Healthcare</i>	
	<i>Employed</i>	<i>Design/</i>	<i>Bldg & Grounds</i>	<i>Business/</i>	<i>Social</i>	<i>Computer/</i>	<i>Training/</i>	<i>Fishing/</i>	<i>Preparation/</i>	<i>Practitioners/</i>		
<i>Population</i>	<i>Architecture/</i>	<i>Entertainment/</i>	<i>Cleaning/</i>	<i>Financial</i>	<i>Service</i>	<i>Mathematical</i>	<i>Extraction</i>	<i>Library</i>	<i>Forestry</i>	<i>Serving</i>	<i>Technical</i>	
<i>16 & Over</i>	<i>Engineering</i>	<i>Sports/Media</i>	<i>Maintenance</i>									
Suburban Townships												
East Cocalico	5,260	65	87	214	172	121	60	467	193	89	284	250
East Hempfield	12,378	213	116	365	611	304	275	306	983	34	542	975
East Lampeter	8,267	106	94	370	347	134	182	446	349	51	502	451
Ephrata	5,032	108	37	160	213	60	35	387	252	65	194	252
Lancaster	8,534	57	177	344	225	301	121	362	652	7	504	489
Manheim	18,725	361	452	430	829	448	463	610	1,717	109	762	1,298
Warwick	9,880	204	126	181	423	145	213	522	646	12	535	603
West Hempfield	8,854	193	108	214	407	113	121	312	838	43	232	396
West Lampeter	7,306	35	188	145	532	189	76	340	539	56	392	519
<i>Subtotal:</i>	84,236	1,342	1,385	2,423	3,759	1,815	1,546	3,752	6,169	466	3,947	5,233

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian</i>	<i>Installation/</i>			<i>Life/</i>	<i>Office/</i>			<i>Protective/</i>		<i>Sales</i>	<i>Personal</i>	<i>Transportation/</i>
	<i>Employed</i>	<i>Healthcare</i>	<i>Maintenance/</i>	<i>Legal</i>	<i>Physical</i>	<i>Manage-</i>	<i>Administrative</i>	<i>Production</i>	<i>Service</i>	<i>and Related</i>	<i>Care/</i>	<i>Material</i>	
	<i>Population</i>	<i>Support</i>	<i>Repair</i>		<i>Social Science</i>	<i>ment</i>	<i>Support</i>				<i>Service</i>	<i>Moving</i>	
	<i>16 & Over</i>												
Suburban Townships													
East Cocalico	5,260	105	292	9	42	456	721	590	39	395	99	510	
East Hempfield	12,378	264	289	209	81	1,455	1,776	819	133	1,646	380	602	
East Lampeter	8,267	90	246	80	97	840	1,073	759	50	1,069	307	624	
Ephrata	5,032	111	214	29	103	572	661	508	28	450	137	456	
Lancaster	8,534	262	236	73	36	620	1,309	887	143	820	291	618	
Manheim	18,725	365	536	194	122	2,591	2,464	1,019	286	2,105	619	945	
Warwick	9,880	251	349	21	165	1,027	1,488	825	104	1,146	234	660	
West Hempfield	8,854	194	368	71	63	826	1,424	677	82	1,019	287	866	
West Lampeter	7,306	146	220	45	23	791	949	448	189	727	224	533	
<i>Subtotal:</i>	84,236	1,788	2,750	731	732	9,178	11,865	6,532	1,054	9,377	2,578	5,814	

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian</i>	<i>Arts/</i>			<i>Business/</i>	<i>Community/</i>		<i>Construction/</i>	<i>Education/</i>	<i>Farming/</i>	<i>Food</i>	<i>Healthcare</i>
	<i>Employed</i>	<i>Design/</i>	<i>Bldg & Grounds</i>	<i>Social</i>		<i>Computer/</i>	<i>Training/</i>		<i>Fishing/</i>	<i>Preparation/</i>	<i>Practitioners/</i>	
	<i>Population</i>	<i>Architecture/</i>	<i>Entertainment/</i>	<i>Cleaning/</i>	<i>Financial</i>	<i>Service</i>	<i>Mathematical</i>	<i>Extraction</i>	<i>Library</i>	<i>Forestry</i>	<i>Serving</i>	<i>Technical</i>
	<i>16 & Over</i>	<i>Engineering</i>	<i>Sports/Media</i>	<i>Maintenance</i>								
Semi-Rural Townships												
Clay	3,245	46	49	89	114	58	5	324	136	5	94	122
Earl	2,798	5	15	130	51	59	23	256	102	83	114	59
East Donegal	4,226	51	39	110	217	78	80	175	249	24	108	227
East Drumore	1,784	30	29	40	47	39	16	114	143	68	124	66
East Earl	3,285	34	28	135	94	63	13	292	86	79	128	114
Eden	969	4	7	23	23	1	8	71	18	23	38	23
Manor	10,937	268	106	346	473	347	109	429	742	120	603	787
Mount Joy	5,662	116	106	76	300	61	147	278	434	36	230	285
Penn	4,491	96	60	148	135	125	55	184	242	47	235	212
Pequea	2,430	4	41	97	78	27	22	160	174	22	123	123
Providence	3,624	22	32	127	155	24	59	333	131	41	241	133
Rapho	6,249	67	117	172	227	126	147	432	479	70	239	350
Sadsbury	1,327	12	7	26	44	10	7	125	53	35	99	44
Salisbury	5,196	31	74	165	112	68	31	626	229	153	349	110
Strasburg	2,036	11	38	75	78	11	32	182	136	64	125	59
West Donegal	3,876	72	15	116	212	56	54	135	184	50	226	210
West Earl	3,493	52	11	51	122	69	45	243	176	64	128	240
<i>Subtotal:</i>	65,628	921	774	1,926	2,482	1,222	853	4,359	3,714	984	3,204	3,164

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian</i>	<i>Installation/</i>		<i>Life/</i>		<i>Office/</i>		<i>Production</i>	<i>Protective/</i>	<i>Sales</i>	<i>Personal</i>	<i>Transportation/</i>
	<i>Employed</i>	<i>Healthcare</i>	<i>Maintenance/</i>	<i>Physical</i>	<i>Manage-</i>	<i>Administrative</i>	<i>Support</i>		<i>Service</i>	<i>and Related</i>	<i>Care/</i>	<i>Material</i>
	<i>Population</i>	<i>Support</i>	<i>Repair</i>	<i>Legal</i>	<i>Social Science</i>	<i>ment</i>	<i>Support</i>				<i>Service</i>	<i>Moving</i>
	<i>16 & Over</i>											
Semi-Rural Townships												
Clay	3,245	59	141	17	47	403	494	371	40	219	39	373
Earl	2,798	47	147	0	24	404	401	346	35	246	60	191
East Donegal	4,226	108	223	10	40	470	544	445	110	328	94	496
East Drumore	1,784	34	120	2	0	264	191	119	11	145	39	143
East Earl	3,285	83	152	0	32	358	422	439	22	355	55	301
Eden	969	15	37	0	0	202	107	126	5	88	17	133
Manor	10,937	316	429	135	105	811	1,682	945	183	1,137	226	638
Mount Joy	5,662	116	207	24	55	470	866	439	89	565	195	567
Penn	4,491	101	263	9	70	368	812	311	26	493	97	402
Pequea	2,430	59	125	14	15	179	395	199	33	295	56	189
Providence	3,624	103	196	11	30	182	539	334	48	355	123	405
Rapho	6,249	172	255	34	19	664	823	496	26	533	88	713
Sadsbury	1,327	27	66	0	14	176	182	138	15	134	32	81
Salisbury	5,196	95	253	8	27	658	605	471	25	476	74	556
Strasburg	2,036	41	83	10	10	229	269	139	18	205	69	152
West Donegal	3,876	62	282	25	30	411	556	341	41	259	119	420
West Earl	3,493	40	198	6	18	381	493	378	36	330	115	297
<i>Subtotal:</i>	65,628	1,478	3,177	305	536	6,630	9,381	6,037	763	6,163	1,498	6,057

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<u>Study Area</u>	<i>Civilian</i>	<i>Arts/</i>			<i>Business/</i>	<i>Community/</i>	<i>Computer/</i>	<i>Construction/</i>	<i>Education/</i>	<i>Farming/</i>	<i>Food</i>	<i>Healthcare</i>
	<i>Employed</i>	<i>Architecture/</i>	<i>Design/</i>	<i>Bldg & Grounds</i>		<i>Social</i>			<i>Training/</i>	<i>Fishing/</i>	<i>Preparation/</i>	<i>Practitioners/</i>
	<i>Population</i>	<i>Engineering</i>	<i>Sports/Media</i>	<i>Cleaning/</i>	<i>Financial</i>	<i>Mathematical</i>	<i>Extraction</i>	<i>Library</i>	<i>Forestry</i>	<i>Serving</i>	<i>Technical</i>	
	<i>16 & Over</i>			<i>Maintenance</i>								
Rural Townships												
Bart	1,226	6	11	61	10	11	4	187	37	31	38	14
Brecknock	3,634	48	32	164	37	50	30	298	135	90	223	68
Caernarvon	2,440	31	26	83	62	16	43	240	92	33	150	75
Colerain	1,438	13	13	35	23	3	22	149	64	50	56	52
Conestoga	2,337	18	46	158	40	24	32	180	205	24	154	116
Conoy	1,818	24	14	82	61	14	12	94	45	46	74	65
Drumore	1,049	24	2	58	40	5	3	82	42	22	74	56
Elizabeth	2,125	43	20	67	17	46	22	155	123	40	86	96
Fulton	1,303	28	2	95	26	4	4	62	48	53	50	36
Leacock	2,231	26	36	149	37	7	10	303	68	105	131	47
Little Britain	1,759	33	5	143	45	30	32	153	49	68	54	57
Martic	2,755	51	12	76	85	15	72	238	180	36	135	97
Paradise	2,238	39	16	41	57	9	48	266	70	96	203	85
Upper Leacock	4,169	40	17	187	118	27	47	266	212	134	231	212
West Cocalico	3,387	64	11	106	63	13	39	471	74	32	120	122
<i>Subtotal:</i>	33,909	488	263	1,505	721	274	420	3,144	1,444	860	1,779	1,198

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Occupational Employment by Municipality
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Civilian</i>	<i>Installation/</i>		<i>Life/</i>		<i>Office/</i>		<i>Production</i>	<i>Protective/</i>	<i>Sales</i>	<i>Personal</i>	<i>Transportation/</i>
	<i>Employed</i>	<i>Healthcare</i>	<i>Maintenance/</i>	<i>Physical</i>	<i>Manage-</i>	<i>Administrative</i>	<i>Service</i>		<i>and Related</i>	<i>Care/</i>	<i>Material</i>	
	<i>Population</i>	<i>Support</i>	<i>Repair</i>	<i>Legal</i>	<i>Social Science</i>	<i>ment</i>	<i>Support</i>		<i>Service</i>		<i>Service</i>	<i>Moving</i>
	<i>16 & Over</i>											
Rural Townships												
Bart	1,226	6	52	0	5	186	141	169	7	133	14	103
Brecknock	3,634	43	181	2	11	360	538	369	11	409	98	437
Caernarvon	2,440	23	136	11	19	243	257	292	24	226	67	291
Colerain	1,438	36	70	9	16	221	122	147	12	130	88	107
Conestoga	2,337	29	101	8	30	186	322	185	64	143	44	228
Conoy	1,818	41	119	0	10	217	283	200	54	107	22	234
Drumore	1,049	33	55	8	1	163	111	50	17	51	24	128
Elizabeth	2,125	32	113	11	11	219	338	243	14	170	67	192
Fulton	1,303	40	101	4	9	174	172	102	16	121	23	133
Leacock	2,231	28	124	2	5	287	144	272	12	191	36	211
Little Britain	1,759	53	89	2	1	278	177	182	27	89	73	119
Martic	2,755	52	168	27	37	261	338	309	59	224	34	249
Paradise	2,238	27	125	0	1	239	262	178	18	186	39	233
Upper Leacock	4,169	71	169	58	40	554	444	525	32	391	88	306
West Cocalico	3,387	60	206	5	35	322	482	331	26	366	134	305
<i>Subtotal:</i>	33,909	574	1,809	147	231	3,910	4,131	3,554	393	2,937	851	3,276

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Transportation to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>... Drove Alone ...</i>		<i>... Car Pooled ...</i>		<i>. Public Transportation .</i>		<i>... Walked ...</i>		<i>... Bicycle ...</i>		<i>... Other Means ...</i>		<i>. Worked at home .</i>	
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Lancaster County	255,484	201,226	78.8%	24,048	9.4%	3,201	1.3%	9,444	3.7%	1,725	0.7%	3,521	1.4%	12,319	4.8%
City															
Lancaster	24,831	16,749	67.5%	2,406	9.7%	1,660	6.7%	2,640	10.6%	215	0.9%	393	1.6%	768	3.1%
<i>Percent of total:</i>	<i>9.7%</i>	<i>8.3%</i>		<i>10.0%</i>		<i>51.9%</i>		<i>28.0%</i>		<i>12.5%</i>		<i>11.2%</i>		<i>6.2%</i>	
Boroughs															
Adamstown	988	771	78.0%	115	11.6%	1	0.1%	55	5.6%	1	0.1%	2	0.2%	43	4.4%
Akron	2,033	1,704	83.8%	185	9.1%	3	0.1%	39	1.9%	1	0.0%	14	0.7%	87	4.3%
Christiana	568	469	82.6%	52	9.2%	0	0.0%	9	1.6%	7	1.2%	0	0.0%	31	5.5%
Columbia	5,125	3,946	77.0%	630	12.3%	73	1.4%	301	5.9%	22	0.4%	64	1.2%	89	1.7%
Denver	2,170	1,845	85.0%	254	11.7%	4	0.2%	28	1.3%	3	0.1%	2	0.1%	34	1.6%
East Petersburg	2,295	1,989	86.7%	124	5.4%	15	0.7%	55	2.4%	11	0.5%	38	1.7%	63	2.7%
Elizabethtown	5,540	4,178	75.4%	419	7.6%	46	0.8%	660	11.9%	7	0.1%	36	0.6%	194	3.5%
Ephrata	6,917	5,368	77.6%	671	9.7%	51	0.7%	397	5.7%	67	1.0%	191	2.8%	172	2.5%
Lititz	4,520	3,907	86.4%	209	4.6%	58	1.3%	91	2.0%	14	0.3%	11	0.2%	230	5.1%
Manheim	2,735	2,181	79.7%	182	6.7%	42	1.5%	130	4.8%	22	0.8%	52	1.9%	126	4.6%
Marietta	1,441	1,221	84.7%	150	10.4%	7	0.5%	16	1.1%	0	0.0%	2	0.1%	45	3.1%
Millersville	4,018	3,116	77.6%	382	9.5%	31	0.8%	278	6.9%	8	0.2%	50	1.2%	153	3.8%
Mount Joy	4,307	3,797	88.2%	228	5.3%	36	0.8%	150	3.5%	1	0.0%	17	0.4%	78	1.8%
Mountville	1,642	1,472	89.6%	102	6.2%	17	1.0%	15	0.9%	0	0.0%	20	1.2%	16	1.0%
New Holland	2,889	2,179	75.4%	340	11.8%	46	1.6%	78	2.7%	32	1.1%	41	1.4%	173	6.0%
Quarryville	1,329	989	74.4%	112	8.4%	0	0.0%	37	2.8%	0	0.0%	99	7.4%	92	6.9%
Strasburg	1,625	1,273	78.3%	124	7.6%	1	0.1%	82	5.0%	7	0.4%	31	1.9%	107	6.6%
Terre Hill	744	374	50.3%	151	20.3%	0	0.0%	37	5.0%	60	8.1%	11	1.5%	111	14.9%
<i>Subtotal:</i>	<i>50,886</i>	<i>40,779</i>	<i>80.1%</i>	<i>4,430</i>	<i>8.7%</i>	<i>431</i>	<i>0.8%</i>	<i>2,458</i>	<i>4.8%</i>	<i>263</i>	<i>0.5%</i>	<i>681</i>	<i>1.3%</i>	<i>1,844</i>	<i>3.6%</i>
<i>Percent of total:</i>	<i>19.9%</i>	<i>20.3%</i>		<i>18.4%</i>		<i>13.5%</i>		<i>26.0%</i>		<i>15.2%</i>		<i>19.3%</i>		<i>15.0%</i>	

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Transportation to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>... Drove Alone ...</i>		<i>... Car Pooled ...</i>		<i>. Public Transportation .</i>		<i>... Walked ...</i>		<i>... Bicycle ...</i>		<i>... Other Means ...</i>		<i>. Worked at home .</i>	
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships															
East Cocalico	5,103	4,180	81.9%	500	9.8%	56	1.1%	87	1.7%	28	0.5%	57	1.1%	195	3.8%
East Hempfield	12,074	10,275	85.1%	925	7.7%	52	0.4%	140	1.2%	15	0.1%	30	0.2%	637	5.3%
East Lampeter	8,043	6,553	81.5%	747	9.3%	70	0.9%	169	2.1%	47	0.6%	103	1.3%	354	4.4%
Ephrata	4,921	3,855	78.3%	523	10.6%	16	0.3%	165	3.4%	102	2.1%	44	0.9%	216	4.4%
Lancaster	8,322	6,798	81.7%	723	8.7%	190	2.3%	244	2.9%	24	0.3%	66	0.8%	277	3.3%
Manheim	18,268	15,330	83.9%	1,403	7.7%	219	1.2%	243	1.3%	83	0.5%	177	1.0%	813	4.5%
Warwick	9,702	8,655	89.2%	495	5.1%	49	0.5%	137	1.4%	20	0.2%	16	0.2%	330	3.4%
West Hempfield	8,561	7,329	85.6%	590	6.9%	50	0.6%	220	2.6%	26	0.3%	31	0.4%	315	3.7%
West Lampeter	7,187	6,022	83.8%	703	9.8%	33	0.5%	90	1.3%	15	0.2%	38	0.5%	286	4.0%
<i>Subtotal:</i>	82,181	68,997	84.0%	6,609	8.0%	735	0.9%	1,495	1.8%	360	0.4%	562	0.7%	3,423	4.2%
<i>Percent of total:</i>	30.3%	32.2%		26.2%		21.8%		15.6%		20.2%		15.4%		26.3%	

Selected Economic Characteristics: Transportation to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>... Drove Alone ...</i>		<i>... Car Pooled ...</i>		<i>. Public Transportation .</i>		<i>... Walked ...</i>		<i>... Bicycle ...</i>		<i>... Other Means ...</i>		<i>. Worked at home .</i>	
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships															
Clay	3,190	2,644	82.9%	363	11.4%	2	0.1%	38	1.2%	1	0.0%	37	1.2%	105	3.3%
Earl	2,755	1,691	61.4%	438	15.9%	11	0.4%	102	3.7%	89	3.2%	68	2.5%	356	12.9%
East Donegal	4,125	3,513	85.2%	448	10.9%	26	0.6%	24	0.6%	1	0.0%	30	0.7%	83	2.0%
East Drumore	1,758	1,367	77.8%	142	8.1%	5	0.3%	72	4.1%	26	1.5%	13	0.7%	133	7.6%
East Earl	3,244	2,111	65.1%	438	13.5%	2	0.1%	100	3.1%	120	3.7%	88	2.7%	385	11.9%
Eden	960	603	62.8%	109	11.4%	0	0.0%	71	7.4%	3	0.3%	34	3.5%	140	14.6%
Manor	10,785	9,282	86.1%	753	7.0%	60	0.6%	188	1.7%	53	0.5%	178	1.7%	271	2.5%
Mount Joy	5,538	4,594	83.0%	411	7.4%	31	0.6%	232	4.2%	5	0.1%	19	0.3%	246	4.4%
Penn	4,428	3,628	81.9%	317	7.2%	9	0.2%	127	2.9%	3	0.1%	56	1.3%	288	6.5%
Pequea	2,376	2,040	85.9%	178	7.5%	18	0.8%	32	1.3%	2	0.1%	31	1.3%	75	3.2%
Providence	3,527	2,925	82.9%	323	9.2%	13	0.4%	43	1.2%	14	0.4%	98	2.8%	111	3.1%
Rapho	6,094	5,039	82.7%	386	6.3%	26	0.4%	163	2.7%	13	0.2%	55	0.9%	412	6.8%
Sadsbury	1,306	884	67.7%	202	15.5%	1	0.1%	50	3.8%	11	0.8%	39	3.0%	119	9.1%
Salisbury	5,045	3,196	63.3%	905	17.9%	36	0.7%	241	4.8%	26	0.5%	137	2.7%	504	10.0%
Strasburg	2,027	1,586	78.2%	170	8.4%	7	0.3%	74	3.7%	5	0.2%	50	2.5%	135	6.7%
West Donegal	3,848	3,208	83.4%	400	10.4%	46	1.2%	99	2.6%	1	0.0%	11	0.3%	83	2.2%
West Earl	3,369	2,519	74.8%	395	11.7%	4	0.1%	74	2.2%	53	1.6%	74	2.2%	250	7.4%
<i>Subtotal:</i>	64,375	50,830	79.0%	6,378	9.9%	297	0.5%	1,730	2.7%	426	0.7%	1,018	1.6%	3,696	5.7%
<i>Percent of total:</i>	23.8%	23.7%		25.2%		8.8%		18.1%		23.9%		27.9%		28.4%	

Selected Economic Characteristics: Transportation to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>... Drove Alone ...</i>		<i>... Car Pooled ...</i>		<i>. Public Transportation .</i>		<i>... Walked ...</i>		<i>... Bicycle ...</i>		<i>... Other Means ...</i>		<i>. Worked at home .</i>	
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships															
Bart	1,207	513	42.5%	366	30.3%	0	0.0%	111	9.2%	26	2.2%	60	5.0%	131	10.9%
Brecknock	3,454	2,614	75.7%	435	12.6%	7	0.2%	41	1.2%	93	2.7%	61	1.8%	203	5.9%
Caernarvon	2,405	1,520	63.2%	358	14.9%	12	0.5%	63	2.6%	183	7.6%	56	2.3%	213	8.9%
Colerain	1,426	892	62.6%	219	15.4%	1	0.1%	125	8.8%	3	0.2%	36	2.5%	150	10.5%
Conestoga	2,299	1,828	79.5%	267	11.6%	3	0.1%	45	2.0%	1	0.0%	33	1.4%	122	5.3%
Conoy	1,781	1,556	87.4%	112	6.3%	9	0.5%	8	0.4%	0	0.0%	33	1.9%	63	3.5%
Drumore	1,029	774	75.2%	56	5.4%	3	0.3%	59	5.7%	9	0.9%	7	0.7%	121	11.8%
Elizabeth	2,068	1,843	89.1%	109	5.3%	3	0.1%	13	0.6%	1	0.0%	10	0.5%	89	4.3%
Fulton	1,279	961	75.1%	135	10.6%	14	1.1%	53	4.1%	1	0.1%	15	1.2%	100	7.8%
Leacock	2,210	970	43.9%	510	23.1%	6	0.3%	174	7.9%	57	2.6%	201	9.1%	292	13.2%
Little Britain	1,745	1,324	75.9%	161	9.2%	1	0.1%	91	5.2%	8	0.5%	30	1.7%	130	7.4%
Martic	2,693	2,125	78.9%	301	11.2%	1	0.0%	61	2.3%	4	0.1%	40	1.5%	161	6.0%
Paradise	2,166	1,263	58.3%	404	18.7%	2	0.1%	68	3.1%	5	0.2%	139	6.4%	285	13.2%
Upper Leacock	4,123	2,966	71.9%	404	9.8%	0	0.0%	154	3.7%	69	1.7%	118	2.9%	412	10.0%
West Cocalico	3,326	2,722	81.8%	388	11.7%	16	0.5%	55	1.7%	1	0.0%	28	0.8%	116	3.5%
<i>Subtotal:</i>	33,211	23,871	71.9%	4,225	12.7%	78	0.2%	1,121	3.4%	461	1.4%	867	2.6%	2,588	7.8%
<i>Percent of total:</i>	12.3%	11.1%		16.7%		2.3%		11.7%		25.8%		23.8%		19.9%	

Selected Economic Characteristics: Automobile Ownership
Lancaster County, Pennsylvania
2013 Estimates

<u>Study Area</u>	<u>Number Households</u>	..... None .....		..... One Vehicle. ....		..... Two Vehicles. ....		..... Three Vehicles. ....		..... Four Vehicles. ....		..... Five or more ...	
		<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Lancaster County	197,403	19,779	10.0%	59,434	30.1%	80,022	40.5%	27,112	13.7%	8,233	4.2%	2,823	1.4%
City													
Lancaster	22,297	5,456	24.5%	9,487	42.5%	5,827	26.1%	1,246	5.6%	202	0.9%	79	0.4%
<i>Share of Total:</i>	11.3%	27.6%		16.0%		7.3%		4.6%		2.5%		2.8%	
Boroughs													
Adamstown	761	52	6.8%	171	22.5%	357	46.9%	146	19.2%	26	3.4%	9	1.2%
Akron	1,664	96	5.8%	569	34.2%	672	40.4%	254	15.3%	57	3.4%	16	1.0%
Christiana	414	35	8.5%	87	21.0%	202	48.8%	39	9.4%	30	7.2%	21	5.1%
Columbia	4,375	729	16.7%	1,717	39.2%	1,380	31.5%	432	9.9%	83	1.9%	34	0.8%
Denver	1,455	20	1.4%	508	34.9%	653	44.9%	211	14.5%	61	4.2%	2	0.1%
East Petersburg	1,742	63	3.6%	399	22.9%	977	56.1%	247	14.2%	47	2.7%	9	0.5%
Elizabethtown	4,402	472	10.7%	1,512	34.3%	1,866	42.4%	361	8.2%	159	3.6%	32	0.7%
Ephrata	5,638	552	9.8%	2,074	36.8%	2,254	40.0%	569	10.1%	103	1.8%	86	1.5%
Lititz	4,079	271	6.6%	1,502	36.8%	1,680	41.2%	414	10.1%	154	3.8%	58	1.4%
Manheim	2,061	138	6.7%	653	31.7%	781	37.9%	332	16.1%	137	6.6%	20	1.0%
Marietta	1,117	59	5.3%	386	34.6%	482	43.2%	135	12.1%	48	4.3%	7	0.6%
Millersville	2,531	201	7.9%	812	32.1%	1,007	39.8%	397	15.7%	88	3.5%	26	1.0%
Mount Joy	3,256	201	6.2%	1,043	32.0%	1,396	42.9%	361	11.1%	176	5.4%	79	2.4%
Mountville	1,287	56	4.4%	546	42.4%	508	39.5%	129	10.0%	30	2.3%	18	1.4%
New Holland	2,279	308	13.5%	643	28.2%	992	43.5%	291	12.8%	37	1.6%	8	0.4%
Quarryville	1,027	50	4.9%	374	36.4%	464	45.2%	107	10.4%	17	1.7%	15	1.5%
Strasburg	1,133	85	7.5%	256	22.6%	505	44.6%	177	15.6%	81	7.1%	29	2.6%
Terre Hill	484	98	20.2%	101	20.9%	184	38.0%	52	10.7%	28	5.8%	21	4.3%
<i>Subtotal:</i>	39,705	3,486	8.8%	13,353	33.6%	16,360	41.2%	4,654	11.7%	1,362	3.4%	490	1.2%
<i>Share of Total:</i>	20.1%	17.6%		22.5%		20.4%		17.2%		16.5%		17.4%	

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Automobile Ownership
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Suburban Townships													
East Cocalico	3,785	164	4.3%	820	21.7%	1,783	47.1%	678	17.9%	225	5.9%	115	3.0%
East Hempfield	9,804	447	4.6%	2,695	27.5%	4,765	48.6%	1,419	14.5%	350	3.6%	128	1.3%
East Lampeter	6,534	566	8.7%	2,331	35.7%	2,785	42.6%	588	9.0%	157	2.4%	107	1.6%
Ephrata	3,447	299	8.7%	960	27.9%	1,344	39.0%	613	17.8%	161	4.7%	70	2.0%
Lancaster	6,579	599	9.1%	2,662	40.5%	2,438	37.1%	723	11.0%	114	1.7%	43	0.7%
Manheim	15,474	695	4.5%	5,180	33.5%	6,730	43.5%	2,249	14.5%	502	3.2%	118	0.8%
Warwick	6,834	173	2.5%	1,874	27.4%	3,063	44.8%	1,346	19.7%	329	4.8%	49	0.7%
West Hempfield	6,073	189	3.1%	1,412	23.3%	2,942	48.4%	1,165	19.2%	289	4.8%	76	1.3%
West Lampeter	6,508	494	7.6%	2,378	36.5%	2,357	36.2%	836	12.8%	405	6.2%	38	0.6%
<i>Subtotal:</i>	65,038	3,626	5.6%	20,312	31.2%	28,207	43.4%	9,617	14.8%	2,532	3.9%	744	1.1%
<i>Share of Total:</i>	32.9%	18.3%		34.2%		35.2%		35.5%		30.8%		26.4%	

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Automobile Ownership
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships													
Clay	2,263	66	2.9%	487	21.5%	1,138	50.3%	408	18.0%	117	5.2%	47	2.1%
Earl	2,414	593	24.6%	678	28.1%	831	34.4%	243	10.1%	35	1.4%	34	1.4%
East Donegal	3,002	100	3.3%	715	23.8%	1,402	46.7%	543	18.1%	154	5.1%	88	2.9%
East Drumore	1,429	148	10.4%	346	24.2%	515	36.0%	278	19.5%	100	7.0%	42	2.9%
East Earl	2,103	359	17.1%	331	15.7%	922	43.8%	339	16.1%	91	4.3%	61	2.9%
Eden	643	177	27.5%	86	13.4%	232	36.1%	80	12.4%	52	8.1%	16	2.5%
Manor	8,100	280	3.5%	2,578	31.8%	3,695	45.6%	1,163	14.4%	270	3.3%	114	1.4%
Mount Joy	3,678	116	3.2%	841	22.9%	1,947	52.9%	590	16.0%	156	4.2%	28	0.8%
Penn	3,427	267	7.8%	919	26.8%	1,504	43.9%	501	14.6%	179	5.2%	57	1.7%
Pequea	1,684	38	2.3%	338	20.1%	804	47.7%	313	18.6%	164	9.7%	27	1.6%
Providence	2,545	165	6.5%	653	25.7%	1,032	40.6%	535	21.0%	107	4.2%	53	2.1%
Rapho	4,123	155	3.8%	1,014	24.6%	1,770	42.9%	839	20.3%	265	6.4%	80	1.9%
Sadsbury	948	211	22.3%	130	13.7%	360	38.0%	131	13.8%	90	9.5%	26	2.7%
Salisbury	3,291	714	21.7%	628	19.1%	1,057	32.1%	531	16.1%	269	8.2%	92	2.8%
Strasburg	1,317	124	9.4%	240	18.2%	597	45.3%	223	16.9%	98	7.4%	35	2.7%
West Donegal	3,256	385	11.8%	776	23.8%	1,507	46.3%	334	10.3%	201	6.2%	53	1.6%
West Earl	2,667	310	11.6%	716	26.8%	1,005	37.7%	395	14.8%	185	6.9%	56	2.1%
<i>Subtotal:</i>	<u>46,890</u>	<u>4,208</u>	<u>9.0%</u>	<u>11,476</u>	<u>24.5%</u>	<u>20,318</u>	<u>43.3%</u>	<u>7,446</u>	<u>15.9%</u>	<u>2,533</u>	<u>5.4%</u>	<u>909</u>	<u>1.9%</u>
<i>Share of Total:</i>	23.8%	21.3%		19.3%		25.4%		27.5%		30.8%		32.2%	

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Automobile Ownership
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Number</i>	<i>..... None</i>		<i>..... One</i>		<i>..... Two</i>		<i>..... Three</i>		<i>..... Four</i>		<i>... Five or more ...</i>	
	<i>Units</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Rural Townships													
Bart	857	333	38.9%	165	19.3%	172	20.1%	119	13.9%	58	6.8%	10	1.2%
Brecknock	2,386	205	8.6%	390	16.3%	958	40.2%	466	19.5%	244	10.2%	123	5.2%
Caernarvon	1,489	213	14.3%	293	19.7%	575	38.6%	249	16.7%	139	9.3%	20	1.3%
Colerain	1,065	222	20.8%	220	20.7%	349	32.8%	212	19.9%	42	3.9%	20	1.9%
Conestoga	1,427	36	2.5%	361	25.3%	549	38.5%	289	20.3%	137	9.6%	55	3.9%
Conoy	1,203	25	2.1%	249	20.7%	539	44.8%	219	18.2%	139	11.6%	32	2.7%
Drumore	800	109	13.6%	138	17.3%	333	41.6%	152	19.0%	45	5.6%	23	2.9%
Elizabeth	1,394	42	3.0%	262	18.8%	675	48.4%	281	20.2%	103	7.4%	31	2.2%
Fulton	1,048	68	6.5%	186	17.7%	482	46.0%	205	19.6%	74	7.1%	33	3.1%
Leacock	1,530	552	36.1%	315	20.6%	497	32.5%	86	5.6%	54	3.5%	26	1.7%
Little Britain	1,331	121	9.1%	226	17.0%	584	43.9%	281	21.1%	77	5.8%	42	3.2%
Martic	1,850	124	6.7%	312	16.9%	822	44.4%	439	23.7%	100	5.4%	53	2.9%
Paradise	1,656	409	24.7%	379	22.9%	551	33.3%	206	12.4%	88	5.3%	23	1.4%
Upper Leacock	2,976	480	16.1%	739	24.8%	1,151	38.7%	429	14.4%	130	4.4%	47	1.6%
West Cocalico	2,461	64	2.6%	571	23.2%	1,073	43.6%	516	21.0%	174	7.1%	63	2.6%
<i>Subtotal:</i>	23,473	3,003	12.8%	4,806	20.5%	9,310	39.7%	4,149	17.7%	1,604	6.8%	601	2.6%
<i>Share of Total:</i>	11.9%	15.2%		8.1%		11.6%		15.3%		19.5%		21.3%	

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Travel Time to Work
Lancaster County, Pennsylvania
2013 Estimates

<u>Study Area</u>	<u>Workers</u>	<u>. Less than 15 minutes .</u>		<u>. 15 - 29 minutes.</u>		<u>.30 - 44 minutes.</u>		<u>.45 - 59 minutes.</u>		<u>. .60 + minutes. .</u>		<u>Average</u>
	<u>Age 16+</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Travel Time</u>
Lancaster County	242,827	84,908	35.0%	94,037	38.7%	38,176	15.7%	11,972	4.9%	13,734	5.7%	458
City												
Lancaster	24,079	9,350	38.8%	9,901	41.1%	2,928	12.2%	942	3.9%	958	4.0%	21.66
Share of Total:	9.9%	11.0%		10.5%		7.7%		7.9%		7.0%		
Boroughs												
Adamstown	964	370	38.4%	358	37.1%	133	13.8%	37	3.8%	66	6.8%	23.52
Akron	1,926	610	31.7%	885	46.0%	305	15.8%	36	1.9%	90	4.7%	22.91
Christiana	515	186	36.1%	107	20.8%	136	26.4%	47	9.1%	39	7.6%	27.56
Columbia	5,059	1,365	27.0%	2,356	46.6%	821	16.2%	265	5.2%	252	5.0%	24.82
Denver	2,149	1,015	47.2%	438	20.4%	413	19.2%	94	4.4%	189	8.8%	24.72
East Petersburg	2,189	962	43.9%	804	36.7%	236	10.8%	102	4.7%	85	3.9%	21.24
Elizabethtown	5,330	2,163	40.6%	1,756	32.9%	1,053	19.8%	230	4.3%	128	2.4%	21.76
Ephrata	6,763	2,577	38.1%	2,282	33.7%	1,272	18.8%	295	4.4%	337	5.0%	23.56
Lititz	4,269	1,366	32.0%	1,870	43.8%	607	14.2%	160	3.7%	266	6.2%	24.43
Manheim	2,643	850	32.2%	1,105	41.8%	417	15.8%	69	2.6%	202	7.6%	25.23
Marietta	1,388	299	21.5%	699	50.4%	302	21.8%	50	3.6%	38	2.7%	24.34
Millersville	3,844	1,275	33.2%	1,747	45.4%	459	11.9%	128	3.3%	235	6.1%	23.62
Mount Joy	4,242	1,323	31.2%	1,862	43.9%	856	20.2%	121	2.9%	80	1.9%	22.01
Mountville	1,592	530	33.3%	677	42.5%	226	14.2%	64	4.0%	95	6.0%	24.51
New Holland	2,819	1,329	47.1%	834	29.6%	395	14.0%	72	2.6%	189	6.7%	21.76
Quarryville	1,185	386	32.6%	280	23.6%	206	17.4%	220	18.6%	93	7.8%	29.97
Strasburg	1,502	516	34.4%	597	39.7%	213	14.2%	102	6.8%	74	4.9%	24.18
Terre Hill	649	364	56.1%	130	20.0%	51	7.9%	60	9.2%	44	6.8%	22.54
Subtotal:	49,028	17,486	35.7%	18,787	38.3%	8,101	16.5%	2,152	4.4%	2,502	5.1%	
Share of Total:	20.2%	20.6%		20.0%		21.2%		18.0%		18.2%		

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Travel Time to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>. Less than 15 minutes .</i>		<i>. 15 - 29 minutes.</i>		<i>.30 - 44 minutes.</i>		<i>.45 - 59 minutes.</i>		<i>. .60 + minutes. .</i>		<i>Average Travel Time</i>
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	
Suburban Townships												
East Cocalico	4,875	1,730	35.5%	1,676	34.4%	794	16.3%	313	6.4%	362	7.4%	25.63
East Hempfield	11,425	4,224	37.0%	4,875	42.7%	1,394	12.2%	488	4.3%	444	3.9%	22.26
East Lampeter	7,687	3,080	40.1%	2,993	38.9%	788	10.3%	450	5.9%	376	4.9%	22.41
Ephrata	4,704	1,742	37.0%	1,706	36.3%	729	15.5%	214	4.5%	313	6.7%	23.88
Lancaster	8,065	2,918	36.2%	3,519	43.6%	956	11.9%	344	4.3%	328	4.1%	22.21
Manheim	17,409	6,870	39.5%	6,859	39.4%	2,065	11.9%	721	4.1%	894	5.1%	22.51
Warwick	9,343	3,115	33.3%	3,635	38.9%	1,509	16.2%	461	4.9%	623	6.7%	25.58
West Hempfield	8,298	2,781	33.5%	3,965	47.8%	972	11.7%	340	4.1%	240	2.9%	21.89
West Lampeter	6,905	2,489	36.0%	2,775	40.2%	884	12.8%	375	5.4%	382	5.5%	23.55
<i>Subtotal:</i>	78,711	28,949	36.8%	32,003	40.7%	10,091	12.8%	3,706	4.7%	3,962	5.0%	
<i>Share of Total:</i>	32.4%	34.1%		34.0%		26.4%		31.0%		28.8%		

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Travel Time to Work
Lancaster County, Pennsylvania
2013 Estimates

<i>Study Area</i>	<i>Workers</i>	<i>. Less than 15 minutes .</i>		<i>. 15 - 29 minutes.</i>		<i>.30 - 44 minutes.</i>		<i>.45 - 59 minutes.</i>		<i>. .60 + minutes. .</i>		<i>Average Travel Time</i>
	<i>Age 16+</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	
Semi-Rural Townships												
Clay	3,087	1,017	32.9%	1,082	35.1%	757	24.5%	129	4.2%	102	3.3%	24.43
Earl	2,274	1,219	53.6%	534	23.5%	279	12.3%	64	2.8%	178	7.8%	21.87
East Donegal	4,052	979	24.2%	1,628	40.2%	1,071	26.4%	167	4.1%	207	5.1%	26.40
East Drumore	1,629	574	35.2%	380	23.3%	309	19.0%	171	10.5%	195	12.0%	30.49
East Earl	2,833	1,214	42.9%	730	25.8%	397	14.0%	234	8.3%	258	9.1%	26.30
Eden	856	334	39.0%	165	19.3%	162	18.9%	97	11.3%	98	11.4%	29.71
Manor	10,494	3,385	32.3%	4,600	43.8%	1,514	14.4%	366	3.5%	629	6.0%	24.29
Mount Joy	5,295	1,671	31.6%	2,166	40.9%	1,040	19.6%	277	5.2%	141	2.7%	23.36
Penn	4,073	1,375	33.8%	1,570	38.5%	742	18.2%	156	3.8%	230	5.6%	24.06
Pequea	2,336	595	25.5%	1,049	44.9%	352	15.1%	178	7.6%	162	6.9%	26.79
Providence	3,482	866	24.9%	1,219	35.0%	785	22.5%	320	9.2%	292	8.4%	29.34
Rapho	5,629	1,732	30.8%	2,500	44.4%	1,025	18.2%	183	3.3%	189	3.4%	23.15
Sadsbury	1,183	440	37.2%	309	26.1%	236	19.9%	88	7.4%	110	9.3%	26.95
Salisbury	4,440	1,602	36.1%	1,351	30.4%	763	17.2%	267	6.0%	457	10.3%	27.68
Strasburg	1,874	578	30.8%	707	37.7%	361	19.3%	119	6.4%	109	5.8%	25.73
West Donegal	3,777	1,282	33.9%	1,329	35.2%	748	19.8%	339	9.0%	79	2.1%	23.93
West Earl	3,099	1,047	33.8%	1,437	46.4%	399	12.9%	72	2.3%	144	4.6%	22.26
<i>Subtotal:</i>	60,413	19,910	33.0%	22,756	37.7%	10,940	18.1%	3,227	5.3%	3,580	5.9%	437
<i>Share of Total:</i>	24.9%	23.4%		24.2%		28.7%		27.0%		26.1%		95.3%

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Travel Time to Work
Lancaster County, Pennsylvania
2013 Estimates

<u>Study Area</u>	<u>Workers</u>	<u>. Less than 15 minutes .</u>		<u>. 15 - 29 minutes.</u>		<u>.30 - 44 minutes.</u>		<u>.45 - 59 minutes.</u>		<u>. .60 + minutes. .</u>		<u>Average</u>
	<u>Age 16+</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Travel Time</u>
Rural Townships												
Bart	1,094	358	32.7%	253	23.1%	266	24.3%	66	6.0%	151	13.8%	30.83
Brecknock	3,268	1,132	34.6%	1,170	35.8%	537	16.4%	136	4.2%	293	9.0%	25.94
Caernarvon	2,190	737	33.7%	759	34.7%	351	16.0%	158	7.2%	185	8.4%	26.89
Colerain	1,290	487	37.8%	263	20.4%	271	21.0%	136	10.5%	133	10.3%	29.34
Conestoga	2,166	386	17.8%	1,058	48.8%	430	19.9%	122	5.6%	170	7.8%	28.93
Conoy	1,718	441	25.7%	686	39.9%	411	23.9%	92	5.4%	88	5.1%	26.46
Drumore	1,026	232	22.6%	215	21.0%	262	25.5%	87	8.5%	230	22.4%	32.60
Elizabeth	1,959	652	33.3%	775	39.6%	412	21.0%	87	4.4%	33	1.7%	22.99
Fulton	1,138	216	19.0%	324	28.5%	290	25.5%	118	10.4%	190	16.7%	36.41
Leacock	1,911	764	40.0%	582	30.5%	272	14.2%	121	6.3%	172	9.0%	25.76
Little Britain	1,579	502	31.8%	320	20.3%	373	23.6%	164	10.4%	220	13.9%	31.73
Martic	2,513	313	12.5%	749	29.8%	945	37.6%	251	10.0%	255	10.1%	34.77
Paradise	1,846	551	29.8%	640	34.7%	256	13.9%	168	9.1%	231	12.5%	30.30
Upper Leacock	3,672	1,367	37.2%	1,522	41.4%	446	12.1%	120	3.3%	217	5.9%	22.56
West Cocalico	3,226	1,075	33.3%	1,274	39.5%	594	18.4%	119	3.7%	164	5.1%	23.73
<i>Subtotal:</i>	30,596	9,213	30.1%	10,590	34.6%	6,116	20.0%	1,945	6.4%	2,732	8.9%	
<i>Share of Total:</i>	12.6%	10.9%		11.3%		16.0%		16.2%		19.9%		

NOTE: All data from 2013 Nielsen estimates.

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Selected Economic Characteristics: Annual Household Transportation Costs
Lancaster County, Pennsylvania
2009 Estimates

<i>Study Area</i>	<i>Total</i>	<i>Average</i>	<i>Under \$12,500</i>		<i>\$12,500 to \$13,500</i>		<i>\$13,500 to \$14,300</i>		<i>\$14,300 to \$15,400</i>		<i>Over \$15,400</i>	
	<i>Households</i>	<i>Cost</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>
Lancaster County	186,301	\$14,853.75	15,364	8.2%	10,016	5.4%	32,053	17.2%	61,584	33.1%	67,284	36.1%
City												
Lancaster	20,406	\$11,870.78	15,127	74.1%	3,942	19.3%	837	4.1%	500	2.5%	0	0.0%
Boroughs												
Adamstown	478	\$15,520.59	0	0.0%	0	0.0%	0	0.0%	0	0.0%	478	100.0%
Akron	1,819	\$14,514.41	0	0.0%	0	0.0%	0	0.0%	1,819	100.0%	0	0.0%
Christiana	118	\$15,346.11	0	0.0%	0	0.0%	0	0.0%	118	100.0%	0	0.0%
Columbia	4,216	\$13,896.61	0	0.0%	774	18.4%	2,811	66.7%	631	15.0%	0	0.0%
Denver	1,345	\$14,853.78	0	0.0%	0	0.0%	0	0.0%	1,345	100.0%	0	0.0%
East Petersburg	1,162	\$14,248.12	0	0.0%	0	0.0%	502	43.2%	660	56.8%	0	0.0%
Elizabethtown	4,068	\$14,486.80	0	0.0%	0	0.0%	1,510	37.1%	2,558	62.9%	0	0.0%
Ephrata	5,567	\$14,037.67	0	0.0%	568	10.2%	3,378	60.7%	1,621	29.1%	0	0.0%
Lititz	3,744	\$14,117.80	0	0.0%	0	0.0%	3,052	81.5%	692	18.5%	0	0.0%
Manheim	1,794	\$14,569.42	0	0.0%	0	0.0%	0	0.0%	1,794	100.0%	0	0.0%
Marietta	1,051	\$14,627.36	0	0.0%	0	0.0%	0	0.0%	1,051	100.0%	0	0.0%
Millersville	1,774	\$14,539.60	0	0.0%	10	0.6%	0	0.0%	1,764	99.4%	0	0.0%
Mount Joy	2,999	\$14,760.99	0	0.0%	0	0.0%	0	0.0%	2,999	100.0%	0	0.0%
Mountville	736	\$14,594.66	0	0.0%	0	0.0%	0	0.0%	736	100.0%	0	0.0%
New Holland	2,174	\$14,342.73	0	0.0%	0	0.0%	1,555	71.5%	619	28.5%	0	0.0%
Quarryville	954	\$15,439.12	0	0.0%	0	0.0%	0	0.0%	0	0.0%	954	100.0%
Strasburg	183	\$15,889.94	0	0.0%	0	0.0%	0	0.0%	0	0.0%	183	100.0%
Terre Hill	38	\$15,959.85	0	0.0%	0	0.0%	0	0.0%	0	0.0%	38	100.0%
	<u>34,220</u>		<u>0</u>	<u>0.0%</u>	<u>1,352</u>	<u>4.0%</u>	<u>12,808</u>	<u>37.4%</u>	<u>18,407</u>	<u>53.8%</u>	<u>1,653</u>	<u>4.8%</u>
	<i>average:</i>	\$14,390.11										

*Census-designated places (CDPs).

SOURCE: Center for Neighborhood Technology: Housing + Transportation Index.

Selected Economic Characteristics: Annual Household Transportation Costs
Lancaster County, Pennsylvania
2009 Estimates

<i>Study Area</i>	<i>Total</i>	<i>Average</i>	<i>Under \$12,500</i>		<i>\$12,500 to \$13,500</i>		<i>\$13,500 to \$14,300</i>		<i>\$14,300 to \$15,400</i>		<i>Over \$15,400</i>	
	<i>Households</i>	<i>Cost</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>
Suburban Townships												
Reamstown *												
(in East Cocalico)	742	\$15,212.96	0	0.0%	0	0.0%	0	0.0%	589	79.4%	153	20.6%
Willow Street * (in West Lampeter and Pequea)	2,920	\$15,117.26	0	0.0%	0	0.0%	0	0.0%	2,516	86.2%	404	13.8%
Semi-Rural Townships												
Maytown *												
(in East Donegal)	368	\$16,092.06	0	0.0%	0	0.0%	0	0.0%	0	0.0%	368	100.0%
Gap *												
(in Salisbury)	351	\$16,147.33	0	0.0%	0	0.0%	0	0.0%	0	0.0%	351	100.0%
Rheems *												
(in West Donegal)	319	\$15,642.44	0	0.0%	0	0.0%	0	0.0%	0	0.0%	319	100.0%
Rural Townships												
Paradise *												
(in Paradise)	99	\$16,479.55	0	0.0%	0	0.0%	0	0.0%	0	0.0%	99	100.0%
Leacock-Leola-Bareville *												
(in Upper Leacock)	1,737	\$15,094.76	0	0.0%	0	0.0%	0	0.0%	1,343	77.3%	394	22.7%

*Census-designated places (CDPs).

SOURCE: Center for Neighborhood Technology: Housing + Transportation Index.

Selected Economic Characteristics: Housing Plus Transportation Cost as a Percent of Income
Lancaster County, Pennsylvania
2009 Estimates

<i>Study Area</i>	<i>Total</i>		<i>Under 40 Percent</i>		<i>40 to 45 Percent</i>		<i>45 to 50 Percent</i>		<i>50 to 60 Percent</i>		<i>Over 60 Percent</i>	
	<i>Households</i>		<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>
Lancaster County	186,301		17,164	9.2%	35,666	19.1%	50,157	26.9%	73,118	39.2%	10,196	5.5%
City												
Lancaster	20,404		13,354	65.4%	5,622	27.6%	763	3.7%	553	2.7%	112	0.5%
Boroughs												
Adamstown	478		0	0.0%	0	0.0%	0	0.0%	478	100.0%	0	0.0%
Akron	1,819		0	0.0%	1,269	69.8%	550	30.2%	0	0.0%	0	0.0%
Christiana	118		0	0.0%	0	0.0%	0	0.0%	118	100.0%	0	0.0%
Columbia	4,216	2,280	54.1%	1,305	31.0%	631	15.0%	0	0.0%	0	0.0%	
Denver	1,345	0	0.0%	0	0.0%	969	72.0%	376	28.0%	0	0.0%	
East Petersburg	1,162	0	0.0%	308	26.5%	502	43.2%	352	30.3%	0	0.0%	
Elizabethtown	4,068	0	0.0%	2,586	63.6%	358	8.8%	1,124	27.6%	0	0.0%	
Ephrata	5,567	0	0.0%	2,791	50.1%	2,776	49.9%	0	0.0%	0	0.0%	
Lititz	3,744	0	0.0%	1,855	49.5%	1,472	39.3%	417	11.1%	0	0.0%	
Manheim	1,794	0	0.0%	0	0.0%	609	33.9%	1,185	66.1%	0	0.0%	
Marietta	1,051	0	0.0%	0	0.0%	1,051	100.0%	0	0.0%	0	0.0%	
Millersville	1,774	0	0.0%	1,242	70.0%	10	0.6%	522	29.4%	0	0.0%	
Mount Joy	2,999	0	0.0%	815	27.2%	1,800	60.0%	384	12.8%	0	0.0%	
Mountville	736	0	0.0%	736	100.0%	0	0.0%	0	0.0%	0	0.0%	
New Holland	2,174	0	0.0%	1,555	71.5%	619	28.5%	0	0.0%	0	0.0%	
Quarryville	954	0	0.0%	0	0.0%	954	100.0%	0	0.0%	0	0.0%	
Strasburg	183	0	0.0%	0	0.0%	82	44.8%	100	54.6%	1	0.5%	
Terre Hill	38	0	0.0%	0	0.0%	38	100.0%	0	0.0%	0	0.0%	
	<u>34,220</u>	<u>2,280</u>	<u>6.7%</u>	<u>14,462</u>	<u>42.3%</u>	<u>12,421</u>	<u>36.3%</u>	<u>5,056</u>	<u>14.8%</u>	<u>1</u>	<u>0.0%</u>	

* Census designated places (CDPs).

SOURCE: Center for Neighborhood Technology: Housing + Transportation Index.

Selected Economic Characteristics: Housing Plus Transportation Cost as a Percent of Income
Lancaster County, Pennsylvania
2009 Estimates

<i>Study Area</i>	<i>Total</i>		<i>Under 40 Percent</i>		<i>40 to 45 Percent</i>		<i>45 to 50 Percent</i>		<i>50 to 60 Percent</i>		<i>Over 60 Percent</i>	
	<i>Households</i>		<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>	<i>Households</i>	<i>Percent</i>
Suburban Townships												
Reamstown *												
(in East Cocalico)	742		0	0.0%	555	74.8%	0	0.0%	187	25.2%	0	0.0%
Willow Street * (in West Lampeter and Pequea)	2,920		0	0.0%	0	0.0%	0	0.0%	2,638	90.3%	282	9.7%
Semi-Rural Townships												
Maytown *												
(in East Donegal)	368		0	0.0%	0	0.0%	0	0.0%	368	100.0%	0	0.0%
Gap *												
(in Salisbury)	351		0	0.0%	0	0.0%	335	95.4%	16	4.6%	0	0.0%
Rheems *												
(in West Donegal)	319		0	0.0%	0	0.0%	0	0.0%	319	100.0%	0	0.0%
Rural Townships												
Paradise *												
(in Paradise)	99		0	0.0%	0	0.0%	0	0.0%	99	100.0%	0	0.0%
Leacock-Leola-Bareville *												
(in Upper Leacock)	1,738		0	0.0%	19	1.1%	1,028	59.1%	691	39.8%	0	0.0%

* Census designated places (CDPs).

SOURCE: Center for Neighborhood Technology: Housing + Transportation Index.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	4,020	625	80	760	5,485
<i>Metropolitan Cities</i>	0	0	25	90	115
<i>Small Cities/Satellite Cities</i>	600	105	20	130	855
<i>Metropolitan Suburbs</i>	715	135	30	125	1,005
<i>Town & Country/Exurbs</i>	2,705	385	5	415	3,510
Traditional & Non-Traditional Families	4,815	795	205	1,390	7,205
<i>Metropolitan Cities</i>	0	0	125	355	480
<i>Small Cities/Satellite Cities</i>	1,110	265	35	285	1,695
<i>Metropolitan Suburbs</i>	750	135	35	235	1,155
<i>Town & Country/Exurbs</i>	2,955	395	10	515	3,875
Younger Singles & Couples	6,765	1,255	365	1,960	10,345
<i>Metropolitan Cities</i>	955	175	100	610	1,840
<i>Small Cities/Satellite Cities</i>	2,265	380	75	480	3,200
<i>Metropolitan Suburbs</i>	2,190	450	170	570	3,380
<i>Town & Country/Exurbs</i>	1,355	250	20	300	1,925
Total:	15,600	2,675	650	4,110	23,035
Percent:	67.7%	11.6%	2.8%	17.8%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Empty Nesters & Retirees	4,020	625	80	760	5,485
<i>Metropolitan Cities</i>					
Urban Establishment	0	0	5	30	35
Cosmopolitan Couples	0	0	0	5	5
Multi-Ethnic Retirees	0	0	0	5	5
Downtown Retirees	0	0	5	5	10
Multi-Ethnic Seniors	0	0	15	45	60
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>25</u>	<u>90</u>	<u>115</u>
<i>Small Cities/Satellite Cities</i>					
Cosmopolitan Elite	15	0	0	10	25
Middle-Class Move-Downs	145	30	10	40	225
Blue-Collar Retirees	75	15	0	15	105
Hometown Retirees	45	0	0	10	55
Second City Seniors	320	60	10	55	445
<i>Subtotal:</i>	<u>600</u>	<u>105</u>	<u>20</u>	<u>130</u>	<u>855</u>
<i>Metropolitan Suburbs</i>					
Old Money	40	5	5	10	60
Suburban Establishment	105	20	10	10	145
Affluent Empty Nesters	55	10	0	15	80
Mainstream Retirees	30	0	0	5	35
No-Nest Suburbanites	230	50	15	40	335
Middle-American Retirees	110	20	0	15	145
Suburban Retirees	45	10	0	10	65
Suburban Seniors	100	20	0	20	140
<i>Subtotal:</i>	<u>715</u>	<u>135</u>	<u>30</u>	<u>125</u>	<u>1,005</u>
<i>Town & Country/Exurbs</i>					
Small-Town Establishment	85	35	0	20	140
New Empty Nesters	505	105	5	45	660
RV Retirees	190	25	0	25	240
Blue-Collar Empty Nesters	1,170	140	0	85	1,395
Exurban Suburbanites	335	40	0	35	410
Heartland Empty Nesters	140	20	0	30	190
Country Couples	90	20	0	35	145
Small-Town Seniors	50	0	0	10	60
Rural Singles	25	0	0	50	75
Back Country Seniors	5	0	0	25	30
Rural Seniors	50	0	0	20	70
Struggling Retirees	60	0	0	35	95
<i>Subtotal:</i>	<u>2,705</u>	<u>385</u>	<u>5</u>	<u>415</u>	<u>3,510</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Traditional & Non-Traditional Families	4,815	795	205	1,390	7,205
<i>Metropolitan Cities</i>					
Full-Nest Urbanites	0	0	30	50	80
Multi-Cultural Families	0	0	50	50	100
Inner-City Families	0	0	20	115	135
Single-Parent Families	0	0	25	140	165
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>125</u>	<u>355</u>	<u>480</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	40	5	5	50	100
Multi-Ethnic Families	140	25	15	60	240
In-Town Families	930	235	15	175	1,355
<i>Subtotal:</i>	<u>1,110</u>	<u>265</u>	<u>35</u>	<u>285</u>	<u>1,695</u>
<i>Metropolitan Suburbs</i>					
The Social Register	35	10	5	15	65
Nouveau Money	65	25	10	30	130
Late-Nest Suburbanites	85	15	0	20	120
Full-Nest Suburbanites	185	35	15	65	300
Blue-Collar Button-Downs	250	40	5	75	370
Working-Class Families	130	10	0	30	170
<i>Subtotal:</i>	<u>750</u>	<u>135</u>	<u>35</u>	<u>235</u>	<u>1,155</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Elite	50	80	10	40	180
Full-Nest Exurbanites	520	85	0	40	645
New-Town Families	1,030	100	0	75	1,205
Small-Town Families	505	55	0	55	615
Kids 'r' Us	620	50	0	90	760
Rustic Families	190	20	0	70	280
Subsistence Families	40	5	0	145	190
<i>Subtotal:</i>	<u>2,955</u>	<u>395</u>	<u>10</u>	<u>515</u>	<u>3,875</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Younger Singles & Couples	6,765	1,255	365	1,960	10,345
<i>Metropolitan Cities</i>					
e-Types	0	0	10	90	100
New Bohemians	0	0	30	150	180
Urban Achievers	0	0	50	165	215
Soul City Singles	955	175	10	205	1,345
Subtotal:	955	175	100	610	1,840
<i>Small Cities/Satellite Cities</i>					
The VIPs	85	30	30	95	240
Twentysomethings	195	55	20	100	370
Small-City Singles	710	140	15	135	1,000
Blue-Collar Singles	1,275	155	10	150	1,590
Subtotal:	2,265	380	75	480	3,200
<i>Metropolitan Suburbs</i>					
The Entrepreneurs	130	55	30	55	270
Fast-Track Professionals	110	65	25	55	255
Upscale Suburban Couples	435	105	50	110	700
Suburban Achievers	790	150	60	180	1,180
Working-Class Singles	725	75	5	170	975
Subtotal:	2,190	450	170	570	3,380
<i>Town & Country/Exurbs</i>					
Ex-Urban Power Couples	50	90	15	45	200
Cross-Training Couples	195	70	0	50	315
Small-Town Singles	1,110	90	5	205	1,410
Subtotal:	1,355	250	20	300	1,925

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Table 31

Tenure (Renter/Buyer) Profile
 Five-Year Total: 2013-2017
 Number of Households With The Potential To Move Within/ To Lancaster County
*Lancaster County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	.....Rental.....					.....Ownership.....					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	1,260	930	1,275	770	3,065	2,180	2,070	3,330	2,175	10,370	27,425
<i>Metropolitan Cities</i>	90	45	50	25	115	30	20	35	20	145	575
<i>Small Cities/Satellite Cities</i>	605	360	395	205	590	400	295	390	235	800	4,275
<i>Metropolitan Suburbs</i>	170	150	230	150	600	365	375	605	395	1,985	5,025
<i>Town & Country/Exurbs</i>	395	375	600	390	1,760	1,385	1,380	2,300	1,525	7,440	17,550
Traditional & Non-Traditional Families	2,820	2,100	2,605	1,180	3,085	3,595	3,230	5,005	2,840	9,565	36,025
<i>Metropolitan Cities</i>	550	335	335	125	280	200	145	170	80	180	2,400
<i>Small Cities/Satellite Cities</i>	1,395	950	1,030	385	845	980	705	845	365	975	8,475
<i>Metropolitan Suburbs</i>	190	185	295	160	500	425	450	810	515	2,245	5,775
<i>Town & Country/Exurbs</i>	685	630	945	510	1,460	1,990	1,930	3,180	1,880	6,165	19,375
Younger Singles & Couples	5,805	4,355	6,020	3,380	10,900	2,950	2,405	3,650	2,215	10,045	51,725
<i>Metropolitan Cities</i>	2,120	1,315	1,520	745	1,995	350	220	270	140	525	9,200
<i>Small Cities/Satellite Cities</i>	1,555	1,330	1,930	1,095	3,175	1,125	960	1,410	810	2,610	16,000
<i>Metropolitan Suburbs</i>	1,225	1,050	1,710	1,060	4,145	645	600	1,090	745	4,630	16,900
<i>Town & Country/Exurbs</i>	905	660	860	480	1,585	830	625	880	520	2,280	9,625
Total:	9,885	7,385	9,900	5,330	17,050	8,725	7,705	11,985	7,230	29,980	115,175
Percent:	8.6%	6.4%	8.6%	4.6%	14.8%	7.6%	6.7%	10.4%	6.3%	26.0%	100.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Table 32

Purchase Propensity By Housing Type
 Five-Year Total: 2013-2017
 Number of Households With The Potential To Move Within/To Lancaster County
 Lancaster County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	180	145	205	120	595	305	270	405	265	1,215	1,690	1,665	2,705	1,765	8,595	20,125
<i>Metropolitan Cities</i>	10	5	5	5	45	10	0	0	0	50	10	10	10	5	85	250
<i>Small Cities/Satellite Cities</i>	90	60	65	35	100	100	70	85	55	175	210	175	240	145	515	2120
<i>Metropolitan Suburbs</i>	40	40	70	40	190	70	70	110	75	335	250	260	430	280	1465	3725
<i>Town & Country/Exurbs</i>	40	40	65	40	260	125	130	210	135	655	1220	1220	2025	1335	6,530	14,030
Traditional & Non-Traditional Families	315	230	285	145	385	645	530	715	355	1,080	2,650	2,470	3,980	2,340	8,110	24,235
<i>Metropolitan Cities</i>	50	30	30	20	35	75	50	65	30	75	70	55	70	30	90	775
<i>Small Cities/Satellite Cities</i>	160	110	115	45	105	310	225	245	100	235	505	380	480	220	635	3870
<i>Metropolitan Suburbs</i>	35	30	55	30	105	70	70	120	70	275	330	340	630	415	1870	4445
<i>Town & Country/Exurbs</i>	70	60	85	50	140	190	185	285	155	495	1745	1695	2800	1675	5,515	15,145
Younger Singles & Couples	670	545	805	485	1,935	935	755	1,125	670	2,705	1,345	1,120	1,715	1,070	5,385	21,265
<i>Metropolitan Cities</i>	150	100	120	60	235	140	95	110	60	190	60	35	45	25	80	1505
<i>Small Cities/Satellite Cities</i>	205	180	270	160	525	375	320	470	270	850	550	465	670	380	1225	6915
<i>Metropolitan Suburbs</i>	190	175	295	195	920	205	185	335	220	1215	245	240	455	330	2505	7,710
<i>Town & Country/Exurbs</i>	125	90	120	70	255	215	155	210	120	450	490	380	545	335	1575	5,135
Total:	1,165	920	1,295	750	2,915	1,885	1,555	2,245	1,290	5,000	5,685	5,255	8,400	5,175	22,090	65,625
Percent:	1.8%	1.4%	2.0%	1.1%	4.4%	2.9%	2.4%	3.4%	2.0%	7.6%	8.7%	8.0%	12.8%	7.9%	33.7%	100.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure and Lifestage

Lancaster County, Pennsylvania

Five-Year Total: 2013- 2017

Study Area	5-Year Number of Households	..... Empty Nesters & Retirees .....					.. Traditional & Non-Traditional Families ..					..... Younger Singles & Couples				
		Total	Number	Percent	Number	Percent	Total	Number	Percent	Number	Percent	Total	Number	Percent	Number	Percent
Lancaster County	115,175	27,425	7,300	26.6%	20,125	73.4%	36,025	11,790	32.7%	24,235	67.3%	51,725	30,460	58.9%	21,265	41.1%
	<i>Share of Total:</i>	23.8%					31.3%					44.9%				
City																
Lancaster	27,175	4,200	1,475	35.1%	2,725	64.9%	7,275	3,145	43.2%	4,130	56.8%	15,700	10,160	64.7%	5,540	35.3%
	<i>Share of Total:</i>	15.5%					26.8%					57.8%				
Boroughs																
Adamstown	600	175	35	20.0%	140	80.0%	125	35	28.0%	90	72.0%	300	140	46.7%	160	53.3%
Akron	1,150	325	105	32.3%	220	67.7%	475	195	41.1%	280	58.9%	350	205	58.6%	145	41.4%
Christiana	375	25	5	20.0%	20	80.0%	275	85	30.9%	190	69.1%	75	45	60.0%	30	40.0%
Columbia	4,075	725	290	40.0%	435	60.0%	1,350	630	46.7%	720	53.3%	2,000	1,185	59.3%	815	40.8%
Denver	850	300	75	25.0%	225	75.0%	350	90	25.7%	260	74.3%	200	125	62.5%	75	37.5%
East Petersburg	300	50	10	20.0%	40	80.0%	225	55	24.4%	170	75.6%	25	15	60.0%	10	40.0%
Elizabethtown	4,525	750	270	36.0%	480	64.0%	1,200	495	41.3%	705	58.8%	2,575	1,580	61.4%	995	38.6%
Ephrata	5,375	1,075	365	34.0%	710	66.0%	1,550	670	43.2%	880	56.8%	2,750	1,660	60.4%	1,090	39.6%
Lititz	4,500	1,125	400	35.6%	725	64.4%	1,225	485	39.6%	740	60.4%	2,150	1,250	58.1%	900	41.9%
Manheim	1,950	525	135	25.7%	390	74.3%	675	220	32.6%	455	67.4%	750	420	56.0%	330	44.0%
Marietta	2,125	600	150	25.0%	450	75.0%	1,025	315	30.7%	710	69.3%	500	300	60.0%	200	40.0%
Millersville	3,300	850	235	27.6%	615	72.4%	700	265	37.9%	435	62.1%	1,750	1,005	57.4%	745	42.6%
Mount Joy	3,975	1,350	355	26.3%	995	73.7%	1,500	510	34.0%	990	66.0%	1,125	675	60.0%	450	40.0%
Mountville	1,225	400	85	21.3%	315	78.8%	400	115	28.8%	285	71.3%	425	245	57.6%	180	42.4%
New Holland	3,200	975	275	28.2%	700	71.8%	1,075	365	34.0%	710	66.0%	1,150	680	59.1%	470	40.9%
Quarryville	1,225	375	105	28.0%	270	72.0%	450	135	30.0%	315	70.0%	400	245	61.3%	155	38.8%
Strasburg	925	375	95	25.3%	280	74.7%	500	175	35.0%	325	65.0%	50	30	60.0%	20	40.0%
Terre Hill	450	200	55	27.5%	145	72.5%	200	55	27.5%	145	72.5%	50	30	60.0%	20	40.0%
<i>Subtotal:</i>	40,125	10,200	3,045	29.9%	7,155	70.1%	13,300	4,895	36.8%	8,405	63.2%	16,625	9,835	59.2%	6,790	40.8%
	<i>Share of Total:</i>	25.4%					33.1%					41.4%				

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure and Lifestage

Lancaster County, Pennsylvania

Five-Year Total: 2013- 2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Empty Nesters & Retirees</u>				<u>.. Traditional & Non-Traditional Families ..</u>				<u>..... Younger Singles & Couples</u>						
		<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Suburban Townships																
East Cocalico	2,475	875	195	22.3%	680	77.7%	1,450	395	27.2%	1,055	72.8%	150	100	66.7%	50	33.3%
East Hempfield	9,250	1,900	485	25.5%	1,415	74.5%	2,475	750	30.3%	1,725	69.7%	4,875	2,750	56.4%	2,125	43.6%
East Lampeter	5,900	1,175	300	25.5%	875	74.5%	1,825	605	33.2%	1,220	66.8%	2,900	1,695	58.4%	1,205	41.6%
Ephrata	2,800	800	180	22.5%	620	77.5%	950	300	31.6%	650	68.4%	1,050	625	59.5%	425	40.5%
Lancaster	9,400	1,625	475	29.2%	1,150	70.8%	2,225	790	35.5%	1,435	64.5%	5,550	3,395	61.2%	2,155	38.8%
Manheim	18,200	3,925	1,050	26.8%	2,875	73.2%	5,500	1,775	32.3%	3,725	67.7%	8,775	4,835	55.1%	3,940	44.9%
Warwick	5,625	1,500	375	25.0%	1,125	75.0%	2,425	690	28.5%	1,735	71.5%	1,700	880	51.8%	820	48.2%
West Hempfield	5,550	1,575	370	23.5%	1,205	76.5%	1,800	535	29.7%	1,265	70.3%	2,175	1,210	55.6%	965	44.4%
West Lampeter	7,300	2,375	635	26.7%	1,740	73.3%	2,150	700	32.6%	1,450	67.4%	2,775	1,525	55.0%	1,250	45.0%
Subtotal:	66,500	15,750	4,065	25.8%	11,685	74.2%	20,800	6,540	31.4%	14,260	68.6%	29,950	17,015	56.8%	12,935	43.2%
Share of Total:		23.7%					31.3%					45.0%				

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure and Lifestage
Lancaster County, Pennsylvania
Five-Year Total: 2013- 2017

<i>Study Area</i>	<i>5-Year Number of Households</i>	<i>..... Empty Nesters & Retirees</i>				<i>.. Traditional & Non-Traditional Families ..</i>					<i>..... Younger Singles & Couples</i>					
		<i>. Potential Renters .</i>		<i>. Potential Owners .</i>		<i>. Potential Renters .</i>			<i>. Potential Owners .</i>		<i>. Potential Renters .</i>			<i>. Potential Owners .</i>		
		<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
Semi-Rural Townships																
Clay	1,725	550	125	22.7%	425	77.3%	950	270	28.4%	680	71.6%	225	140	62.2%	85	37.8%
Earl	1,050	350	90	25.7%	260	74.3%	550	155	28.2%	395	71.8%	150	85	56.7%	65	43.3%
East Donegal	3,075	925	220	23.8%	705	76.2%	1,375	305	22.2%	1,070	77.8%	775	455	58.7%	320	41.3%
East Drumore	850	200	40	20.0%	160	80.0%	500	130	26.0%	370	74.0%	150	80	53.3%	70	46.7%
East Earl	1,250	450	100	22.2%	350	77.8%	600	170	28.3%	430	71.7%	200	135	67.5%	65	32.5%
Eden	300	50	10	20.0%	40	80.0%	225	55	24.4%	170	75.6%	25	15	60.0%	10	40.0%
Manor	8,950	2,225	540	24.3%	1,685	75.7%	2,900	935	32.2%	1,965	67.8%	3,825	2,115	55.3%	1,710	44.7%
Mount Joy	3,400	1,000	220	22.0%	780	78.0%	1,225	340	27.8%	885	72.2%	1,175	675	57.4%	500	42.6%
Penn	3,300	1,150	260	22.6%	890	77.4%	1,325	375	28.3%	950	71.7%	825	515	62.4%	310	37.6%
Pequea	1,800	550	150	27.3%	400	72.7%	700	265	37.9%	435	62.1%	550	350	63.6%	200	36.4%
Providence	2,325	775	185	23.9%	590	76.1%	1,000	330	33.0%	670	67.0%	550	345	62.7%	205	37.3%
Rapho	3,375	1,475	395	26.8%	1,080	73.2%	875	280	32.0%	595	68.0%	1,025	625	61.0%	400	39.0%
Sadsbury	575	125	25	20.0%	100	80.0%	350	110	31.4%	240	68.6%	100	65	65.0%	35	35.0%
Salisbury	2,075	550	155	28.2%	395	71.8%	1,050	320	30.5%	730	69.5%	475	295	62.1%	180	37.9%
Strasburg	725	275	80	29.1%	195	70.9%	375	130	34.7%	245	65.3%	75	50	66.7%	25	33.3%
West Donegal	2,825	1,150	265	23.0%	885	77.0%	1,000	255	25.5%	745	74.5%	675	340	50.4%	335	49.6%
West Earl	2,600	850	215	25.3%	635	74.7%	1,125	325	28.9%	800	71.1%	625	390	62.4%	235	37.6%
<i>Subtotal:</i>	<u>40,200</u>	<u>12,650</u>	<u>3,075</u>	<u>24.3%</u>	<u>9,575</u>	<u>75.7%</u>	<u>16,125</u>	<u>4,750</u>	<u>29.5%</u>	<u>11,375</u>	<u>70.5%</u>	<u>11,425</u>	<u>6,675</u>	<u>58.4%</u>	<u>4,750</u>	<u>41.6%</u>
<i>Share of Total:</i>		31.5%					40.1%					28.4%				

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure and Lifestage
Lancaster County, Pennsylvania
Five-Year Total: 2013- 2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Empty Nesters & Retirees</u>					<u>.. Traditional & Non-Traditional Families ..</u>					<u>..... Younger Singles & Couples</u>				
		<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Total</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Rural Townships																
Bart	400	50	10	20.0%	40	80.0%	200	50	25.0%	150	75.0%	150	100	66.7%	50	33.3%
Brecknock	1,750	500	115	23.0%	385	77.0%	975	265	27.2%	710	72.8%	275	170	61.8%	105	38.2%
Caernarvon	800	200	40	20.0%	160	80.0%	375	80	21.3%	295	78.7%	225	135	60.0%	90	40.0%
Colerain	400	75	15	20.0%	60	80.0%	275	70	25.5%	205	74.5%	50	30	60.0%	20	40.0%
Conestoga	1,000	400	75	18.8%	325	81.3%	325	75	23.1%	250	76.9%	275	160	58.2%	115	41.8%
Conoy	675	375	65	17.3%	310	82.7%	275	60	21.8%	215	78.2%	25	15	60.0%	10	40.0%
Drumore	475	150	30	20.0%	120	80.0%	325	60	18.5%	265	81.5%	0	0	0.0%	0	0.0%
Elizabeth	1,175	500	95	19.0%	405	81.0%	500	100	20.0%	400	80.0%	175	95	54.3%	80	45.7%
Fulton	600	225	60	26.7%	165	73.3%	350	80	22.9%	270	77.1%	25	15	60.0%	10	40.0%
Leacock	1,200	250	50	20.0%	200	80.0%	550	140	25.5%	410	74.5%	400	235	58.8%	165	41.3%
Little Britain	1,025	175	35	20.0%	140	80.0%	800	165	20.6%	635	79.4%	50	30	60.0%	20	40.0%
Martic	1,275	600	130	21.7%	470	78.3%	675	175	25.9%	500	74.1%	0	0	0.0%	0	0.0%
Paradise	1,125	375	120	32.0%	255	68.0%	550	185	33.6%	365	66.4%	200	125	62.5%	75	37.5%
Upper Leacock	3,075	625	155	24.8%	470	75.2%	1,825	565	31.0%	1,260	69.0%	625	355	56.8%	270	43.2%
West Cocalico	2,350	1,275	335	26.3%	940	73.7%	700	230	32.9%	470	67.1%	375	220	58.7%	155	41.3%
<i>Subtotal:</i>	<u>17,325</u>	<u>5,775</u>	<u>1,330</u>	<u>23.0%</u>	<u>4,445</u>	<u>77.0%</u>	<u>8,700</u>	<u>2,300</u>	<u>26.4%</u>	<u>6,400</u>	<u>73.6%</u>	<u>2,850</u>	<u>1,685</u>	<u>59.1%</u>	<u>1,165</u>	<u>40.9%</u>
<i>Share of Total:</i>		33.3%					50.2%					16.5%				

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Empty Nesters & Retirees
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<i>5-Year Number of Households</i>	<i>..... Multi-Family For-Rent</i>					<i>..... Multi-Family For-Sale</i>					<i>..... Single-Family For-Sale</i>				
		<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>
Lancaster County	27,425	1,260	930	1,275	770	3,065	180	145	205	120	595	1,995	1,935	3,110	2,030	9,810
	<i>Share of Total:</i>	4.6%	3.4%	4.6%	2.8%	11.2%	0.7%	0.5%	0.7%	0.4%	2.2%	7.3%	7.1%	11.3%	7.4%	35.8%
City																
Lancaster	4,200	344	222	266	152	491	45	31	41	24	94	321	279	429	273	1,188
	<i>Share of Total:</i>	8.2%	5.3%	6.3%	3.6%	11.7%	1.1%	0.7%	1.0%	0.6%	2.2%	7.6%	6.6%	10.2%	6.5%	28.3%
Boroughs																
Adamstown	175	3	3	5	4	20	0	0	1	1	3	11	11	21	14	78
Akron	325	23	15	18	11	38	2	2	2	1	3	21	20	34	22	113
Christiana	25	0	0	1	1	3	0	0	0	0	0	2	2	3	2	11
Columbia	725	73	46	52	31	88	10	7	8	5	15	52	46	69	45	178
Denver	300	13	10	13	9	30	1	1	2	2	4	21	21	35	23	115
East Petersburg	50	1	1	2	1	5	0	0	0	0	0	3	3	7	5	22
Elizabethtown	750	59	37	48	29	97	8	6	8	5	13	50	47	76	49	218
Ephrata	1,075	78	51	66	39	131	12	9	12	9	18	77	72	112	74	315
Lititz	1,125	87	57	73	43	140	12	8	12	7	21	78	74	117	75	321
Manheim	525	23	17	24	16	55	3	2	3	2	5	43	41	66	41	184
Marietta	600	22	18	26	18	66	3	2	3	2	5	43	44	75	49	224
Millersville	850	37	29	42	28	99	7	6	9	6	17	63	62	103	64	278
Mount Joy	1,350	56	45	62	41	151	6	5	9	4	26	103	101	162	107	472
Mountville	400	10	10	15	11	39	1	1	2	2	4	31	32	51	34	157
New Holland	975	49	37	49	32	108	5	4	7	4	15	73	72	114	76	330
Quarryville	375	19	14	18	12	42	3	2	3	2	5	25	26	44	29	131
Strasburg	375	18	12	16	11	38	2	1	2	1	4	28	26	44	28	144
Terre Hill	200	10	7	10	6	22	0	0	0	0	0	16	15	25	17	72
<i>Subtotal:</i>	10,200	581	409	540	343	1,172	75	56	83	53	158	740	715	1,158	754	3,363
	<i>Share of Total:</i>	5.7%	4.0%	5.3%	3.4%	11.5%	0.7%	0.5%	0.8%	0.5%	1.5%	7.3%	7.0%	11.4%	7.4%	33.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Empty Nesters & Retirees
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Suburban Townships																
East Cocalico	875	23	22	34	22	94	2	2	4	2	10	63	63	109	74	351
East Hempfield	1,900	74	59	84	53	215	12	12	16	9	46	125	126	207	141	721
East Lampeter	1,175	45	36	52	34	133	8	8	11	7	21	82	84	137	91	426
Ephrata	800	22	21	30	20	87	1	1	3	2	8	55	57	98	66	329
Lancaster	1,625	81	61	86	53	194	14	12	20	11	43	116	111	179	115	529
Manheim	3,925	176	133	183	113	445	28	24	35	23	100	277	271	432	288	1,397
Warwick	1,500	51	44	66	41	173	7	7	12	7	27	106	106	178	119	556
West Hempfield	1,575	52	42	62	40	174	7	7	10	7	24	101	105	180	124	640
West Lampeter	2,375	112	80	110	67	266	15	12	19	10	49	170	163	267	173	862
<i>Subtotal:</i>	15,750	636	498	707	443	1,781	94	85	130	78	328	1,095	1,086	1,787	1,191	5,811
<i>Share of Total:</i>		4.0%	3.2%	4.5%	2.8%	11.3%	0.6%	0.5%	0.8%	0.5%	2.1%	7.0%	6.9%	11.3%	7.6%	36.9%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Empty Nesters & Retirees
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<i>5-Year Number of Households</i>	<i>..... Multi-Family For-Rent</i>					<i>..... Multi-Family For-Sale</i>					<i>..... Single-Family For-Sale</i>				
		<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>
Semi-Rural Townships																
Clay	550	16	13	21	15	60	1	1	3	2	8	37	38	64	44	227
Earl	350	14	11	16	12	37	1	1	1	1	1	27	26	45	32	125
East Donegal	925	34	24	35	23	104	6	4	6	2	12	62	60	107	70	376
East Drumore	200	3	3	6	5	23	0	0	1	1	3	13	13	24	16	89
East Earl	450	15	13	18	14	40	0	0	1	1	3	32	34	57	40	182
Eden	50	1	1	2	1	5	0	0	0	0	0	3	3	7	5	22
Manor	2,225	74	61	93	59	253	11	11	18	12	48	149	151	261	173	851
Mount Joy	1,000	27	23	36	23	111	4	3	5	2	11	67	68	120	80	420
Penn	1,150	31	27	43	29	130	4	4	8	5	19	76	79	135	91	469
Pequea	550	27	20	27	18	58	3	2	3	2	5	40	38	63	43	201
Providence	775	26	21	33	20	85	3	2	4	3	8	57	57	97	65	294
Rapho	1,475	66	48	68	42	171	7	6	9	5	18	105	102	172	112	544
Sadsbury	125	2	2	3	3	15	0	0	0	0	0	7	7	15	10	61
Salisbury	550	28	19	27	18	63	4	2	4	2	8	40	39	63	41	192
Strasburg	275	18	12	13	9	28	2	1	1	0	1	16	18	30	20	106
West Donegal	1,150	39	31	44	28	123	4	3	7	5	16	82	81	132	88	467
West Earl	850	31	25	37	24	98	4	3	6	3	14	60	59	99	66	321
<i>Subtotal:</i>	12,650	452	354	522	343	1,404	54	43	77	46	175	873	873	1,491	996	4,947
<i>Share of Total:</i>		3.6%	2.8%	4.1%	2.7%	11.1%	0.4%	0.3%	0.6%	0.4%	1.4%	6.9%	6.9%	11.8%	7.9%	39.1%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Empty Nesters & Retirees
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Rural Townships																
Bart	50	1	1	2	1	5	0	0	0	0	0	3	3	7	5	22
Brecknock	500	15	13	20	14	53	0	0	1	1	3	35	35	61	42	207
Caernarvon	200	5	5	6	5	19	0	0	0	0	0	15	15	26	18	86
Colerain	75	1	1	3	1	9	0	0	0	0	0	4	4	9	7	36
Conestoga	400	7	7	12	9	40	0	0	1	1	3	28	30	52	35	175
Conoy	375	5	5	9	6	40	0	0	2	1	7	21	23	42	28	186
Drumore	150	3	3	5	4	15	0	0	1	1	3	12	12	20	14	57
Elizabeth	500	10	10	16	12	47	0	0	1	1	3	35	38	66	46	215
Fulton	225	12	9	11	7	21	0	0	0	0	0	19	18	28	20	80
Leacock	250	6	6	8	6	24	0	0	1	1	3	18	19	32	22	104
Little Britain	175	4	4	5	4	18	0	0	0	0	0	12	12	22	15	79
Martic	600	16	15	22	17	60	0	0	2	1	7	42	44	74	51	249
Paradise	375	26	18	21	13	42	2	1	2	1	4	30	27	42	27	119
Upper Leacock	625	26	20	27	18	64	3	2	3	2	5	49	47	77	51	231
West Cocalico	1,275	55	42	58	35	145	6	6	9	6	18	84	86	143	96	486
<i>Subtotal:</i>	5,775	192	159	225	152	602	11	9	23	16	56	407	413	701	477	2,332
<i>Share of Total:</i>		3.3%	2.8%	3.9%	2.6%	10.4%	0.2%	0.2%	0.4%	0.3%	1.0%	7.0%	7.2%	12.1%	8.3%	40.4%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

**Potential Market by Tenure, Income, Housing Type, and Lifestage
Traditional & Non-Traditional Families**

Lancaster County, Pennsylvania

Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Lancaster County	36,025	2,820	2,100	2,605	1,180	3,085	315	230	285	145	385	3,295	3,000	4,695	2,695	9,190
	<i>Share of Total:</i>	7.8%	5.8%	7.2%	3.3%	8.6%	0.9%	0.6%	0.8%	0.4%	1.1%	9.1%	8.3%	13.0%	7.5%	25.5%
City																
Lancaster	7,275	888	616	697	278	666	96	66	78	32	78	698	562	790	411	1,319
	<i>Share of Total:</i>	12.2%	8.5%	9.6%	3.8%	9.2%	1.3%	0.9%	1.1%	0.4%	1.1%	9.6%	7.7%	10.9%	5.6%	18.1%
Boroughs																
Adamstown	125	7	5	7	4	12	1	1	1	1	1	13	11	18	10	33
Akron	475	51	35	44	20	45	4	3	3	2	3	46	38	57	31	93
Christiana	275	18	13	20	10	24	3	2	2	1	2	27	25	39	23	66
Columbia	1,350	180	123	142	57	128	18	13	13	6	10	137	105	145	70	203
Denver	350	16	14	21	11	28	2	2	2	2	2	34	33	54	32	97
East Petersburg	225	11	9	13	6	16	0	0	0	0	0	26	24	37	21	62
Elizabethtown	1,200	129	91	111	47	117	12	8	10	4	11	114	94	141	76	235
Ephrata	1,550	182	127	152	64	145	19	14	15	8	14	152	126	178	91	263
Lititz	1,225	119	87	110	48	121	13	10	11	6	15	112	97	150	80	246
Manheim	675	48	38	52	22	60	6	5	5	4	5	69	62	96	52	151
Marietta	1,025	67	54	73	34	87	8	7	8	5	7	102	95	148	83	247
Millersville	700	62	47	59	29	68	4	3	5	1	7	69	61	89	51	145
Mount Joy	1,500	121	91	113	52	133	14	11	12	6	12	148	127	199	109	352
Mountville	400	26	20	26	13	30	4	3	3	2	3	36	33	53	33	115
New Holland	1,075	85	64	83	37	96	8	6	6	4	6	103	92	147	81	257
Quarryville	450	30	23	31	14	37	4	3	3	2	3	43	38	62	36	121
Strasburg	500	45	32	40	17	41	4	3	3	2	3	48	41	65	38	118
Terre Hill	200	10	8	12	6	19	0	0	0	0	0	22	20	32	18	53
<i>Subtotal:</i>	13,300	1,207	881	1,109	491	1,207	124	94	102	56	104	1,301	1,122	1,710	935	2,857
	<i>Share of Total:</i>	9.1%	6.6%	8.3%	3.7%	9.1%	0.9%	0.7%	0.8%	0.4%	0.8%	9.8%	8.4%	12.9%	7.0%	21.5%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

**Potential Market by Tenure, Income, Housing Type, and Lifestage
Traditional & Non-Traditional Families**

Lancaster County, Pennsylvania

Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Suburban Townships																
East Cocalico	1,450	76	63	89	43	124	7	6	7	5	10	140	134	219	130	397
East Hempfield	2,475	166	127	164	77	216	18	14	18	8	32	205	193	316	189	732
East Lampeter	1,825	140	105	138	62	160	15	11	16	5	23	173	159	247	139	432
Ephrata	950	63	49	68	33	87	5	4	4	3	4	94	86	137	76	237
Lancaster	2,225	190	143	178	78	201	23	18	22	12	25	201	180	278	157	519
Manheim	5,500	421	308	387	175	484	44	32	44	22	73	463	418	676	408	1,545
Warwick	2,425	135	111	155	78	211	13	11	17	9	25	221	213	349	205	672
West Hempfield	1,800	119	91	119	56	150	11	9	13	8	19	163	151	247	145	499
West Lampeter	2,150	166	122	155	70	187	20	14	17	7	22	186	171	275	161	577
<i>Subtotal:</i>	20,800	1,476	1,119	1,453	672	1,820	156	119	158	79	233	1,846	1,705	2,744	1,610	5,610
<i>Share of Total:</i>		7.1%	5.4%	7.0%	3.2%	8.8%	0.8%	0.6%	0.8%	0.4%	1.1%	8.9%	8.2%	13.2%	7.7%	27.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

**Potential Market by Tenure, Income, Housing Type, and Lifestage
Traditional & Non-Traditional Families**

Lancaster County, Pennsylvania

Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Semi-Rural Townships																
Clay	950	51	43	61	31	84	5	4	5	3	8	90	87	143	82	253
Earl	550	30	24	36	18	47	4	3	3	2	3	57	54	85	47	137
East Donegal	1,375	45	44	68	36	112	4	4	6	5	11	130	127	217	133	433
East Drumore	500	25	21	29	16	39	3	2	2	1	2	48	45	75	47	145
East Earl	600	34	28	38	19	51	3	2	2	1	2	59	54	87	54	166
Eden	225	11	9	13	6	16	0	0	0	0	0	26	24	37	21	62
Manor	2,900	210	162	211	98	254	26	21	27	12	34	256	235	384	225	745
Mount Joy	1,225	73	56	75	37	99	7	6	8	6	13	111	105	172	105	352
Penn	1,325	78	62	84	42	109	8	6	7	4	10	124	119	192	115	365
Pequea	700	69	49	59	24	64	5	4	4	3	4	70	58	86	48	153
Providence	1,000	77	58	74	34	87	6	5	5	4	5	98	87	139	79	242
Rapho	875	65	47	61	29	78	5	4	4	3	4	88	78	121	70	218
Sadsbury	350	25	18	24	11	32	2	1	1	0	1	36	32	49	29	89
Salisbury	1,050	71	53	72	35	89	6	5	5	4	5	103	96	149	87	270
Strasburg	375	31	23	28	13	35	2	1	1	0	1	35	31	48	30	96
West Donegal	1,000	49	39	56	28	83	5	4	5	4	7	85	82	142	89	322
West Earl	1,125	71	53	72	35	94	6	5	7	5	12	107	100	162	93	303
<i>Subtotal:</i>	16,125	1,015	789	1,061	512	1,373	97	77	92	57	122	1,523	1,414	2,288	1,354	4,351
<i>Share of Total:</i>		6.3%	4.9%	6.6%	3.2%	8.5%	0.6%	0.5%	0.6%	0.4%	0.8%	9.4%	8.8%	14.2%	8.4%	27.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Traditional & Non-Traditional Families
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Rural Townships																
Bart	200	11	9	12	5	13	0	0	0	0	0	25	23	34	18	50
Brecknock	975	50	40	60	31	84	5	4	4	3	4	94	89	147	87	273
Caernarvon	375	14	12	18	8	28	0	0	0	0	0	40	37	62	38	118
Colerain	275	15	11	16	7	21	2	1	1	0	1	28	27	42	26	77
Conestoga	325	16	13	16	9	21	0	0	0	0	0	35	32	51	32	100
Conoy	275	11	9	13	6	21	0	0	0	0	0	27	25	43	29	91
Drumore	325	8	8	15	7	22	0	0	0	0	0	32	33	54	34	112
Elizabeth	500	13	13	24	13	37	0	0	0	0	0	50	49	85	54	162
Fulton	350	11	11	19	10	29	0	0	0	0	0	39	38	62	37	94
Leacock	550	29	23	32	16	40	2	1	1	0	1	58	54	87	54	152
Little Britain	800	23	22	38	21	61	3	3	3	3	3	76	76	131	79	258
Martic	675	37	29	40	19	50	4	3	3	2	3	67	60	99	60	199
Paradise	550	51	35	41	18	40	3	2	2	1	2	59	49	73	41	133
Upper Leacock	1,825	115	93	130	62	165	10	9	11	6	14	186	174	270	147	433
West Cocalico	700	56	39	52	23	60	4	3	3	2	3	67	59	96	57	176
<i>Subtotal:</i>	8,700	460	367	526	255	692	33	26	28	17	31	883	825	1,336	793	2,428
<i>Share of Total:</i>		5.3%	4.2%	6.0%	2.9%	8.0%	0.4%	0.3%	0.3%	0.2%	0.4%	10.1%	9.5%	15.4%	9.1%	27.9%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Younger Singles & Couples
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Lancaster County	51,725	5,805	4,355	6,020	3,380	10,900	670	545	805	485	1,935	2,280	1,875	2,840	1,740	8,090
	<i>Share of Total:</i>	11.2%	8.4%	11.6%	6.5%	21.1%	1.3%	1.1%	1.6%	0.9%	3.7%	4.4%	3.6%	5.5%	3.4%	15.6%
City																
Lancaster	15,700	2,272	1,625	2,099	1,104	3,060	220	167	237	135	456	713	572	811	463	1,766
	<i>Share of Total:</i>	14.5%	10.4%	13.4%	7.0%	19.5%	1.4%	1.1%	1.5%	0.9%	2.9%	4.5%	3.6%	5.2%	2.9%	11.2%
Boroughs																
Adamstown	300	22	18	27	16	57	1	1	2	2	9	17	16	24	19	69
Akron	350	29	26	41	27	82	3	3	6	4	14	14	13	22	15	51
Christiana	75	10	8	9	5	13	1	1	1	1	1	5	5	5	4	6
Columbia	2,000	235	183	252	134	381	26	22	32	16	54	117	94	134	75	245
Denver	200	25	19	26	14	41	1	1	2	2	4	13	11	13	9	19
East Petersburg	25	3	2	3	2	5	0	0	0	0	0	2	2	2	2	2
Elizabethtown	2,575	282	221	321	185	571	31	28	44	27	95	101	89	144	91	345
Ephrata	2,750	275	228	337	199	621	35	30	48	31	111	116	100	159	97	363
Lititz	2,150	202	163	245	146	494	26	22	37	24	96	84	72	121	77	341
Manheim	750	77	60	86	48	149	10	8	12	8	22	44	35	48	31	112
Marietta	500	63	46	62	32	97	6	5	8	5	16	30	23	31	18	58
Millersville	1,750	185	138	195	112	375	23	18	27	16	66	92	70	103	62	268
Mount Joy	1,125	143	103	140	75	214	17	13	18	11	31	71	53	71	40	125
Mountville	425	51	37	51	26	80	5	4	7	4	15	29	22	28	17	49
New Holland	1,150	145	106	140	75	214	17	13	17	9	29	77	57	75	43	133
Quarryville	400	51	37	51	26	80	4	4	6	4	12	22	18	24	14	47
Strasburg	50	6	5	6	4	9	0	0	0	0	0	4	4	4	4	4
Terre Hill	50	6	5	6	4	9	0	0	0	0	0	4	4	4	4	4
<i>Subtotal:</i>	16,625	1,810	1,405	1,998	1,130	3,492	206	173	267	164	575	842	688	1,012	622	2,241
	<i>Share of Total:</i>	10.9%	8.5%	12.0%	6.8%	21.0%	1.2%	1.0%	1.6%	1.0%	3.5%	5.1%	4.1%	6.1%	3.7%	13.5%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

**Potential Market by Tenure, Income, Housing Type, and Lifestage
Younger Singles & Couples
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017**

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Suburban Townships																
East Cocalico	150	26	18	20	10	26	1	1	1	1	1	10	8	9	5	13
East Hempfield	4,875	490	378	543	307	1,032	61	49	76	45	204	183	156	251	162	938
East Lampeter	2,900	303	232	331	193	636	34	28	48	29	121	139	109	167	102	428
Ephrata	1,050	124	93	128	69	211	13	11	17	9	35	59	45	64	38	134
Lancaster	5,550	549	436	664	394	1,352	72	61	101	63	263	179	155	256	164	841
Manheim	8,775	781	611	905	535	2,003	103	84	138	90	420	313	274	453	298	1,767
Warwick	1,700	120	101	160	100	399	18	15	27	17	88	67	56	99	66	367
West Hempfield	2,175	225	169	234	132	450	23	19	31	18	84	99	80	125	77	384
West Lampeter	2,775	270	207	293	170	585	36	28	44	26	116	121	99	156	100	524
<i>Subtotal:</i>	29,950	2,888	2,245	3,278	1,910	6,694	361	296	483	298	1,332	1,170	982	1,580	1,012	5,396
<i>Share of Total:</i>		9.6%	7.5%	10.9%	6.4%	22.4%	1.2%	1.0%	1.6%	1.0%	4.4%	3.9%	3.3%	5.3%	3.4%	18.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Younger Singles & Couples
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Semi-Rural Townships																
Clay	225	28	22	29	16	45	1	1	2	2	4	16	13	15	10	21
Earl	150	16	13	17	10	29	1	1	2	2	4	11	9	11	7	17
East Donegal	775	86	66	94	52	157	9	8	12	8	23	45	36	49	31	99
East Drumore	150	14	10	17	8	31	1	1	3	2	8	8	7	10	6	24
East Earl	200	21	16	23	13	42	2	2	4	3	9	9	8	12	7	29
Eden	25	3	2	3	2	5	0	0	0	0	0	2	2	2	2	2
Manor	3,825	361	278	407	238	831	46	37	61	38	163	160	135	222	140	708
Mount Joy	1,175	133	99	135	73	235	15	13	19	11	42	59	48	72	45	176
Penn	825	103	76	105	56	175	11	9	13	8	24	42	32	44	27	100
Pequea	550	74	54	72	38	112	8	7	9	5	16	27	22	28	17	61
Providence	550	73	53	72	37	110	7	6	8	4	15	30	24	31	18	62
Rapho	1,025	126	93	127	68	211	13	11	16	8	32	54	41	59	36	130
Sadsbury	100	12	9	14	7	23	1	1	2	2	4	4	4	5	4	8
Salisbury	475	53	41	59	33	109	5	5	7	4	14	23	18	27	18	59
Strasburg	75	8	6	11	6	19	0	0	1	1	3	3	3	4	4	6
West Donegal	675	54	42	64	39	141	8	7	11	7	27	34	29	46	30	136
West Earl	625	85	61	81	44	119	7	6	10	7	20	30	24	36	21	74
<i>Subtotal:</i>	11,425	1,250	941	1,330	740	2,394	135	115	180	112	408	557	455	673	423	1,712
<i>Share of Total:</i>		10.9%	8.2%	11.6%	6.5%	21.0%	1.2%	1.0%	1.6%	1.0%	3.6%	4.9%	4.0%	5.9%	3.7%	15.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type, and Lifestage
Younger Singles & Couples
Lancaster County, Pennsylvania
Five-Year Total: 2013-2017

<u>Study Area</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Rural Townships																
Bart	150	19	15	21	12	33	0	0	1	1	3	9	8	9	8	11
Brecknock	275	37	26	36	17	54	2	2	4	3	9	15	13	16	10	31
Caernarvon	225	27	20	29	14	45	2	2	4	3	9	12	11	13	9	25
Colerain	50	6	5	6	4	9	0	0	0	0	0	4	4	4	4	4
Conestoga	275	32	24	34	17	53	2	2	4	3	9	18	15	18	11	33
Conoy	25	3	3	3	2	4	0	0	0	0	0	2	2	2	2	2
Drumore	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Elizabeth	175	17	13	20	10	35	1	1	3	2	8	11	9	12	7	26
Fulton	25	3	2	3	2	5	0	0	0	0	0	2	2	2	2	2
Leacock	400	45	35	49	27	79	5	5	7	5	13	22	19	25	15	49
Little Britain	50	7	5	6	3	9	1	1	1	1	1	3	3	3	2	4
Martic	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Paradise	200	26	20	26	14	39	1	1	2	2	4	14	11	13	8	19
Upper Leacock	625	70	52	72	40	121	9	7	10	5	19	41	30	42	25	82
West Cocalico	375	42	33	46	26	73	5	5	7	5	13	20	17	23	14	46
<i>Subtotal:</i>	2,850	334	253	351	188	559	28	26	43	30	88	173	144	182	117	334
<i>Share of Total:</i>		11.7%	8.9%	12.3%	6.6%	19.6%	1.0%	0.9%	1.5%	1.1%	3.1%	6.1%	5.1%	6.4%	4.1%	11.7%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Population Trends and Projections
Lancaster County, Pennsylvania
1990 Through 2040

<i>Study Area</i>	<i>Census</i>			<i>Projections</i>					
	<i>1990</i>	<i>2000</i>	<i>2010</i>	<i>2015</i>	<i>2020</i>	<i>2025</i>	<i>2030</i>	<i>2035</i>	<i>2040</i>
Lancaster County	422,822	470,658	519,445	544,394	569,343	591,276	613,208	632,595	651,982
<i>Percent Change:</i>		11.3%	10.4%	4.8%	4.6%	3.9%	3.7%	3.2%	3.1%
City									
Lancaster City	55,551	56,348	59,322	60,384	61,445	62,158	62,870	63,322	63,773
<i>Percent Change:</i>		1.4%	5.3%	1.8%	1.8%	1.2%	1.1%	0.7%	0.7%
Boroughs									
Adamstown	1,108	1,201	1,772	1,881	1,990	2,089	2,187	2,276	2,364
Akron	3,869	4,046	3,876	3,938	3,999	4,038	4,077	4,098	4,119
Christiana	1,045	1,124	1,168	1,185	1,202	1,213	1,223	1,230	1,236
Columbia	10,701	10,311	10,400	10,451	10,502	10,501	10,500	10,464	10,428
Denver	2,861	3,332	3,861	4,139	4,417	4,678	4,939	5,185	5,431
East Petersburg	4,197	4,450	4,506	4,636	4,766	4,866	4,966	5,043	5,119
Elizabethtown	9,952	11,887	11,545	12,032	12,519	12,930	13,340	13,684	14,027
Ephrata	12,133	13,213	13,394	13,768	14,142	14,429	14,716	14,933	15,150
Lititz	8,280	9,029	9,369	9,660	9,950	10,179	10,408	10,586	10,764
Manheim	5,011	4,784	4,858	4,872	4,885	4,876	4,866	4,842	4,818
Marietta	2,778	2,689	2,588	2,583	2,577	2,561	2,544	2,520	2,496
Millersville	8,099	7,774	8,168	8,272	8,376	8,435	8,493	8,518	8,542
Mount Joy	6,398	6,765	7,410	7,680	7,949	8,168	8,387	8,565	8,742
Mountville	1,977	2,444	2,802	3,005	3,207	3,396	3,584	3,760	3,936
New Holland	4,484	5,092	5,378	5,583	5,788	5,956	6,124	6,262	6,399
Quarryville	1,642	1,994	2,576	2,755	2,933	3,095	3,257	3,405	3,552
Strasburg	2,568	2,800	2,809	2,918	3,026	3,116	3,206	3,281	3,355
Terre Hill	1,282	1,237	1,295	1,312	1,328	1,338	1,347	1,351	1,354
	88,385	94,172	97,775	100,670	103,556	105,864	108,164	110,003	111,832
<i>Percent Change:</i>		6.5%	3.8%	3.0%	2.9%	2.2%	2.2%	1.7%	1.7%

SOURCE: Lancaster County Planning Commission;
Zimmerman/Volk Associates, Inc.

Population Trends and Projections
Lancaster County, Pennsylvania
1990 Through 2040

Study Area	Census			Projections					
	1990	2000	2010	2015	2020	2025	2030	2035	2040
Suburban Townships									
East Cocalico	7,809	9,954	10,310	10,924	11,538	12,089	12,639	13,132	13,625
East Hempfield	18,597	21,399	23,522	24,785	26,048	27,159	28,269	29,243	30,217
East Lampeter	11,999	13,556	16,424	17,465	18,506	19,448	20,390	21,242	22,093
Ephrata	7,116	8,026	9,400	10,087	10,773	11,424	12,075	12,696	13,317
Lancaster	13,187	13,944	16,149	16,942	17,735	18,421	19,107	19,699	20,291
Manheim	28,880	33,697	38,133	40,114	42,094	43,815	45,535	47,024	48,513
Warwick	11,622	15,475	17,783	19,322	20,860	22,357	23,853	25,320	26,787
West Hempfield	12,942	15,128	16,153	17,297	18,440	19,530	20,619	21,666	22,712
West Lampeter	9,865	13,145	15,209	16,559	17,909	19,232	20,555	21,864	23,173
	122,017	144,324	163,083	173,495	183,903	193,475	203,042	211,886	220,728
Percent Change:		18.3%	13.0%	6.4%	6.0%	5.2%	4.9%	4.4%	4.2%
Semi-Rural Townships									
Clay	5,050	5,173	6,308	6,685	7,062	7,404	7,746	8,056	8,366
Earl	5,515	6,183	7,024	7,343	7,661	7,932	8,202	8,430	8,658
East Donegal	4,484	5,405	7,755	8,403	9,051	9,663	10,275	10,855	11,434
East Drumore	3,225	3,535	3,791	3,974	4,157	4,316	4,474	4,611	4,748
East Earl	5,491	5,723	6,507	6,764	7,020	7,233	7,445	7,620	7,794
Eden	1,857	1,856	2,094	2,178	2,261	2,331	2,401	2,459	2,516
Manor	14,130	16,498	19,612	20,890	22,167	23,328	24,489	25,544	26,598
Mount Joy	6,227	7,944	9,873	10,659	11,445	12,185	12,924	13,622	14,319
Penn	6,760	7,312	8,789	9,253	9,716	10,121	10,525	10,878	11,230
Pequea	4,512	4,358	4,605	4,736	4,866	4,967	5,067	5,143	5,219
Providence	6,071	6,651	6,897	7,191	7,485	7,734	7,982	8,192	8,402
Rapho	8,211	8,578	10,442	10,962	11,482	11,932	12,381	12,769	13,156
Sadsbury	2,712	3,025	3,395	3,592	3,788	3,965	4,141	4,299	4,457
Salisbury	8,527	10,012	11,062	11,671	12,280	12,817	13,353	13,825	14,297
Strasburg	3,688	4,021	4,182	4,331	4,479	4,600	4,720	4,817	4,914
West Donegal	5,605	6,539	8,260	8,820	9,380	9,890	10,399	10,863	11,326
West Earl	6,434	6,766	7,868	8,226	8,583	8,887	9,191	9,449	9,707

SOURCE: Lancaster County Planning Commission;
Zimmerman/Volk Associates, Inc.

Population Trends and Projections
Lancaster County, Pennsylvania
 1990 Through 2040

<i>Study Area</i>	<i>Census</i>				<i>Projections</i>				
	<i>1990</i>	<i>2000</i>	<i>2010</i>	<i>2015</i>	<i>2020</i>	<i>2025</i>	<i>2030</i>	<i>2035</i>	<i>2040</i>
	98,499	109,579	128,464	135,678	142,883	149,305	155,715	161,432	167,141
<i>Percent Change:</i>		11.2%	17.2%	5.6%	5.3%	4.5%	4.3%	3.7%	3.5%
Rural Townships									
Bart	2,774	3,003	3,094	3,213	3,332	3,431	3,530	3,611	3,692
Brecknock	5,197	6,699	7,199	7,686	8,172	8,619	9,066	9,477	9,887
Caernarvon	3,946	4,278	4,748	4,955	5,162	5,337	5,511	5,658	5,805
Colerain	2,867	3,261	3,635	3,857	4,079	4,281	4,482	4,665	4,848
Conestoga	3,470	3,749	3,776	3,887	3,997	4,083	4,169	4,235	4,300
Conoy	2,687	3,067	3,194	3,329	3,463	3,576	3,689	3,784	3,878
Drumore	2,114	2,243	2,560	2,688	2,816	2,928	3,039	3,136	3,232
Elizabeth	3,691	3,833	3,886	4,075	4,263	4,431	4,599	4,750	4,901
Fulton	2,688	2,826	3,074	3,196	3,318	3,419	3,520	3,604	3,687
Leacock	4,668	4,878	5,220	5,388	5,556	5,689	5,822	5,927	6,031
Little Britain	2,701	3,514	4,106	4,426	4,746	5,047	5,347	5,631	5,915
Martic	4,362	4,990	5,190	5,460	5,729	5,967	6,204	6,413	6,621
Paradise	4,430	4,698	5,131	5,304	5,477	5,615	5,753	5,863	5,973
Upper Leacock	7,254	8,229	8,708	9,054	9,399	9,685	9,971	10,207	10,443
West Cocalico	5,521	6,967	7,280	7,664	8,047	8,381	8,715	9,005	9,295
	58,370	66,235	70,801	74,182	77,556	80,489	83,417	85,966	88,508
<i>Percent Change:</i>		13.5%	6.9%	4.8%	4.5%	3.8%	3.6%	3.1%	3.0%

Table 38

Potential Market by Tenure and Lifestage

Lancaster County, Pennsylvania

Five-Year Increments: 2013 - 2027

<i>Forecast Period</i>	<i>5-Year Number of Households</i>	<i>..... Empty Nesters & Retirees</i>					<i>.. Traditional & Non-Traditional Families ..</i>					<i>..... Younger Singles & Couples</i>				
		<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>	<i>Total</i>	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
2013 to 2017	115,175	27,425 23.8%	7,300	26.6%	20,125	73.4%	36,025 31.3%	11,790	32.7%	24,235	67.3%	51,725 44.9%	30,460	58.9%	21,265	41.1%
2018 to 2022	120,000	29,600 24.7%	8,450	28.5%	21,150	71.5%	35,900 29.9%	12,100	33.7%	23,800	66.3%	54,500 45.4%	32,400	59.4%	22,100	40.6%
2023 to 2027	124,500	30,900 24.8%	8,900	28.8%	22,000	71.2%	37,000 29.7%	12,500	33.8%	24,500	66.2%	56,600 45.5%	33,750	59.6%	22,850	40.4%

SOURCE: Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type and Lifestage
Lancaster County, Pennsylvania
Five-Year Increments: 2013 -2027

<u>Household Type</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Five-Year Total: 2013 - 2017																
Empty Nesters & Retirees	27,425 <i>Share of Total:</i>	1,260 4.6%	930 3.4%	1,275 4.6%	770 2.8%	3,065 11.2%	180 0.7%	145 0.5%	205 0.7%	120 0.4%	595 2.2%	1,995 7.3%	1,935 7.1%	3,110 11.3%	2,030 7.4%	9,810 35.8%
Traditional & Non-Traditional Families	36,025 <i>Share of Total:</i>	2,820 7.8%	2,100 5.8%	2,605 7.2%	1,180 3.3%	3,085 8.6%	315 0.9%	230 0.6%	285 0.8%	145 0.4%	385 1.1%	3,295 9.1%	3,000 8.3%	4,695 13.0%	2,695 7.5%	9,190 25.5%
Younger Singles & Couples	51,725 <i>Share of Total:</i>	5,805 11.2%	4,355 8.4%	6,020 11.6%	3,380 6.5%	10,900 21.1%	670 1.3%	545 1.1%	805 1.6%	485 0.9%	1,935 3.7%	2,280 4.4%	1,875 3.6%	2,840 5.5%	1,740 3.4%	8,090 15.6%
Total	115,175 <i>Share of Total:</i>	9,885 8.6%	7,385 6.4%	9,900 8.6%	5,330 4.6%	17,050 14.8%	1,165 1.0%	920 0.8%	1,295 1.1%	750 0.7%	2,915 2.5%	7,570 6.6%	6,810 5.9%	10,645 9.2%	6,465 5.6%	27,090 23.5%

SOURCE: Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type and Lifestage
Lancaster County, Pennsylvania
Five-Year Increments: 2013 -2027

<u>Household Type</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Five-Year Total: 2018 - 2022																
Empty Nesters & Retirees	29,600 <i>Share of Total:</i>	1,450 4.9%	1,100 3.7%	1,450 4.9%	950 3.2%	3,500 11.8%	225 0.8%	175 0.6%	225 0.8%	225 0.8%	700 2.4%	1,850 6.3%	1,950 6.6%	3,300 11.1%	2,200 7.4%	10,300 34.8%
Traditional & Non-Traditional Families	35,900 <i>Share of Total:</i>	2,750 7.7%	1,925 5.4%	2,450 6.8%	2,025 5.6%	2,950 8.2%	275 0.8%	225 0.6%	225 0.6%	125 0.3%	300 0.8%	3,250 9.1%	2,975 8.3%	4,650 13.0%	2,675 7.5%	9,100 25.3%
Younger Singles & Couples	54,500 <i>Share of Total:</i>	6,200 11.4%	4,650 8.5%	6,350 11.7%	3,600 6.6%	11,600 21.3%	725 1.3%	600 1.1%	875 1.6%	575 1.1%	2,125 3.9%	2,350 4.3%	1,900 3.5%	2,950 5.4%	1,800 3.3%	8,200 15.0%
Total	120,000 <i>Share of Total:</i>	10,400 8.7%	7,675 6.4%	10,250 8.5%	6,575 5.5%	18,050 15.0%	1,225 1.0%	1,000 0.8%	1,325 1.1%	925 0.8%	3,125 2.6%	7,450 6.2%	6,825 5.7%	10,900 9.1%	6,675 5.6%	27,600 23.0%

SOURCE: Zimmerman/Volk Associates, Inc.

Potential Market by Tenure, Income, Housing Type and Lifestage
Lancaster County, Pennsylvania
Five-Year Increments: 2013 -2027

<u>Household Type</u>	<u>5-Year Number of Households</u>	<u>..... Multi-Family For-Rent</u>					<u>..... Multi-Family For-Sale</u>					<u>..... Single-Family For-Sale</u>				
		<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>	<u>Below 30% AMI</u>	<u>30% to 50% AMI</u>	<u>50% to 80% AMI</u>	<u>80% to 100% AMI</u>	<u>Above 100% AMI</u>
Five-Year Total: 2023 - 2027																
Empty Nesters & Retirees	30,900 <i>Share of Total:</i>	1,475 4.8%	1,125 3.6%	1,550 5.0%	1,075 3.5%	3,675 11.9%	225 0.7%	200 0.6%	225 0.7%	275 0.9%	725 2.3%	1,925 6.2%	2,000 6.5%	3,350 10.8%	2,250 7.3%	10,825 35.0%
Traditional & Non-Traditional Families	37,000 <i>Share of Total:</i>	2,975 8.0%	2,125 5.7%	2,675 7.2%	1,700 4.6%	3,025 8.2%	350 0.9%	250 0.7%	275 0.7%	175 0.5%	350 0.9%	3,150 8.5%	3,075 8.3%	4,675 12.6%	2,800 7.6%	9,400 25.4%
Younger Singles & Couples	56,600 <i>Share of Total:</i>	6,400 11.3%	4,800 8.5%	6,550 11.6%	3,850 6.8%	12,150 21.5%	800 1.4%	725 1.3%	975 1.7%	800 1.4%	2,500 4.4%	2,300 4.1%	1,875 3.3%	2,900 5.1%	1,775 3.1%	8,200 14.5%
Total	124,500 <i>Share of Total:</i>	10,850 8.7%	8,050 6.5%	10,775 8.7%	6,625 5.3%	18,850 15.1%	1,375 1.1%	1,175 0.9%	1,475 1.2%	1,250 1.0%	3,575 2.9%	7,375 5.9%	6,950 5.6%	10,925 8.8%	6,825 5.5%	28,425 22.8%

SOURCE: Zimmerman/Volk Associates, Inc.

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Research & Strategic Analysis

ASSUMPTIONS AND LIMITATIONS—

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

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

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



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Research & Strategic Analysis

RIGHTS AND STUDY OWNERSHIP—

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



Appendices One, Two, Three and Four

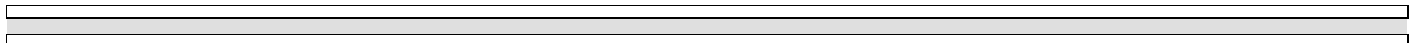
TARGET MARKET TABLES

Housing Market Analysis Of Lancaster County, Pennsylvania

September, 2013

Conducted by
ZIMMERMAN/VOLK ASSOCIATES, INC.
P.O. Box 4907
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On Behalf of
Lancaster Housing Opportunity Partnership
123 East King Street
Lancaster, Pennsylvania 17602



Gross Annual Household In-Migration*Lancaster County, Pennsylvania***2005, 2006, 2007, 2008, 2009**

County of Origin	..... 2005 .....		..... 2006 .....		..... 2007 .....		..... 2008 .....		..... 2009	
	Number	Share	Number	Share	Number	Share	Number	Share	Number	Share
Chester	790	10.3%	780	10.4%	720	9.5%	695	9.7%	645	9.6%
York	555	7.2%	595	7.9%	570	7.5%	555	7.7%	585	8.7%
Berks	460	6.0%	455	6.1%	460	6.0%	460	6.4%	445	6.6%
Dauphin	440	5.7%	380	5.1%	450	5.9%	445	6.2%	430	6.4%
Lebanon	290	3.8%	320	4.3%	325	4.3%	330	4.6%	320	4.8%
Philadelphia	190	2.5%	195	2.6%	195	2.6%	200	2.8%	175	2.6%
Montgomery	200	2.6%	180	2.4%	195	2.6%	195	2.7%	165	2.5%
Cumberland	140	1.8%	145	1.9%	145	1.9%	145	2.0%	150	2.2%
Delaware	165	2.1%	145	1.9%	145	1.9%	105	1.5%	120	1.8%
Bucks	120	1.6%	140	1.9%	120	1.6%	105	1.5%	100	1.5%
New Castle, DE	70	0.9%	70	0.9%	85	1.1%	75	1.0%	65	1.0%
Lehigh	65	0.8%	60	0.8%	60	0.8%	70	1.0%	65	1.0%
Northampton	35	0.5%	40	0.5%	50	0.7%	45	0.6%	60	0.9%
Allegheny	90	1.2%	50	0.7%	55	0.7%	55	0.8%	60	0.9%
Schuylkill	40	0.5%	35	0.5%	50	0.7%	40	0.6%	45	0.7%
Queens, NY	60	0.8%	50	0.7%	50	0.7%	35	0.5%	45	0.7%
Kings, NY	55	0.7%	50	0.7%	50	0.7%	50	0.7%	45	0.7%
Franklin	30	0.4%	40	0.5%	40	0.5%	40	0.6%	45	0.7%
New York, NY	40	0.5%	35	0.5%	35	0.5%	50	0.7%	40	0.6%
Los Angeles, CA	25	0.3%	25	0.3%	30	0.4%	25	0.3%	40	0.6%
Suffolk, NY	60	0.8%	60	0.8%	35	0.5%	30	0.4%	40	0.6%
Maricopa, AZ	30	0.4%	15	0.2%	35	0.5%	20	0.3%	35	0.5%
Cecil, MD	50	0.6%	45	0.6%	45	0.6%	45	0.6%	35	0.5%
Baltimore, MD	50	0.6%	80	1.1%	45	0.6%	35	0.5%	35	0.5%
Bronx, NY	55	0.7%	55	0.7%	50	0.7%	60	0.8%	35	0.5%
Centre	35	0.5%	45	0.6%	40	0.5%	35	0.5%	30	0.4%
Harford, MD	40	0.5%	30	0.4%	35	0.5%	30	0.4%	30	0.4%
Luzerne	40	0.5%	35	0.5%	40	0.5%	45	0.6%	30	0.4%
Northumberland	30	0.4%	30	0.4%	30	0.4%	35	0.5%	25	0.4%
Broward, FL	25	0.3%	15	0.2%	20	0.3%	25	0.3%	25	0.4%
Foreign, Puerto Rico	25	0.3%	40	0.5%	35	0.5%	25	0.3%	25	0.4%
Hillsborough, FL	25	0.3%	20	0.3%	25	0.3%	40	0.6%	25	0.4%
Ocean, NJ	35	0.5%	40	0.5%	30	0.4%	20	0.3%	25	0.4%
Lycoming	30	0.4%	45	0.6%	40	0.5%	30	0.4%	25	0.4%
Camden, NJ	25	0.3%	30	0.4%	35	0.5%	30	0.4%	25	0.4%
All Other Counties	3,280	42.6%	3,120	41.6%	3,245	42.6%	2,945	41.1%	2,640	39.2%
Total In-Migration:	7,695	100.0%	7,495	100.0%	7,615	100.0%	7,170	100.0%	6,730	100.0%

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

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

Gross Annual Household Out-Migration*Lancaster County, Pennsylvania***2005, 2006, 2007, 2008, 2009**

Destination County	..... 2005 .....		..... 2006 .....		..... 2007 .....		..... 2008 .....		..... 2009	
	Number	Share	Number	Share	Number	Share	Number	Share	Number	Share
Chester	460	6.4%	480	6.8%	475	6.5%	515	7.2%	460	6.8%
York	550	7.7%	510	7.2%	555	7.6%	530	7.4%	600	8.9%
Berks	365	5.1%	365	5.2%	360	4.9%	390	5.5%	400	5.9%
Dauphin	485	6.8%	455	6.4%	455	6.2%	455	6.4%	405	6.0%
Lebanon	355	5.0%	350	5.0%	385	5.3%	315	4.4%	330	4.9%
Philadelphia	200	2.8%	215	3.0%	240	3.3%	270	3.8%	250	3.7%
Montgomery	160	2.2%	155	2.2%	175	2.4%	140	2.0%	155	2.3%
Cumberland	155	2.2%	135	1.9%	165	2.3%	195	2.7%	155	2.3%
Delaware	105	1.5%	100	1.4%	90	1.2%	85	1.2%	75	1.1%
Bucks	65	0.9%	55	0.8%	65	0.9%	65	0.9%	55	0.8%
New Castle, DE	80	1.1%	60	0.9%	80	1.1%	75	1.1%	60	0.9%
Lehigh	70	1.0%	60	0.9%	50	0.7%	60	0.8%	60	0.9%
Northampton	35	0.5%	35	0.5%	20	0.3%	30	0.4%	25	0.4%
Allegheny	75	1.0%	75	1.1%	80	1.1%	105	1.5%	70	1.0%
Schuylkill	40	0.6%	30	0.4%	50	0.7%	40	0.6%	30	0.4%
Queens, NY	25	0.3%	30	0.4%	45	0.6%	30	0.4%	25	0.4%
Kings, NY	30	0.4%	40	0.6%	60	0.8%	35	0.5%	45	0.7%
Franklin	35	0.5%	35	0.5%	20	0.3%	25	0.4%	25	0.4%
New York, NY	40	0.6%	50	0.7%	65	0.9%	50	0.7%	50	0.7%
Los Angeles, CA	35	0.5%	40	0.6%	35	0.5%	35	0.5%	35	0.5%
Suffolk, NY	20	0.3%	15	0.2%	20	0.3%	15	0.2%	10	0.1%
Maricopa, AZ	40	0.6%	45	0.6%	50	0.7%	25	0.4%	40	0.6%
Cecil, MD	35	0.5%	35	0.5%	45	0.6%	40	0.6%	45	0.7%
Baltimore, MD	60	0.8%	60	0.9%	55	0.8%	45	0.6%	40	0.6%
Bronx, NY	20	0.3%	25	0.4%	30	0.4%	35	0.5%	30	0.4%
Centre	50	0.7%	50	0.7%	45	0.6%	40	0.6%	55	0.8%
Harford, MD	15	0.2%	20	0.3%	15	0.2%	20	0.3%	15	0.2%
Luzerne	30	0.4%	25	0.4%	35	0.5%	30	0.4%	40	0.6%
Northumberland	30	0.4%	20	0.3%	30	0.4%	30	0.4%	15	0.2%
Broward, FL	30	0.4%	25	0.4%	30	0.4%	15	0.2%	25	0.4%
Foreign, Puerto Rico	30	0.4%	20	0.3%	25	0.3%	25	0.4%	25	0.4%
Hillsborough, FL	40	0.6%	25	0.4%	45	0.6%	35	0.5%	30	0.4%
Ocean, NJ	15	0.2%	20	0.3%	10	0.1%	10	0.1%	0	0.0%
Lycoming	20	0.3%	35	0.5%	15	0.2%	30	0.4%	30	0.4%
Camden, NJ	25	0.3%	20	0.3%	20	0.3%	15	0.2%	20	0.3%
All Other Counties	3,325	46.5%	3,340	47.3%	3,385	46.2%	3,260	45.8%	3,045	44.9%
Total Out-Migration:	7,150	100.0%	7,055	100.0%	7,325	100.0%	7,115	100.0%	6,775	100.0%

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

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

Net Annual Household Migration*Lancaster County, Pennsylvania***2005, 2006, 2007, 2008, 2009**

County	..... 2005 .....	..... 2006 .....	..... 2007 .....	..... 2008 .....	..... 2009
	Number	Number	Number	Number	Number
Chester	330	300	245	180	185
York	5	85	15	25	-15
Berks	95	90	100	70	45
Dauphin	-45	-75	-5	-10	25
Lebanon	-65	-30	-60	15	-10
Philadelphia	-10	-20	-45	-70	-75
Montgomery	40	25	20	55	10
Cumberland	-15	10	-20	-50	-5
Delaware	60	45	55	20	45
Bucks	55	85	55	40	45
New Castle, DE	-10	10	5	0	5
Lehigh	-5	0	10	10	5
Northampton	0	5	30	15	35
Allegheny	15	-25	-25	-50	-10
Schuylkill	0	5	0	0	15
Queens, NY	35	20	5	5	20
Kings, NY	25	10	-10	15	0
Franklin	-5	5	20	15	20
New York, NY	0	-15	-30	0	-10
Los Angeles, CA	-10	-15	-5	-10	5
Suffolk, NY	40	45	15	15	30
Maricopa, AZ	-10	-30	-15	-5	-5
Cecil, MD	15	10	0	5	-10
Baltimore, MD	-10	20	-10	-10	-5
Bronx, NY	35	30	20	25	5
Centre	-15	-5	-5	-5	-25
Harford, MD	25	10	20	10	15
Luzerne	10	10	5	15	-10
Northumberland	0	10	0	5	10
Broward, FL	-5	-10	-10	10	0
Foreign, Puerto Rico	-5	20	10	0	0
Hillsborough, FL	-15	-5	-20	5	-5
Ocean, NJ	20	20	20	10	25
Lycoming	10	10	25	0	-5
Camden, NJ	0	10	15	15	5
All Other Counties	-45	-220	-140	-315	-405
Total Net Migration:	545	440	290	55	-45

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

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

2013 Household Classification by Market Groups

Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	102,940	52.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	15,545	7.9%
<i>Metropolitan Suburbs</i>	26,055	13.2%
<i>Town & Country/Exurbs</i>	61,340	31.1%
Traditional & Non-Traditional Families		
	57,925	29.3%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,080	3.6%
<i>Metropolitan Suburbs</i>	11,070	5.6%
<i>Town & Country/Exurbs</i>	39,775	20.1%
Younger Singles & Couples		
	36,530	18.5%
<i>Metropolitan Cities</i>	3,140	1.6%
<i>Small Cities/Satellite Cities</i>	11,450	5.8%
<i>Metropolitan Suburbs</i>	13,260	6.7%
<i>Town & Country/Exurbs</i>	8,680	4.4%
Total:	197,395	100.0%
2013 Estimated Median Income:	\$51,000	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$189,300	
2013 Estimated National Median Home Value:	\$171,300	

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups
Lancaster County, Pennsylvania

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Empty Nesters & Retirees	102,940	52.1%		
<i>Metropolitan Cities</i>				
Urban Establishment	0	0.0%		
Cosmopolitan Couples	0	0.0%		
Multi-Ethnic Retirees	0	0.0%		
Downtown Retirees	0	0.0%		
Multi-Ethnic Seniors	0	0.0%		
<i>Subtotal:</i>	<i>0</i>	<i>0.0%</i>		
<i>Small Cities/Satellite Cities</i>				
Cosmopolitan Elite	860	0.4%	\$108,900	\$324,700
Middle-Class Move-Downs	3,660	1.9%	\$72,600	\$191,800
Blue-Collar Retirees	4,915	2.5%	\$55,200	\$138,600
Hometown Retirees	2,745	1.4%	\$38,700	\$94,800
Second City Seniors	3,365	1.7%	\$34,100	\$137,400
<i>Subtotal:</i>	<i>15,545</i>	<i>7.9%</i>		
<i>Metropolitan Suburbs</i>				
Old Money	2,520	1.3%	\$160,500	\$671,500
Suburban Establishment	5,005	2.5%	\$100,900	\$302,700
Affluent Empty Nesters	3,025	1.5%	\$100,300	\$317,300
Mainstream Retirees	2,460	1.2%	\$74,000	\$227,400
No-Nest Suburbanites	3,970	2.0%	\$71,000	\$182,600
Middle-American Retirees	4,760	2.4%	\$69,100	\$178,000
Suburban Retirees	2,015	1.0%	\$48,700	\$116,900
Suburban Seniors	2,300	1.2%	\$43,700	\$136,200
<i>Subtotal:</i>	<i>26,055</i>	<i>13.2%</i>		
<i>Town & Country/Exurbs</i>				
Small-Town Establishment	5,130	2.6%	\$115,700	\$381,300
New Empty Nesters	8,180	4.1%	\$99,900	\$263,700
RV Retirees	9,840	5.0%	\$77,400	\$213,700
Blue-Collar Empty Nesters	16,335	8.3%	\$75,400	\$176,300
Exurban Suburbanites	5,110	2.6%	\$60,300	\$142,300
Heartland Empty Nesters	4,905	2.5%	\$61,000	\$141,500
Country Couples	2,040	1.0%	\$60,400	\$134,300
Small-Town Seniors	5,295	2.7%	\$60,700	\$157,200
Rural Singles	530	0.3%	\$45,000	\$99,500
Back Country Seniors	295	0.1%	\$45,200	\$102,000
Rural Seniors	2,385	1.2%	\$44,400	\$116,700
Struggling Retirees	1,295	0.7%	\$42,900	\$109,300
<i>Subtotal:</i>	<i>61,340</i>	<i>31.1%</i>		

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Lancaster County, Pennsylvania

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Traditional & Non-Traditional Families	57,925	29.3%		
<i>Metropolitan Cities</i>				
Full-Nest Urbanites	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	630	0.3%	\$117,300	\$295,200
Multi-Ethnic Families	1,495	0.8%	\$72,700	\$189,800
In-Town Families	4,955	2.5%	\$42,500	\$125,600
<i>Subtotal:</i>	7,080	3.6%		
<i>Metropolitan Suburbs</i>				
The Social Register	1,010	0.5%	\$167,400	\$535,600
Nouveau Money	1,200	0.6%	\$148,400	\$389,600
Late-Nest Suburbanites	2,310	1.2%	\$106,100	\$291,900
Full-Nest Suburbanites	2,270	1.1%	\$100,900	\$245,600
Blue-Collar Button-Downs	2,140	1.1%	\$71,100	\$174,200
Working-Class Families	2,140	1.1%	\$47,200	\$112,300
<i>Subtotal:</i>	11,070	5.6%		
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	1,140	0.6%	\$142,400	\$426,000
Full-Nest Exurbanites	10,455	5.3%	\$104,100	\$261,100
New-Town Families	12,670	6.4%	\$78,800	\$188,700
Small-Town Families	8,580	4.3%	\$77,900	\$179,600
Kids 'r' Us	4,425	2.2%	\$59,200	\$137,000
Rustic Families	2,235	1.1%	\$58,700	\$127,100
Subsistence Families	270	0.1%	\$38,700	\$88,700
<i>Subtotal:</i>	39,775	20.1%		

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups
Lancaster County, Pennsylvania

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Younger Single & Couples	36,530	18.5%		
<i>Metropolitan Cities</i>				
e-Types	0	0.0%		
New Bohemians	0	0.0%		
Urban Achievers	0	0.0%		
Soul City Singles	3,140	1.6%	\$33,400	\$158,200
Subtotal:	3,140	1.6%		
<i>Small Cities/Satellite Cities</i>				
The VIPs	700	0.4%	\$101,700	\$309,500
Twentysomethings	1,325	0.7%	\$70,900	\$218,300
Small-City Singles	3,690	1.9%	\$55,900	\$159,300
Blue-Collar Singles	5,735	2.9%	\$41,300	\$116,600
Subtotal:	11,450	5.8%		
<i>Metropolitan Suburbs</i>				
The Entrepreneurs	1,955	1.0%	\$145,000	\$489,800
Fast-Track Professionals	965	0.5%	\$103,700	\$352,000
Upscale Suburban Couples	3,670	1.9%	\$95,700	\$272,000
Suburban Achievers	3,265	1.7%	\$69,000	\$227,200
Working-Class Singles	3,405	1.7%	\$43,800	\$147,700
Subtotal:	13,260	6.7%		
<i>Town & Country/Exurbs</i>				
Ex-Urban Power Couples	820	0.4%	\$117,700	\$366,400
Cross-Training Couples	2,665	1.4%	\$80,400	\$232,500
Small-Town Singles	5,195	2.6%	\$45,200	\$133,000
Subtotal:	8,680	4.4%		

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	102,940	4,020	25.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	15,545	600	3.8%
<i>Metropolitan Suburbs</i>	26,055	715	4.6%
<i>Town & Country/Exurbs</i>	61,340	2,705	17.3%
Traditional & Non-Traditional Families	57,925	4,815	30.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,080	1,110	7.1%
<i>Metropolitan Suburbs</i>	11,070	750	4.8%
<i>Town & Country/Exurbs</i>	39,775	2,955	18.9%
Younger Singles & Couples	36,530	6,765	43.3%
<i>Metropolitan Cities</i>	3,140	955	6.1%
<i>Small Cities/Satellite Cities</i>	11,450	2,265	14.5%
<i>Metropolitan Suburbs</i>	13,260	2,190	14.0%
<i>Town & Country/Exurbs</i>	8,680	1,355	8.7%
Total:	197,395	15,600	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lancaster County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	102,940	4,020	25.8%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	860	15	0.1%
Middle-Class Move-Downs	3,660	145	0.9%
Blue-Collar Retirees	4,915	75	0.5%
Hometown Retirees	2,745	45	0.3%
Second City Seniors	3,365	320	2.1%
<i>Subtotal:</i>	<u>15,545</u>	<u>600</u>	<u>3.8%</u>
<i>Metropolitan Suburbs</i>			
Old Money	2,520	40	0.3%
Suburban Establishment	5,005	105	0.7%
Affluent Empty Nesters	3,025	55	0.4%
Mainstream Retirees	2,460	30	0.2%
No-Nest Suburbanites	3,970	230	1.5%
Middle-American Retirees	4,760	110	0.7%
Suburban Retirees	2,015	45	0.3%
Suburban Seniors	2,300	100	0.6%
<i>Subtotal:</i>	<u>26,055</u>	<u>715</u>	<u>4.6%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	5,130	85	0.5%
New Empty Nesters	8,180	505	3.2%
RV Retirees	9,840	190	1.2%
Blue-Collar Empty Nesters	16,335	1,170	7.5%
Exurban Suburbanites	5,110	335	2.1%
Heartland Empty Nesters	4,905	140	0.9%
Country Couples	2,040	90	0.6%
Small-Town Seniors	5,295	50	0.3%
Rural Singles	530	25	0.2%
Back Country Seniors	295	5	0.0%
Rural Seniors	2,385	50	0.3%
Struggling Retirees	1,295	60	0.4%
<i>Subtotal:</i>	<u>61,340</u>	<u>2,705</u>	<u>17.3%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lancaster County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	57,925	4,815	30.9%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	630	40	0.3%
Multi-Ethnic Families	1,495	140	0.9%
In-Town Families	4,955	930	6.0%
<i>Subtotal:</i>	<u>7,080</u>	<u>1,110</u>	<u>7.1%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	1,010	35	0.2%
Nouveau Money	1,200	65	0.4%
Late-Nest Suburbanites	2,310	85	0.5%
Full-Nest Suburbanites	2,270	185	1.2%
Blue-Collar Button-Downs	2,140	250	1.6%
Working-Class Families	2,140	130	0.8%
<i>Subtotal:</i>	<u>11,070</u>	<u>750</u>	<u>4.8%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1,140	50	0.3%
Full-Nest Exurbanites	10,455	520	3.3%
New-Town Families	12,670	1,030	6.6%
Small-Town Families	8,580	505	3.2%
Kids 'r' Us	4,425	620	4.0%
Rustic Families	2,235	190	1.2%
Subsistence Families	270	40	0.3%
<i>Subtotal:</i>	<u>39,775</u>	<u>2,955</u>	<u>18.9%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lancaster County, Pennsylvania

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	36,530	6,765	43.3%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	3,140	955	6.1%
Subtotal:	3,140	955	6.1%
<i>Small Cities/Satellite Cities</i>			
The VIPs	700	85	0.5%
Twentysomethings	1,325	195	1.3%
Small-City Singles	3,690	710	4.6%
Blue-Collar Singles	5,735	1,275	8.2%
Subtotal:	11,450	2,265	14.5%
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	1,955	130	0.8%
Fast-Track Professionals	965	110	0.7%
Upscale Suburban Couples	3,670	435	2.8%
Suburban Achievers	3,265	790	5.1%
Working-Class Singles	3,405	725	4.6%
Subtotal:	13,260	2,190	14.0%
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	820	50	0.3%
Cross-Training Couples	2,665	195	1.3%
Small-Town Singles	5,195	1,110	7.1%
Subtotal:	8,680	1,355	8.7%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 6

Chester, York, Berks, Dauphin, Lebanon, and Cumberland Counties, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Chester County</u>	<u>York County</u>	<u>Berks County</u>	<u>Dauphin County</u>	<u>Lebanon County</u>	<u>Cumberland County</u>	<u>Total</u>
Empty Nesters & Retirees	105	165	125	100	95	35	625
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	15	20	15	25	20	10	105
<i>Metropolitan Suburbs</i>	25	40	30	25	10	5	135
<i>Town & Country/Exurbs</i>	65	105	80	50	65	20	385
Traditional & Non-Traditional Families	210	200	180	80	110	15	795
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	60	90	40	45	5	265
<i>Metropolitan Suburbs</i>	45	45	30	10	5	0	135
<i>Town & Country/Exurbs</i>	140	95	60	30	60	10	395
Younger Singles & Couples	420	215	155	255	115	95	1,255
<i>Metropolitan Cities</i>	40	40	30	45	15	5	175
<i>Small Cities/Satellite Cities</i>	90	60	55	75	60	40	380
<i>Metropolitan Suburbs</i>	180	85	40	90	20	35	450
<i>Town & Country/Exurbs</i>	110	30	30	45	20	15	250
Total:	735	580	460	435	320	145	2,675
Percent:	27.5%	21.7%	17.2%	16.3%	12.0%	5.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 6

Chester, York, Berks, Dauphin, Lebanon, and Cumberland Counties, Pennsylvania

	<u>Chester County</u>	<u>York County</u>	<u>Berks County</u>	<u>Dauphin County</u>	<u>Lebanon County</u>	<u>Cumberland County</u>	<u>Total</u>
Empty Nesters & Retirees	105	165	125	100	95	35	625
<i>Metropolitan Cities</i>							
Urban Establishment	0	0	0	0	0	0	0
Cosmopolitan Couples	0	0	0	0	0	0	0
Multi-Ethnic Retirees	0	0	0	0	0	0	0
Downtown Retirees	0	0	0	0	0	0	0
Multi-Ethnic Seniors	0	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>							
Cosmopolitan Elite	0	0	0	0	0	0	0
Middle-Class Move-Downs	5	5	5	5	5	5	30
Blue-Collar Retirees	0	5	0	5	5	0	15
Hometown Retirees	0	0	0	0	0	0	0
Second City Seniors	10	10	10	15	10	5	60
<i>Subtotal:</i>	<u>15</u>	<u>20</u>	<u>15</u>	<u>25</u>	<u>20</u>	<u>10</u>	<u>105</u>
<i>Metropolitan Suburbs</i>							
Old Money	5	0	0	0	0	0	5
Suburban Establishment	5	5	5	5	0	0	20
Affluent Empty Nesters	5	5	0	0	0	0	10
Mainstream Retirees	0	0	0	0	0	0	0
No-Nest Suburbanites	10	15	10	10	5	0	50
Middle-American Retirees	0	5	5	5	5	0	20
Suburban Retirees	0	5	5	0	0	0	10
Suburban Seniors	0	5	5	5	0	5	20
<i>Subtotal:</i>	<u>25</u>	<u>40</u>	<u>30</u>	<u>25</u>	<u>10</u>	<u>5</u>	<u>135</u>
<i>Town & Country/Exurbs</i>							
Small-Town Establishment	15	5	5	5	5	0	35
New Empty Nesters	25	30	25	10	10	5	105
RV Retirees	5	5	5	5	5	0	25
Blue-Collar Empty Nesters	10	45	30	15	30	10	140
Exurban Suburbanites	10	10	5	5	5	5	40
Heartland Empty Nesters	0	5	5	5	5	0	20
Country Couples	0	5	5	5	5	0	20
Small-Town Seniors	0	0	0	0	0	0	0
Rural Singles	0	0	0	0	0	0	0
Back Country Seniors	0	0	0	0	0	0	0
Rural Seniors	0	0	0	0	0	0	0
Struggling Retirees	0	0	0	0	0	0	0
<i>Subtotal:</i>	<u>65</u>	<u>105</u>	<u>80</u>	<u>50</u>	<u>65</u>	<u>20</u>	<u>385</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 6

Chester, York, Berks, Dauphin, Lebanon, and Cumberland Counties, Pennsylvania

	<u>Chester County</u>	<u>York County</u>	<u>Berks County</u>	<u>Dauphin County</u>	<u>Lebanon County</u>	<u>Cumberland County</u>	<u>Total</u>
Traditional & Non-Traditional Families	210	200	180	80	110	15	795
<i>Metropolitan Cities</i>							
Full-Nest Urbanites	0	0	0	0	0	0	0
Multi-Cultural Families	0	0	0	0	0	0	0
Inner-City Families	0	0	0	0	0	0	0
Single-Parent Families	0	0	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>							
Unibox Transferees	0	0	0	0	5	0	5
Multi-Ethnic Families	5	5	5	5	5	0	25
In-Town Families	20	55	85	35	35	5	235
<i>Subtotal:</i>	<u>25</u>	<u>60</u>	<u>90</u>	<u>40</u>	<u>45</u>	<u>5</u>	<u>265</u>
<i>Metropolitan Suburbs</i>							
The Social Register	10	0	0	0	0	0	10
Nouveau Money	15	5	5	0	0	0	25
Late-Nest Suburbanites	5	5	5	0	0	0	15
Full-Nest Suburbanites	10	15	5	5	0	0	35
Blue-Collar Button-Downs	5	15	10	5	5	0	40
Working-Class Families	0	5	5	0	0	0	10
<i>Subtotal:</i>	<u>45</u>	<u>45</u>	<u>30</u>	<u>10</u>	<u>5</u>	<u>0</u>	<u>135</u>
<i>Town & Country/Exurbs</i>							
Ex-Urban Elite	65	5	5	5	0	0	80
Full-Nest Exurbanites	30	25	15	5	10	0	85
New-Town Families	25	30	15	5	20	5	100
Small-Town Families	5	15	10	5	15	5	55
Kids 'r' Us	10	15	10	5	10	0	50
Rustic Families	0	5	5	5	5	0	20
Subsistence Families	5	0	0	0	0	0	5
<i>Subtotal:</i>	<u>140</u>	<u>95</u>	<u>60</u>	<u>30</u>	<u>60</u>	<u>10</u>	<u>395</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 6

Chester, York, Berks, Dauphin, Lebanon, and Cumberland Counties, Pennsylvania

	<u>Chester County</u>	<u>York County</u>	<u>Berks County</u>	<u>Dauphin County</u>	<u>Lebanon County</u>	<u>Cumberland County</u>	<u>Total</u>
Younger Singles & Couples	420	215	155	255	115	95	1,255
<i>Metropolitan Cities</i>							
e-Types	0	0	0	0	0	0	0
New Bohemians	0	0	0	0	0	0	0
Urban Achievers	0	0	0	0	0	0	0
Soul City Singles	40	40	30	45	15	5	175
<i>Subtotal:</i>	<u>40</u>	<u>40</u>	<u>30</u>	<u>45</u>	<u>15</u>	<u>5</u>	<u>175</u>
<i>Small Cities/Satellite Cities</i>							
The VIPs	10	0	5	5	5	5	30
Twentysomethings	25	5	5	10	5	5	55
Small-City Singles	45	20	15	30	15	15	140
Blue-Collar Singles	10	35	30	30	35	15	155
<i>Subtotal:</i>	<u>90</u>	<u>60</u>	<u>55</u>	<u>75</u>	<u>60</u>	<u>40</u>	<u>380</u>
<i>Metropolitan Suburbs</i>							
The Entrepreneurs	35	5	5	5	0	5	55
Fast-Track Professionals	55	0	0	5	0	5	65
Upscale Suburban Couples	25	30	15	20	5	10	105
Suburban Achievers	55	35	10	35	5	10	150
Working-Class Singles	10	15	10	25	10	5	75
<i>Subtotal:</i>	<u>180</u>	<u>85</u>	<u>40</u>	<u>90</u>	<u>20</u>	<u>35</u>	<u>450</u>
<i>Town & Country/Exurbs</i>							
Ex-Urban Power Couples	70	5	0	10	5	0	90
Cross-Training Couples	25	10	15	10	5	5	70
Small-Town Singles	15	15	15	25	10	10	90
<i>Subtotal:</i>	<u>110</u>	<u>30</u>	<u>30</u>	<u>45</u>	<u>20</u>	<u>15</u>	<u>250</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 4

*Philadelphia County, Pennsylvania, Montgomery County, Pennsylvania,
Delaware County, Pennsylvania, Bucks County, Pennsylvania*

<u>Household Type/ Geographic Designation</u>	<u>Philadelphia County</u>	<u>Montgomery County</u>	<u>Delaware County</u>	<u>Bucks County</u>	<u>Total</u>
Empty Nesters & Retirees	15	30	20	15	80
<i>Metropolitan Cities</i>	15	0	10	0	25
<i>Small Cities/Satellite Cities</i>	0	10	0	10	20
<i>Metropolitan Suburbs</i>	0	15	10	5	30
<i>Town & Country/Exurbs</i>	0	5	0	0	5
Traditional & Non-Traditional Families	100	40	40	25	205
<i>Metropolitan Cities</i>	100	0	25	0	125
<i>Small Cities/Satellite Cities</i>	0	20	10	5	35
<i>Metropolitan Suburbs</i>	0	15	5	15	35
<i>Town & Country/Exurbs</i>	0	5	0	5	10
Younger Singles & Couples	85	125	75	80	365
<i>Metropolitan Cities</i>	70	10	20	0	100
<i>Small Cities/Satellite Cities</i>	0	40	15	20	75
<i>Metropolitan Suburbs</i>	15	65	35	55	170
<i>Town & Country/Exurbs</i>	0	10	5	5	20
Total:	200	195	135	120	650
Percent:	30.8%	30.0%	20.8%	18.5%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 4

*Philadelphia County, Pennsylvania, Montgomery County, Pennsylvania,
Delaware County, Pennsylvania, Bucks County, Pennsylvania*

	<u>Philadelphia County</u>	<u>Montgomery County</u>	<u>Delaware County</u>	<u>Bucks County</u>	<u>Total</u>
Empty Nesters & Retirees	15	30	20	15	80
<i>Metropolitan Cities</i>					
Urban Establishment	0	0	5	0	5
Cosmopolitan Couples	0	0	0	0	0
Multi-Ethnic Retirees	0	0	0	0	0
Downtown Retirees	5	0	0	0	5
Multi-Ethnic Seniors	10	0	5	0	15
<i>Subtotal:</i>	<u>15</u>	<u>0</u>	<u>10</u>	<u>0</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>					
Cosmopolitan Elite	0	0	0	0	0
Middle-Class Move-Downs	0	5	0	5	10
Blue-Collar Retirees	0	0	0	0	0
Hometown Retirees	0	0	0	0	0
Second City Seniors	0	5	0	5	10
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>10</u>	<u>20</u>
<i>Metropolitan Suburbs</i>					
Old Money	0	5	0	0	5
Suburban Establishment	0	5	5	0	10
Affluent Empty Nesters	0	0	0	0	0
Mainstream Retirees	0	0	0	0	0
No-Nest Suburbanites	0	5	5	5	15
Middle-American Retirees	0	0	0	0	0
Suburban Retirees	0	0	0	0	0
Suburban Seniors	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>15</u>	<u>10</u>	<u>5</u>	<u>30</u>
<i>Town & Country/Exurbs</i>					
Small-Town Establishment	0	0	0	0	0
New Empty Nesters	0	5	0	0	5
RV Retirees	0	0	0	0	0
Blue-Collar Empty Nesters	0	0	0	0	0
Exurban Suburbanites	0	0	0	0	0
Heartland Empty Nesters	0	0	0	0	0
Country Couples	0	0	0	0	0
Small-Town Seniors	0	0	0	0	0
Rural Singles	0	0	0	0	0
Back Country Seniors	0	0	0	0	0
Rural Seniors	0	0	0	0	0
Struggling Retirees	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>5</u>	<u>0</u>	<u>0</u>	<u>5</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 4

*Philadelphia County, Pennsylvania, Montgomery County, Pennsylvania,
Delaware County, Pennsylvania, Bucks County, Pennsylvania*

	<u>Philadelphia County</u>	<u>Montgomery County</u>	<u>Delaware County</u>	<u>Bucks County</u>	<u>Total</u>
Traditional & on-Traditional Families	100	40	40	25	205
<i>Metropolitan Cities</i>					
Full-Nest Urbanites	15	0	15	0	30
Multi-Cultural Families	45	0	5	0	50
Inner-City Families	15	0	5	0	20
Single-Parent Families	25	0	0	0	25
<i>Subtotal:</i>	<u>100</u>	<u>0</u>	<u>25</u>	<u>0</u>	<u>125</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	5	0	0	5
Multi-Ethnic Families	0	5	5	5	15
In-Town Families	0	10	5	0	15
<i>Subtotal:</i>	<u>0</u>	<u>20</u>	<u>10</u>	<u>5</u>	<u>35</u>
<i>Metropolitan Suburbs</i>					
The Social Register	0	5	0	0	5
Nouveau Money	0	5	0	5	10
Late-Nest Suburbanites	0	0	0	0	0
Full-Nest Suburbanites	0	5	5	5	15
Blue-Collar Button-Downs	0	0	0	5	5
Working-Class Families	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>15</u>	<u>5</u>	<u>15</u>	<u>35</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Elite	0	5	0	5	10
Full-Nest Exurbanites	0	0	0	0	0
New-Town Families	0	0	0	0	0
Small-Town Families	0	0	0	0	0
Kids 'r' Us	0	0	0	0	0
Rustic Families	0	0	0	0	0
Subsistence Families	0	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>5</u>	<u>0</u>	<u>5</u>	<u>10</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix Two, Tables 1 Through 4

*Philadelphia County, Pennsylvania, Montgomery County, Pennsylvania,
Delaware County, Pennsylvania, Bucks County, Pennsylvania*

	<u>Philadelphia County</u>	<u>Montgomery County</u>	<u>Delaware County</u>	<u>Bucks County</u>	<u>Total</u>
Younger Singles & Couples	85	125	75	80	365
<i>Metropolitan Cities</i>					
e-Types	5	0	5	0	10
New Bohemians	25	0	5	0	30
Urban Achievers	40	0	10	0	50
Soul City Singles	0	10	0	0	10
Subtotal:	<u>70</u>	<u>10</u>	<u>20</u>	<u>0</u>	<u>100</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	0	15	5	10	30
Twentysomethings	0	10	5	5	20
Small-City Singles	0	10	0	5	15
Blue-Collar Singles	0	5	5	0	10
Subtotal:	<u>0</u>	<u>40</u>	<u>15</u>	<u>20</u>	<u>75</u>
<i>Metropolitan Suburbs</i>					
The Entrepreneurs	0	15	5	10	30
Fast-Track Professionals	0	15	5	5	25
Upscale Suburban Couples	5	15	15	15	50
Suburban Achievers	10	20	10	20	60
Working-Class Singles	0	0	0	5	5
Subtotal:	<u>15</u>	<u>65</u>	<u>35</u>	<u>55</u>	<u>170</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Power Couples	0	5	5	5	15
Cross-Training Couples	0	0	0	0	0
Small-Town Singles	0	5	0	0	5
Subtotal:	<u>0</u>	<u>10</u>	<u>5</u>	<u>5</u>	<u>20</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Household Type/ Geographic Designation	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	760	18.5%
<i>Metropolitan Cities</i>	90	2.2%
<i>Small Cities/Satellite Cities</i>	130	3.2%
<i>Metropolitan Suburbs</i>	125	3.0%
<i>Town & Country/Exurbs</i>	415	10.1%
Traditional & Non-Traditional Families	1,390	33.8%
<i>Metropolitan Cities</i>	355	8.6%
<i>Small Cities/Satellite Cities</i>	285	6.9%
<i>Metropolitan Suburbs</i>	235	5.7%
<i>Town & Country/Exurbs</i>	515	12.5%
Younger Singles & Couples	1,960	47.7%
<i>Metropolitan Cities</i>	610	14.8%
<i>Small Cities/Satellite Cities</i>	480	11.7%
<i>Metropolitan Suburbs</i>	570	13.9%
<i>Town & Country/Exurbs</i>	300	7.3%
Total:	4,110	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Balance of the United States

	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	760	18.5%
<i>Metropolitan Cities</i>		
Urban Establishment	30	0.7%
Cosmopolitan Couples	5	0.1%
Multi-Ethnic Retirees	5	0.1%
Downtown Retirees	5	0.1%
Multi-Ethnic Seniors	45	1.1%
<i>Subtotal:</i>	<u>90</u>	<u>2.2%</u>
<i>Small Cities/Satellite Cities</i>		
Cosmopolitan Elite	10	0.2%
Middle-Class Move-Downs	40	1.0%
Blue-Collar Retirees	15	0.4%
Hometown Retirees	10	0.2%
Second City Seniors	55	1.3%
<i>Subtotal:</i>	<u>130</u>	<u>3.2%</u>
<i>Metropolitan Suburbs</i>		
Old Money	10	0.2%
Affluent Empty Nesters	10	0.2%
Suburban Establishment	15	0.4%
Mainstream Retirees	5	0.1%
No-Nest Suburbanites	40	1.0%
Middle-American Retirees	15	0.4%
Suburban Retirees	10	0.2%
Suburban Seniors	20	0.5%
<i>Subtotal:</i>	<u>125</u>	<u>3.0%</u>
<i>Town & Country/Exurbs</i>		
Small-Town Establishment	20	0.5%
New Empty Nesters	45	1.1%
RV Retirees	25	0.6%
Blue-Collar Empty Nesters	85	2.1%
Exurban Suburbanites	35	0.9%
Heartland Empty Nesters	30	0.7%
Country Couples	35	0.9%
Small-Town Seniors	10	0.2%
Rural Singles	50	1.2%
Back Country Seniors	25	0.6%
Rural Seniors	20	0.5%
Struggling Retirees	35	0.9%
<i>Subtotal:</i>	<u>415</u>	<u>10.1%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

	<u>Potential</u>	<u>Share of Potential</u>
Traditional & Non-Traditional Families	1,390	33.8%
<i>Metropolitan Cities</i>		
Full-Nest Urbanites	50	1.2%
Multi-Cultural Families	50	1.2%
Inner-City Families	115	2.8%
Single-Parent Families	140	3.4%
<i>Subtotal:</i>	355	8.6%
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	50	1.2%
Multi-Ethnic Families	60	1.5%
In-Town Families	175	4.3%
<i>Subtotal:</i>	285	6.9%
<i>Metropolitan Suburbs</i>		
The Social Register	15	0.4%
Nouveau Money	30	0.7%
Late-Nest Suburbanites	20	0.5%
Full-Nest Suburbanites	65	1.6%
Blue-Collar Button-Downs	75	1.8%
Working-Class Families	30	0.7%
<i>Subtotal:</i>	235	5.7%
<i>Town & Country/Exurbs</i>		
Ex-Urban Elite	40	1.0%
Full-Nest Exurbanites	40	1.0%
New-Town Families	75	1.8%
Small-Town Families	55	1.3%
Kids 'r' Us	90	2.2%
Rustic Families	70	1.7%
Subsistence Families	145	3.5%
<i>Subtotal:</i>	515	12.5%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	1,960	47.7%
<i>Metropolitan Cities</i>		
e-Types	90	2.2%
New Bohemians	150	3.6%
Urban Achievers	165	4.0%
Soul City Singles	205	5.0%
Subtotal:	<u>610</u>	<u>14.8%</u>
<i>Small Cities/Satellite Cities</i>		
The VIPs	95	2.3%
Twentysomethings	100	2.4%
Small-City Singles	135	3.3%
Blue-Collar Singles	150	3.6%
Subtotal:	<u>480</u>	<u>11.7%</u>
<i>Metropolitan Suburbs</i>		
The Entrepreneurs	55	1.3%
Fast-Track Professionals	55	1.3%
Upscale Suburban Couples	110	2.7%
Suburban Achievers	180	4.4%
Working-Class Singles	170	4.1%
Subtotal:	<u>570</u>	<u>13.9%</u>
<i>Town & Country/Exurbs</i>		
Ex-Urban Power Couples	45	1.1%
Cross-Training Couples	50	1.2%
Small-Town Singles	205	5.0%
Subtotal:	<u>300</u>	<u>7.3%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	4,020	625	80	760	5,485
<i>Metropolitan Cities</i>	0	0	25	90	115
<i>Small Cities/Satellite Cities</i>	600	105	20	130	855
<i>Metropolitan Suburbs</i>	715	135	30	125	1,005
<i>Town & Country/Exurbs</i>	2,705	385	5	415	3,510
Traditional & Non-Traditional Families	4,815	795	205	1,390	7,205
<i>Metropolitan Cities</i>	0	0	125	355	480
<i>Small Cities/Satellite Cities</i>	1,110	265	35	285	1,695
<i>Metropolitan Suburbs</i>	750	135	35	235	1,155
<i>Town & Country/Exurbs</i>	2,955	395	10	515	3,875
Younger Singles & Couples	6,765	1,255	365	1,960	10,345
<i>Metropolitan Cities</i>	955	175	100	610	1,840
<i>Small Cities/Satellite Cities</i>	2,265	380	75	480	3,200
<i>Metropolitan Suburbs</i>	2,190	450	170	570	3,380
<i>Town & Country/Exurbs</i>	1,355	250	20	300	1,925
Total:	15,600	2,675	650	4,110	23,035
Percent:	67.7%	11.6%	2.8%	17.8%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Empty Nesters & Retirees	4,020	625	80	760	5,485
<i>Metropolitan Cities</i>					
Urban Establishment	0	0	5	30	35
Cosmopolitan Couples	0	0	0	5	5
Multi-Ethnic Retirees	0	0	0	5	5
Downtown Retirees	0	0	5	5	10
Multi-Ethnic Seniors	0	0	15	45	60
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>25</u>	<u>90</u>	<u>115</u>
<i>Small Cities/Satellite Cities</i>					
Cosmopolitan Elite	15	0	0	10	25
Middle-Class Move-Downs	145	30	10	40	225
Blue-Collar Retirees	75	15	0	15	105
Hometown Retirees	45	0	0	10	55
Second City Seniors	320	60	10	55	445
<i>Subtotal:</i>	<u>600</u>	<u>105</u>	<u>20</u>	<u>130</u>	<u>855</u>
<i>Metropolitan Suburbs</i>					
Old Money	40	5	5	10	60
Suburban Establishment	105	20	10	10	145
Affluent Empty Nesters	55	10	0	15	80
Mainstream Retirees	30	0	0	5	35
No-Nest Suburbanites	230	50	15	40	335
Middle-American Retirees	110	20	0	15	145
Suburban Retirees	45	10	0	10	65
Suburban Seniors	100	20	0	20	140
<i>Subtotal:</i>	<u>715</u>	<u>135</u>	<u>30</u>	<u>125</u>	<u>1,005</u>
<i>Town & Country/Exurbs</i>					
Small-Town Establishment	85	35	0	20	140
New Empty Nesters	505	105	5	45	660
RV Retirees	190	25	0	25	240
Blue-Collar Empty Nesters	1,170	140	0	85	1,395
Exurban Suburbanites	335	40	0	35	410
Heartland Empty Nesters	140	20	0	30	190
Country Couples	90	20	0	35	145
Small-Town Seniors	50	0	0	10	60
Rural Singles	25	0	0	50	75
Back Country Seniors	5	0	0	25	30
Rural Seniors	50	0	0	20	70
Struggling Retirees	60	0	0	35	95
<i>Subtotal:</i>	<u>2,705</u>	<u>385</u>	<u>5</u>	<u>415</u>	<u>3,510</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Traditional & Non-Traditional Families	4,815	795	205	1,390	7,205
<i>Metropolitan Cities</i>					
Full-Nest Urbanites	0	0	30	50	80
Multi-Cultural Families	0	0	50	50	100
Inner-City Families	0	0	20	115	135
Single-Parent Families	0	0	25	140	165
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>125</u>	<u>355</u>	<u>480</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	40	5	5	50	100
Multi-Ethnic Families	140	25	15	60	240
In-Town Families	930	235	15	175	1,355
<i>Subtotal:</i>	<u>1,110</u>	<u>265</u>	<u>35</u>	<u>285</u>	<u>1,695</u>
<i>Metropolitan Suburbs</i>					
The Social Register	35	10	5	15	65
Nouveau Money	65	25	10	30	130
Late-Nest Suburbanites	85	15	0	20	120
Full-Nest Suburbanites	185	35	15	65	300
Blue-Collar Button-Downs	250	40	5	75	370
Working-Class Families	130	10	0	30	170
<i>Subtotal:</i>	<u>750</u>	<u>135</u>	<u>35</u>	<u>235</u>	<u>1,155</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Elite	50	80	10	40	180
Full-Nest Exurbanites	520	85	0	40	645
New-Town Families	1,030	100	0	75	1,205
Small-Town Families	505	55	0	55	615
Kids 'r' Us	620	50	0	90	760
Rustic Families	190	20	0	70	280
Subsistence Families	40	5	0	145	190
<i>Subtotal:</i>	<u>2,955</u>	<u>395</u>	<u>10</u>	<u>515</u>	<u>3,875</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 3 Through 6

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
Younger Singles & Couples	6,765	1,255	365	1,960	10,345
<i>Metropolitan Cities</i>					
e-Types	0	0	10	90	100
New Bohemians	0	0	30	150	180
Urban Achievers	0	0	50	165	215
Soul City Singles	955	175	10	205	1,345
<i>Subtotal:</i>	<u>955</u>	<u>175</u>	<u>100</u>	<u>610</u>	<u>1,840</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	85	30	30	95	240
Twentysomethings	195	55	20	100	370
Small-City Singles	710	140	15	135	1,000
Blue-Collar Singles	1,275	155	10	150	1,590
<i>Subtotal:</i>	<u>2,265</u>	<u>380</u>	<u>75</u>	<u>480</u>	<u>3,200</u>
<i>Metropolitan Suburbs</i>					
The Entrepreneurs	130	55	30	55	270
Fast-Track Professionals	110	65	25	55	255
Upscale Suburban Couples	435	105	50	110	700
Suburban Achievers	790	150	60	180	1,180
Working-Class Singles	725	75	5	170	975
<i>Subtotal:</i>	<u>2,190</u>	<u>450</u>	<u>170</u>	<u>570</u>	<u>3,380</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Power Couples	50	90	15	45	200
Cross-Training Couples	195	70	0	50	315
Small-Town Singles	1,110	90	5	205	1,410
<i>Subtotal:</i>	<u>1,355</u>	<u>250</u>	<u>20</u>	<u>300</u>	<u>1,925</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix One, Table 8

Tenure (Renter/Buyer) Profile
 Five-Year Total: 2013-2017
 Number of Households With The Potential To Move Within/ To Lancaster County
*Lancaster County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	1,260	930	1,275	770	3,065	2,180	2,070	3,330	2,175	10,370	27,425
<i>Metropolitan Cities</i>	90	45	50	25	115	30	20	35	20	145	575
<i>Small Cities/Satellite Cities</i>	605	360	395	205	590	400	295	390	235	800	4,275
<i>Metropolitan Suburbs</i>	170	150	230	150	600	365	375	605	395	1,985	5,025
<i>Town & Country/Exurbs</i>	395	375	600	390	1,760	1,385	1,380	2,300	1,525	7,440	17,550
Traditional & Non-Traditional Families	2,820	2,100	2,605	1,180	3,085	3,595	3,230	5,005	2,840	9,565	36,025
<i>Metropolitan Cities</i>	550	335	335	125	280	200	145	170	80	180	2,400
<i>Small Cities/Satellite Cities</i>	1,395	950	1,030	385	845	980	705	845	365	975	8,475
<i>Metropolitan Suburbs</i>	190	185	295	160	500	425	450	810	515	2,245	5,775
<i>Town & Country/Exurbs</i>	685	630	945	510	1,460	1,990	1,930	3,180	1,880	6,165	19,375
Younger Singles & Couples	5,805	4,355	6,020	3,380	10,900	2,950	2,405	3,650	2,215	10,045	51,725
<i>Metropolitan Cities</i>	2,120	1,315	1,520	745	1,995	350	220	270	140	525	9,200
<i>Small Cities/Satellite Cities</i>	1,555	1,330	1,930	1,095	3,175	1,125	960	1,410	810	2,610	16,000
<i>Metropolitan Suburbs</i>	1,225	1,050	1,710	1,060	4,145	645	600	1,090	745	4,630	16,900
<i>Town & Country/Exurbs</i>	905	660	860	480	1,585	830	625	880	520	2,280	9,625
Total:	9,885	7,385	9,900	5,330	17,050	8,725	7,705	11,985	7,230	29,980	115,175
Percent:	8.6%	6.4%	8.6%	4.6%	14.8%	7.6%	6.7%	10.4%	6.3%	26.0%	100.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013-2017

Number of Households With The Potential To Move Within/To Lancaster County

Lancaster County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	180	145	205	120	595	305	270	405	265	1,215	1,690	1,665	2,705	1,765	8,595	20,125
<i>Metropolitan Cities</i>	10	5	5	5	45	10	0	0	0	50	10	10	10	5	85	250
<i>Small Cities/Satellite Cities</i>	90	60	65	35	100	100	70	85	55	175	210	175	240	145	515	2120
<i>Metropolitan Suburbs</i>	40	40	70	40	190	70	70	110	75	335	250	260	430	280	1465	3725
<i>Town & Country/Exurbs</i>	40	40	65	40	260	125	130	210	135	655	1220	1220	2025	1335	6,530	14,030
Traditional & Non-Traditional Families	315	230	285	145	385	645	530	715	355	1,080	2,650	2,470	3,980	2,340	8,110	24,235
<i>Metropolitan Cities</i>	50	30	30	20	35	75	50	65	30	75	70	55	70	30	90	775
<i>Small Cities/Satellite Cities</i>	160	110	115	45	105	310	225	245	100	235	505	380	480	220	635	3870
<i>Metropolitan Suburbs</i>	35	30	55	30	105	70	70	120	70	275	330	340	630	415	1870	4445
<i>Town & Country/Exurbs</i>	70	60	85	50	140	190	185	285	155	495	1745	1695	2800	1675	5,515	15,145
Younger Singles & Couples	670	545	805	485	1,935	935	755	1,125	670	2,705	1,345	1,120	1,715	1,070	5,385	21,265
<i>Metropolitan Cities</i>	150	100	120	60	235	140	95	110	60	190	60	35	45	25	80	1505
<i>Small Cities/Satellite Cities</i>	205	180	270	160	525	375	320	470	270	850	550	465	670	380	1225	6915
<i>Metropolitan Suburbs</i>	190	175	295	195	920	205	185	335	220	1215	245	240	455	330	2505	7,710
<i>Town & Country/Exurbs</i>	125	90	120	70	255	215	155	210	120	450	490	380	545	335	1575	5,135
Total:	1,165	920	1,295	750	2,915	1,885	1,555	2,245	1,290	5,000	5,685	5,255	8,400	5,175	22,090	65,625
Percent:	1.8%	1.4%	2.0%	1.1%	4.4%	2.9%	2.4%	3.4%	2.0%	7.6%	8.7%	8.0%	12.8%	7.9%	33.7%	100.0%

SOURCE: The Nielsen Company; Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Chester County, Pennsylvania

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	63,570	105	14.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,260	15	2.0%
<i>Metropolitan Suburbs</i>	22,180	25	3.4%
<i>Town & Country/Exurbs</i>	34,130	65	8.8%
Traditional & Non-Traditional Families	61,720	210	28.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	3,545	25	3.4%
<i>Metropolitan Suburbs</i>	13,885	45	6.1%
<i>Town & Country/Exurbs</i>	44,290	140	19.0%
Younger Singles & Couples	61,055	420	57.1%
<i>Metropolitan Cities</i>	2,105	40	5.4%
<i>Small Cities/Satellite Cities</i>	9,225	90	12.2%
<i>Metropolitan Suburbs</i>	24,555	180	24.5%
<i>Town & Country/Exurbs</i>	25,170	110	15.0%
Total:	186,345	735	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Chester County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	63,570	105	14.3%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	765	0	0.0%
Middle-Class Move-Downs	2,300	5	0.7%
Blue-Collar Retirees	2,095	0	0.0%
Hometown Retirees	525	0	0.0%
Second City Seniors	1,575	10	1.4%
<i>Subtotal:</i>	<u>7,260</u>	<u>15</u>	<u>2.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	6,695	5	0.7%
Suburban Establishment	4,500	5	0.7%
Affluent Empty Nesters	3,270	5	0.7%
Mainstream Retirees	2,170	0	0.0%
No-Nest Suburbanites	2,910	10	1.4%
Middle-American Retirees	965	0	0.0%
Suburban Retirees	1,275	0	0.0%
Suburban Seniors	395	0	0.0%
<i>Subtotal:</i>	<u>22,180</u>	<u>25</u>	<u>3.4%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	14,490	15	2.0%
New Empty Nesters	6,355	25	3.4%
RV Retirees	4,035	5	0.7%
Blue-Collar Empty Nesters	2,515	10	1.4%
Exurban Suburbanites	1,965	10	1.4%
Heartland Empty Nesters	1,230	0	0.0%
Country Couples	415	0	0.0%
Small-Town Seniors	1,330	0	0.0%
Rural Singles	635	0	0.0%
Back Country Seniors	40	0	0.0%
Rural Seniors	330	0	0.0%
Struggling Retirees	790	0	0.0%
<i>Subtotal:</i>	<u>34,130</u>	<u>65</u>	<u>8.8%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Chester County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	61,720	210	28.6%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	625	0	0.0%
Multi-Ethnic Families	960	5	0.7%
In-Town Families	1,960	20	2.7%
<i>Subtotal:</i>	<u>3,545</u>	<u>25</u>	<u>3.4%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	4,160	10	1.4%
Nouveau Money	4,235	15	2.0%
Late-Nest Suburbanites	1,735	5	0.7%
Full-Nest Suburbanites	2,440	10	1.4%
Blue-Collar Button-Downs	875	5	0.7%
Working-Class Families	440	0	0.0%
<i>Subtotal:</i>	<u>13,885</u>	<u>45</u>	<u>6.1%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	24,585	65	8.8%
Full-Nest Exurbanites	10,555	30	4.1%
New-Town Families	5,305	25	3.4%
Small-Town Families	1,305	5	0.7%
Kids 'r' Us	1,475	10	1.4%
Rustic Families	395	0	0.0%
Subsistence Families	670	5	0.7%
<i>Subtotal:</i>	<u>44,290</u>	<u>140</u>	<u>19.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Chester County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	61,055	420	57.1%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	2,105	40	5.4%
<i>Subtotal:</i>	<u>2,105</u>	<u>40</u>	<u>5.4%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	1,355	10	1.4%
Twentysomethings	2,870	25	3.4%
Small-City Singles	4,170	45	6.1%
Blue-Collar Singles	830	10	1.4%
<i>Subtotal:</i>	<u>9,225</u>	<u>90</u>	<u>12.2%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	8,575	35	4.8%
Fast-Track Professionals	7,920	55	7.5%
Upscale Suburban Couples	3,565	25	3.4%
Suburban Achievers	3,795	55	7.5%
Working-Class Singles	700	10	1.4%
<i>Subtotal:</i>	<u>24,555</u>	<u>180</u>	<u>24.5%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	18,690	70	9.5%
Cross-Training Couples	5,280	25	3.4%
Small-Town Singles	1,200	15	2.0%
<i>Subtotal:</i>	<u>25,170</u>	<u>110</u>	<u>15.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

York County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	91,245	165	28.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	11,755	20	3.4%
<i>Metropolitan Suburbs</i>	26,860	40	6.9%
<i>Town & Country/Exurbs</i>	52,630	105	18.1%
Traditional & Non-Traditional Families	50,655	200	34.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	8,035	60	10.3%
<i>Metropolitan Suburbs</i>	12,405	45	7.8%
<i>Town & Country/Exurbs</i>	30,215	95	16.4%
Younger Singles & Couples	27,665	215	37.1%
<i>Metropolitan Cities</i>	2,655	40	6.9%
<i>Small Cities/Satellite Cities</i>	6,860	60	10.3%
<i>Metropolitan Suburbs</i>	11,485	85	14.7%
<i>Town & Country/Exurbs</i>	6,665	30	5.2%
Total:	169,565	580	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

York County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	91,245	165	28.4%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	675	0	0.0%
Middle-Class Move-Downs	1,980	5	0.9%
Blue-Collar Retirees	3,615	5	0.9%
Hometown Retirees	2,830	0	0.0%
Second City Seniors	2,655	10	1.7%
<i>Subtotal:</i>	<u>11,755</u>	<u>20</u>	<u>3.4%</u>
<i>Metropolitan Suburbs</i>			
Old Money	2,345	0	0.0%
Suburban Establishment	3,620	5	0.9%
Affluent Empty Nesters	3,035	5	0.9%
Mainstream Retirees	2,365	0	0.0%
No-Nest Suburbanites	4,990	15	2.6%
Middle-American Retirees	6,130	5	0.9%
Suburban Retirees	2,890	5	0.9%
Suburban Seniors	1,485	5	0.9%
<i>Subtotal:</i>	<u>26,860</u>	<u>40</u>	<u>6.9%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	6,415	5	0.9%
New Empty Nesters	10,630	30	5.2%
RV Retirees	8,270	5	0.9%
Blue-Collar Empty Nesters	13,705	45	7.8%
Exurban Suburbanites	4,025	10	1.7%
Heartland Empty Nesters	3,000	5	0.9%
Country Couples	1,695	5	0.9%
Small-Town Seniors	2,505	0	0.0%
Rural Singles	670	0	0.0%
Back Country Seniors	265	0	0.0%
Rural Seniors	530	0	0.0%
Struggling Retirees	920	0	0.0%
<i>Subtotal:</i>	<u>52,630</u>	<u>105</u>	<u>18.1%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

York County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	50,655	200	34.5%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	440	0	0.0%
Multi-Ethnic Families	1,145	5	0.9%
In-Town Families	6,450	55	9.5%
<i>Subtotal:</i>	<u>8,035</u>	<u>60</u>	<u>10.3%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	1,050	0	0.0%
Nouveau Money	1,705	5	0.9%
Late-Nest Suburbanites	2,080	5	0.9%
Full-Nest Suburbanites	3,230	15	2.6%
Blue-Collar Button-Downs	2,485	15	2.6%
Working-Class Families	1,855	5	0.9%
<i>Subtotal:</i>	<u>12,405</u>	<u>45</u>	<u>7.8%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	2,205	5	0.9%
Full-Nest Exurbanites	10,545	25	4.3%
New-Town Families	8,130	30	5.2%
Small-Town Families	5,310	15	2.6%
Kids 'r' Us	2,440	15	2.6%
Rustic Families	1,240	5	0.9%
Subsistence Families	345	0	0.0%
<i>Subtotal:</i>	<u>30,215</u>	<u>95</u>	<u>16.4%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

York County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	27,665	215	37.1%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	2,655	40	6.9%
<i>Subtotal:</i>	<u>2,655</u>	<u>40</u>	<u>6.9%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	350	0	0.0%
Twentysomethings	775	5	0.9%
Small-City Singles	2,230	20	3.4%
Blue-Collar Singles	3,505	35	6.0%
<i>Subtotal:</i>	<u>6,860</u>	<u>60</u>	<u>10.3%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	1,975	5	0.9%
Fast-Track Professionals	140	0	0.0%
Upscale Suburban Couples	5,030	30	5.2%
Suburban Achievers	2,880	35	6.0%
Working-Class Singles	1,460	15	2.6%
<i>Subtotal:</i>	<u>11,485</u>	<u>85</u>	<u>14.7%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	1,565	5	0.9%
Cross-Training Couples	3,400	10	1.7%
Small-Town Singles	1,700	15	2.6%
<i>Subtotal:</i>	<u>6,665</u>	<u>30</u>	<u>5.2%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Berks County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	83,185	125	27.2%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	14,225	15	3.3%
<i>Metropolitan Suburbs</i>	22,025	30	6.5%
<i>Town & Country/Exurbs</i>	46,935	80	17.4%
Traditional & Non-Traditional Families	46,905	180	39.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	14,090	90	19.6%
<i>Metropolitan Suburbs</i>	10,170	30	6.5%
<i>Town & Country/Exurbs</i>	22,645	60	13.0%
Younger Singles & Couples	24,375	155	33.7%
<i>Metropolitan Cities</i>	2,255	30	6.5%
<i>Small Cities/Satellite Cities</i>	7,190	55	12.0%
<i>Metropolitan Suburbs</i>	7,785	40	8.7%
<i>Town & Country/Exurbs</i>	7,145	30	6.5%
Total:	154,465	460	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Berks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	83,185	125	27.2%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	1,495	0	0.0%
Middle-Class Move-Downs	3,415	5	1.1%
Blue-Collar Retirees	3,275	0	0.0%
Hometown Retirees	2,830	0	0.0%
Second City Seniors	3,210	10	2.2%
<i>Subtotal:</i>	<u>14,225</u>	<u>15</u>	<u>3.3%</u>
<i>Metropolitan Suburbs</i>			
Old Money	1,590	0	0.0%
Suburban Establishment	3,085	5	1.1%
Affluent Empty Nesters	2,550	0	0.0%
Mainstream Retirees	1,635	0	0.0%
No-Nest Suburbanites	3,960	10	2.2%
Middle-American Retirees	4,275	5	1.1%
Suburban Retirees	2,885	5	1.1%
Suburban Seniors	2,045	5	1.1%
<i>Subtotal:</i>	<u>22,025</u>	<u>30</u>	<u>6.5%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	4,750	5	1.1%
New Empty Nesters	10,205	25	5.4%
RV Retirees	6,810	5	1.1%
Blue-Collar Empty Nesters	10,775	30	6.5%
Exurban Suburbanites	2,780	5	1.1%
Heartland Empty Nesters	2,870	5	1.1%
Country Couples	1,960	5	1.1%
Small-Town Seniors	3,010	0	0.0%
Rural Singles	895	0	0.0%
Back Country Seniors	430	0	0.0%
Rural Seniors	1,350	0	0.0%
Struggling Retirees	1,100	0	0.0%
<i>Subtotal:</i>	<u>46,935</u>	<u>80</u>	<u>17.4%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Berks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	46,905	180	39.1%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	855	0	0.0%
Multi-Ethnic Families	1,760	5	1.1%
In-Town Families	11,475	85	18.5%
<i>Subtotal:</i>	<u>14,090</u>	<u>90</u>	<u>19.6%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	800	0	0.0%
Nouveau Money	1,265	5	1.1%
Late-Nest Suburbanites	1,750	5	1.1%
Full-Nest Suburbanites	2,105	5	1.1%
Blue-Collar Button-Downs	1,735	10	2.2%
Working-Class Families	2,515	5	1.1%
<i>Subtotal:</i>	<u>10,170</u>	<u>30</u>	<u>6.5%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1,850	5	1.1%
Full-Nest Exurbanites	8,270	15	3.3%
New-Town Families	5,150	15	3.3%
Small-Town Families	4,060	10	2.2%
Kids 'r' Us	2,060	10	2.2%
Rustic Families	940	5	1.1%
Subsistence Families	315	0	0.0%
<i>Subtotal:</i>	<u>22,645</u>	<u>60</u>	<u>13.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Berks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	24,375	155	33.7%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	2,255	30	6.5%
<i>Subtotal:</i>	<u>2,255</u>	<u>30</u>	<u>6.5%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	795	5	1.1%
Twentysomethings	1,020	5	1.1%
Small-City Singles	2,105	15	3.3%
Blue-Collar Singles	3,270	30	6.5%
<i>Subtotal:</i>	<u>7,190</u>	<u>55</u>	<u>12.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	1,595	5	1.1%
Fast-Track Professionals	250	0	0.0%
Upscale Suburban Couples	3,230	15	3.3%
Suburban Achievers	1,250	10	2.2%
Working-Class Singles	1,460	10	2.2%
<i>Subtotal:</i>	<u>7,785</u>	<u>40</u>	<u>8.7%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	575	0	0.0%
Cross-Training Couples	4,635	15	3.3%
Small-Town Singles	1,935	15	3.3%
<i>Subtotal:</i>	<u>7,145</u>	<u>30</u>	<u>6.5%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Dauphin County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	57,670	100	23.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	14,470	25	5.7%
<i>Metropolitan Suburbs</i>	16,885	25	5.7%
<i>Town & Country/Exurbs</i>	26,315	50	11.5%
Traditional & Non-Traditional Families	21,105	80	18.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	6,480	40	9.2%
<i>Metropolitan Suburbs</i>	5,075	10	2.3%
<i>Town & Country/Exurbs</i>	9,550	30	6.9%
Younger Singles & Couples	32,495	255	58.6%
<i>Metropolitan Cities</i>	3,105	45	10.3%
<i>Small Cities/Satellite Cities</i>	8,450	75	17.2%
<i>Metropolitan Suburbs</i>	12,000	90	20.7%
<i>Town & Country/Exurbs</i>	8,940	45	10.3%
Total:	111,270	435	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Dauphin County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	57,670	100	23.0%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	795	0	0.0%
Middle-Class Move-Downs	3,225	5	1.1%
Blue-Collar Retirees	4,700	5	1.1%
Hometown Retirees	2,125	0	0.0%
Second City Seniors	3,625	15	3.4%
<i>Subtotal:</i>	<u>14,470</u>	<u>25</u>	<u>5.7%</u>
<i>Metropolitan Suburbs</i>			
Old Money	1,415	0	0.0%
Suburban Establishment	3,050	5	1.1%
Affluent Empty Nesters	1,510	0	0.0%
Mainstream Retirees	1,335	0	0.0%
No-Nest Suburbanites	3,650	10	2.3%
Middle-American Retirees	3,720	5	1.1%
Suburban Retirees	685	0	0.0%
Suburban Seniors	1,520	5	1.1%
<i>Subtotal:</i>	<u>16,885</u>	<u>25</u>	<u>5.7%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	4,455	5	1.1%
New Empty Nesters	3,265	10	2.3%
RV Retirees	4,210	5	1.1%
Blue-Collar Empty Nesters	4,510	15	3.4%
Exurban Suburbanites	1,895	5	1.1%
Heartland Empty Nesters	2,320	5	1.1%
Country Couples	1,555	5	1.1%
Small-Town Seniors	1,955	0	0.0%
Rural Singles	490	0	0.0%
Back Country Seniors	495	0	0.0%
Rural Seniors	675	0	0.0%
Struggling Retirees	490	0	0.0%
<i>Subtotal:</i>	<u>26,315</u>	<u>50</u>	<u>11.5%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Dauphin County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	21,105	80	18.4%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	545	0	0.0%
Multi-Ethnic Families	1,715	5	1.1%
In-Town Families	4,220	35	8.0%
<i>Subtotal:</i>	<u>6,480</u>	<u>40</u>	<u>9.2%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	545	0	0.0%
Nouveau Money	625	0	0.0%
Late-Nest Suburbanites	1,040	0	0.0%
Full-Nest Suburbanites	1,075	5	1.1%
Blue-Collar Button-Downs	1,205	5	1.1%
Working-Class Families	585	0	0.0%
<i>Subtotal:</i>	<u>5,075</u>	<u>10</u>	<u>2.3%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1,945	5	1.1%
Full-Nest Exurbanites	1,855	5	1.1%
New-Town Families	1,710	5	1.1%
Small-Town Families	2,210	5	1.1%
Kids 'r' Us	765	5	1.1%
Rustic Families	825	5	1.1%
Subsistence Families	240	0	0.0%
<i>Subtotal:</i>	<u>9,550</u>	<u>30</u>	<u>6.9%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Dauphin County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	32,495	255	58.6%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	3,105	45	10.3%
<i>Subtotal:</i>	<u>3,105</u>	<u>45</u>	<u>10.3%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	650	5	1.1%
Twentysomethings	1,455	10	2.3%
Small-City Singles	3,450	30	6.9%
Blue-Collar Singles	2,895	30	6.9%
<i>Subtotal:</i>	<u>8,450</u>	<u>75</u>	<u>17.2%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	1,445	5	1.1%
Fast-Track Professionals	845	5	1.1%
Upscale Suburban Couples	3,980	20	4.6%
Suburban Achievers	3,210	35	8.0%
Working-Class Singles	2,520	25	5.7%
<i>Subtotal:</i>	<u>12,000</u>	<u>90</u>	<u>20.7%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	3,545	10	2.3%
Cross-Training Couples	3,085	10	2.3%
Small-Town Singles	2,310	25	5.7%
<i>Subtotal:</i>	<u>8,940</u>	<u>45</u>	<u>10.3%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lebanon County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	31,095	95	29.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,155	20	6.3%
<i>Metropolitan Suburbs</i>	4,565	10	3.1%
<i>Town & Country/Exurbs</i>	19,375	65	20.3%
Traditional & Non-Traditional Families	14,745	110	34.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	3,025	45	14.1%
<i>Metropolitan Suburbs</i>	1,655	5	1.6%
<i>Town & Country/Exurbs</i>	10,065	60	18.8%
Younger Singles & Couples	7,050	115	35.9%
<i>Metropolitan Cities</i>	490	15	4.7%
<i>Small Cities/Satellite Cities</i>	3,340	60	18.8%
<i>Metropolitan Suburbs</i>	1,110	20	6.3%
<i>Town & Country/Exurbs</i>	2,110	20	6.3%
Total:	52,890	320	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lebanon County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	31,095	95	29.7%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	515	0	0.0%
Middle-Class Move-Downs	1,560	5	1.6%
Blue-Collar Retirees	2,180	5	1.6%
Hometown Retirees	1,545	0	0.0%
Second City Seniors	1,355	10	3.1%
<i>Subtotal:</i>	<u>7,155</u>	<u>20</u>	<u>6.3%</u>
<i>Metropolitan Suburbs</i>			
Old Money	240	0	0.0%
Suburban Establishment	275	0	0.0%
Affluent Empty Nesters	410	0	0.0%
Mainstream Retirees	0	0	0.0%
No-Nest Suburbanites	470	5	1.6%
Middle-American Retirees	2,115	5	1.6%
Suburban Retirees	490	0	0.0%
Suburban Seniors	565	0	0.0%
<i>Subtotal:</i>	<u>4,565</u>	<u>10</u>	<u>3.1%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	2,860	5	1.6%
New Empty Nesters	2,165	10	3.1%
RV Retirees	3,785	5	1.6%
Blue-Collar Empty Nesters	4,400	30	9.4%
Exurban Suburbanites	1,020	5	1.6%
Heartland Empty Nesters	1,305	5	1.6%
Country Couples	735	5	1.6%
Small-Town Seniors	1,830	0	0.0%
Rural Singles	345	0	0.0%
Back Country Seniors	95	0	0.0%
Rural Seniors	370	0	0.0%
Struggling Retirees	465	0	0.0%
<i>Subtotal:</i>	<u>19,375</u>	<u>65</u>	<u>20.3%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lebanon County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	14,745	110	34.4%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	500	5	1.6%
Multi-Ethnic Families	535	5	1.6%
In-Town Families	1,990	35	10.9%
<i>Subtotal:</i>	<u>3,025</u>	<u>45</u>	<u>14.1%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	125	0	0.0%
Nouveau Money	30	0	0.0%
Late-Nest Suburbanites	465	0	0.0%
Full-Nest Suburbanites	270	0	0.0%
Blue-Collar Button-Downs	495	5	1.6%
Working-Class Families	270	0	0.0%
<i>Subtotal:</i>	<u>1,655</u>	<u>5</u>	<u>1.6%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	315	0	0.0%
Full-Nest Exurbanites	2,655	10	3.1%
New-Town Families	2,520	20	6.3%
Small-Town Families	3,035	15	4.7%
Kids 'r' Us	900	10	3.1%
Rustic Families	490	5	1.6%
Subsistence Families	150	0	0.0%
<i>Subtotal:</i>	<u>10,065</u>	<u>60</u>	<u>18.8%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lebanon County, Pennsylvania

	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Younger Singles & Couples	7,050	115	35.9%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	490	15	4.7%
Subtotal:	490	15	4.7%
<i>Small Cities/Satellite Cities</i>			
The VIPs	330	5	1.6%
Twentysomethings	465	5	1.6%
Small-City Singles	760	15	4.7%
Blue-Collar Singles	1,785	35	10.9%
Subtotal:	3,340	60	18.8%
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	110	0	0.0%
Fast-Track Professionals	0	0	0.0%
Upscale Suburban Couples	285	5	1.6%
Suburban Achievers	185	5	1.6%
Working-Class Singles	530	10	3.1%
Subtotal:	1,110	20	6.3%
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	530	5	1.6%
Cross-Training Couples	1,070	5	1.6%
Small-Town Singles	510	10	3.1%
Subtotal:	2,110	20	6.3%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Cumberland County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	53,110	35	24.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	10,800	10	6.9%
<i>Metropolitan Suburbs</i>	15,730	5	3.4%
<i>Town & Country/Exurbs</i>	26,580	20	13.8%
Traditional & Non-Traditional Families	14,695	15	10.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,225	5	3.4%
<i>Metropolitan Suburbs</i>	4,215	0	0.0%
<i>Town & Country/Exurbs</i>	8,255	10	6.9%
Younger Singles & Couples	27,800	95	65.5%
<i>Metropolitan Cities</i>	915	5	3.4%
<i>Small Cities/Satellite Cities</i>	8,835	40	27.6%
<i>Metropolitan Suburbs</i>	11,645	35	24.1%
<i>Town & Country/Exurbs</i>	6,405	15	10.3%
Total:	95,605	145	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Cumberland County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	53,110	35	24.1%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	2,940	0	0.0%
Middle-Class Move-Downs	3,640	5	3.4%
Blue-Collar Retirees	1,710	0	0.0%
Hometown Retirees	860	0	0.0%
Second City Seniors	1,650	5	3.4%
<i>Subtotal:</i>	<u>10,800</u>	<u>10</u>	<u>6.9%</u>
<i>Metropolitan Suburbs</i>			
Old Money	2,500	0	0.0%
Suburban Establishment	2,535	0	0.0%
Affluent Empty Nesters	2,030	0	0.0%
Mainstream Retirees	1,415	0	0.0%
No-Nest Suburbanites	1,800	0	0.0%
Middle-American Retirees	2,325	0	0.0%
Suburban Retirees	565	0	0.0%
Suburban Seniors	2,560	5	3.4%
<i>Subtotal:</i>	<u>15,730</u>	<u>5</u>	<u>3.4%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	3,420	0	0.0%
New Empty Nesters	4,235	5	3.4%
RV Retirees	4,235	0	0.0%
Blue-Collar Empty Nesters	6,410	10	6.9%
Exurban Suburbanites	1,770	5	3.4%
Heartland Empty Nesters	1,580	0	0.0%
Country Couples	1,705	0	0.0%
Small-Town Seniors	1,805	0	0.0%
Rural Singles	550	0	0.0%
Back Country Seniors	165	0	0.0%
Rural Seniors	300	0	0.0%
Struggling Retirees	405	0	0.0%
<i>Subtotal:</i>	<u>26,580</u>	<u>20</u>	<u>13.8%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Cumberland County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	14,695	15	10.3%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	690	0	0.0%
Multi-Ethnic Families	515	0	0.0%
In-Town Families	1,020	5	3.4%
<i>Subtotal:</i>	<u>2,225</u>	<u>5</u>	<u>3.4%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	540	0	0.0%
Nouveau Money	920	0	0.0%
Late-Nest Suburbanites	540	0	0.0%
Full-Nest Suburbanites	895	0	0.0%
Blue-Collar Button-Downs	520	0	0.0%
Working-Class Families	800	0	0.0%
<i>Subtotal:</i>	<u>4,215</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1,115	0	0.0%
Full-Nest Exurbanites	2,065	0	0.0%
New-Town Families	1,580	5	3.4%
Small-Town Families	1,940	5	3.4%
Kids 'r' Us	560	0	0.0%
Rustic Families	695	0	0.0%
Subsistence Families	300	0	0.0%
<i>Subtotal:</i>	<u>8,255</u>	<u>10</u>	<u>6.9%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Cumberland County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	27,800	95	65.5%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	915	5	3.4%
<i>Subtotal:</i>	<u>915</u>	<u>5</u>	<u>3.4%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	2,020	5	3.4%
Twentysomethings	1,360	5	3.4%
Small-City Singles	3,070	15	10.3%
Blue-Collar Singles	2,385	15	10.3%
<i>Subtotal:</i>	<u>8,835</u>	<u>40</u>	<u>27.6%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	3,200	5	3.4%
Fast-Track Professionals	1,570	5	3.4%
Upscale Suburban Couples	3,645	10	6.9%
Suburban Achievers	1,850	10	6.9%
Working-Class Singles	1,380	5	3.4%
<i>Subtotal:</i>	<u>11,645</u>	<u>35</u>	<u>24.1%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	1,680	0	0.0%
Cross-Training Couples	2,460	5	3.4%
Small-Town Singles	2,265	10	6.9%
<i>Subtotal:</i>	<u>6,405</u>	<u>15</u>	<u>10.3%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Philadelphia County, Pennsylvania

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	275,770	15	7.5%
<i>Metropolitan Cities</i>	259,235	15	7.5%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	16,535	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	248,255	100	50.0%
<i>Metropolitan Cities</i>	244,835	100	50.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	3,420	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	86,085	85	42.5%
<i>Metropolitan Cities</i>	73,635	70	35.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	12,450	15	7.5%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	610,110	200	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Philadelphia County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	275,770	15	7.5%
<i>Metropolitan Cities</i>			
Urban Establishment	12,050	0	0.0%
Cosmopolitan Couples	37,975	0	0.0%
Multi-Ethnic Retirees	73,250	0	0.0%
Downtown Retirees	109,555	5	2.5%
Multi-Ethnic Seniors	26,405	10	5.0%
<i>Subtotal:</i>	<u>259,235</u>	<u>15</u>	<u>7.5%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Hometown Retirees	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	1,140	0	0.0%
Suburban Establishment	3,910	0	0.0%
Affluent Empty Nesters	2,125	0	0.0%
Mainstream Retirees	1,345	0	0.0%
No-Nest Suburbanites	1,965	0	0.0%
Middle-American Retirees	4,885	0	0.0%
Suburban Retirees	375	0	0.0%
Suburban Seniors	790	0	0.0%
<i>Subtotal:</i>	<u>16,535</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	0	0	0.0%
New Empty Nesters	0	0	0.0%
RV Retirees	0	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Exurban Suburbanites	0	0	0.0%
Heartland Empty Nesters	0	0	0.0%
Country Couples	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Rural Singles	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	0	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Philadelphia County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	248,255	100	50.0%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	60,055	15	7.5%
Multi-Cultural Families	145,980	45	22.5%
Inner-City Families	14,555	15	7.5%
Single-Parent Families	24,245	25	12.5%
<i>Subtotal:</i>	<u>244,835</u>	<u>100</u>	<u>50.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
In-Town Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	100	0	0.0%
Nouveau Money	65	0	0.0%
Late-Nest Suburbanites	1,000	0	0.0%
Full-Nest Suburbanites	685	0	0.0%
Blue-Collar Button-Downs	975	0	0.0%
Working-Class Families	595	0	0.0%
<i>Subtotal:</i>	<u>3,420</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
New-Town Families	0	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move To Lancaster County Each Year Over The Next Five Years**
Philadelphia County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	86,085	85	42.5%
<i>Metropolitan Cities</i>			
e-Types	8,820	5	2.5%
New Bohemians	29,045	25	12.5%
Urban Achievers	35,770	40	20.0%
Soul City Singles	0	0	0.0%
<i>Subtotal:</i>	<u>73,635</u>	<u>70</u>	<u>35.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Twentysomethings	0	0	0.0%
Small-City Singles	0	0	0.0%
Blue-Collar Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	805	0	0.0%
Fast-Track Professionals	1,140	0	0.0%
Upscale Suburban Couples	3,915	5	2.5%
Suburban Achievers	5,790	10	5.0%
Working-Class Singles	800	0	0.0%
<i>Subtotal:</i>	<u>12,450</u>	<u>15</u>	<u>7.5%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	0	0	0.0%
Cross-Training Couples	0	0	0.0%
Small-Town Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Montgomery County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	128,045	30	15.4%
<i>Metropolitan Cities</i>	1,950	0	0.0%
<i>Small Cities/Satellite Cities</i>	37,135	10	5.1%
<i>Metropolitan Suburbs</i>	72,700	15	7.7%
<i>Town & Country/Exurbs</i>	16,260	5	2.6%
Traditional & Non-Traditional Families	73,130	40	20.5%
<i>Metropolitan Cities</i>	1,455	0	0.0%
<i>Small Cities/Satellite Cities</i>	17,210	20	10.3%
<i>Metropolitan Suburbs</i>	36,825	15	7.7%
<i>Town & Country/Exurbs</i>	17,640	5	2.6%
Younger Singles & Couples	110,700	125	64.1%
<i>Metropolitan Cities</i>	4,385	10	5.1%
<i>Small Cities/Satellite Cities</i>	30,310	40	20.5%
<i>Metropolitan Suburbs</i>	62,580	65	33.3%
<i>Town & Country/Exurbs</i>	13,425	10	5.1%
Total:	311,875	195	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Montgomery County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	128,045	30	15.4%
<i>Metropolitan Cities</i>			
Urban Establishment	1,085	0	0.0%
Cosmopolitan Couples	325	0	0.0%
Multi-Ethnic Retirees	425	0	0.0%
Downtown Retirees	70	0	0.0%
Multi-Ethnic Seniors	45	0	0.0%
<i>Subtotal:</i>	<u>1,950</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	9,610	0	0.0%
Middle-Class Move-Downs	15,990	5	2.6%
Blue-Collar Retirees	5,370	0	0.0%
Hometown Retirees	1,765	0	0.0%
Second City Seniors	4,400	5	2.6%
<i>Subtotal:</i>	<u>37,135</u>	<u>10</u>	<u>5.1%</u>
<i>Metropolitan Suburbs</i>			
Old Money	28,900	5	2.6%
Suburban Establishment	13,960	5	2.6%
Affluent Empty Nesters	11,035	0	0.0%
Mainstream Retirees	8,285	0	0.0%
No-Nest Suburbanites	6,050	5	2.6%
Middle-American Retirees	2,030	0	0.0%
Suburban Retirees	1,620	0	0.0%
Suburban Seniors	820	0	0.0%
<i>Subtotal:</i>	<u>72,700</u>	<u>15</u>	<u>7.7%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	5,810	0	0.0%
New Empty Nesters	4,475	5	2.6%
RV Retirees	2,210	0	0.0%
Blue-Collar Empty Nesters	1,065	0	0.0%
Exurban Suburbanites	685	0	0.0%
Heartland Empty Nesters	540	0	0.0%
Country Couples	25	0	0.0%
Small-Town Seniors	770	0	0.0%
Rural Singles	100	0	0.0%
Back Country Seniors	10	0	0.0%
Rural Seniors	360	0	0.0%
Struggling Retirees	210	0	0.0%
<i>Subtotal:</i>	<u>16,260</u>	<u>5</u>	<u>2.6%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Montgomery County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	73,130	40	20.5%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	330	0	0.0%
Multi-Cultural Families	250	0	0.0%
Inner-City Families	875	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>1,455</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	7,400	5	2.6%
Multi-Ethnic Families	4,920	5	2.6%
In-Town Families	4,890	10	5.1%
<i>Subtotal:</i>	<u>17,210</u>	<u>20</u>	<u>10.3%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	10,840	5	2.6%
Nouveau Money	11,255	5	2.6%
Late-Nest Suburbanites	5,935	0	0.0%
Full-Nest Suburbanites	5,910	5	2.6%
Blue-Collar Button-Downs	2,370	0	0.0%
Working-Class Families	515	0	0.0%
<i>Subtotal:</i>	<u>36,825</u>	<u>15</u>	<u>7.7%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	10,070	5	2.6%
Full-Nest Exurbanites	3,250	0	0.0%
New-Town Families	3,010	0	0.0%
Small-Town Families	295	0	0.0%
Kids 'r' Us	955	0	0.0%
Rustic Families	10	0	0.0%
Subsistence Families	50	0	0.0%
<i>Subtotal:</i>	<u>17,640</u>	<u>5</u>	<u>2.6%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Montgomery County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	110,700	125	64.1%
<i>Metropolitan Cities</i>			
e-Types	225	0	0.0%
New Bohemians	80	0	0.0%
Urban Achievers	740	0	0.0%
Soul City Singles	3,340	10	5.1%
Subtotal:	4,385	10	5.1%
<i>Small Cities/Satellite Cities</i>			
The VIPs	11,495	15	7.7%
Twentysomethings	8,175	10	5.1%
Small-City Singles	7,035	10	5.1%
Blue-Collar Singles	3,605	5	2.6%
Subtotal:	30,310	40	20.5%
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	24,575	15	7.7%
Fast-Track Professionals	13,225	15	7.7%
Upscale Suburban Couples	14,200	15	7.7%
Suburban Achievers	9,675	20	10.3%
Working-Class Singles	905	0	0.0%
Subtotal:	62,580	65	33.3%
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	8,325	5	2.6%
Cross-Training Couples	3,725	0	0.0%
Small-Town Singles	1,375	5	2.6%
Subtotal:	13,425	10	5.1%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Delaware County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	94,235	20	14.8%
<i>Metropolitan Cities</i>	34,435	10	7.4%
<i>Small Cities/Satellite Cities</i>	12,900	0	0.0%
<i>Metropolitan Suburbs</i>	40,520	10	7.4%
<i>Town & Country/Exurbs</i>	6,380	0	0.0%
Traditional & Non-Traditional Families	64,455	40	29.6%
<i>Metropolitan Cities</i>	36,575	25	18.5%
<i>Small Cities/Satellite Cities</i>	7,615	10	7.4%
<i>Metropolitan Suburbs</i>	17,255	5	3.7%
<i>Town & Country/Exurbs</i>	3,010	0	0.0%
Younger Singles & Couples	50,050	75	55.6%
<i>Metropolitan Cities</i>	10,390	20	14.8%
<i>Small Cities/Satellite Cities</i>	6,825	15	11.1%
<i>Metropolitan Suburbs</i>	27,275	35	25.9%
<i>Town & Country/Exurbs</i>	5,560	5	3.7%
Total:	208,740	135	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Delaware County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	94,235	20	14.8%
<i>Metropolitan Cities</i>			
Urban Establishment	10,225	5	3.7%
Cosmopolitan Couples	12,550	0	0.0%
Multi-Ethnic Retirees	7,455	0	0.0%
Downtown Retirees	1,160	0	0.0%
Multi-Ethnic Seniors	3,045	5	3.7%
<i>Subtotal:</i>	<u>34,435</u>	<u>10</u>	<u>7.4%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	2,865	0	0.0%
Middle-Class Move-Downs	4,245	0	0.0%
Blue-Collar Retirees	1,265	0	0.0%
Hometown Retirees	2,305	0	0.0%
Second City Seniors	2,220	0	0.0%
<i>Subtotal:</i>	<u>12,900</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Old Money	8,555	0	0.0%
Suburban Establishment	10,405	5	3.7%
Affluent Empty Nesters	6,265	0	0.0%
Mainstream Retirees	3,925	0	0.0%
No-Nest Suburbanites	4,660	5	3.7%
Middle-American Retirees	3,750	0	0.0%
Suburban Retirees	1,810	0	0.0%
Suburban Seniors	1,150	0	0.0%
<i>Subtotal:</i>	<u>40,520</u>	<u>10</u>	<u>7.4%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	4,370	0	0.0%
New Empty Nesters	50	0	0.0%
RV Retirees	1,280	0	0.0%
Blue-Collar Empty Nesters	0	0	0.0%
Exurban Suburbanites	5	0	0.0%
Heartland Empty Nesters	35	0	0.0%
Country Couples	0	0	0.0%
Small-Town Seniors	635	0	0.0%
Rural Singles	0	0	0.0%
Back Country Seniors	0	0	0.0%
Rural Seniors	5	0	0.0%
Struggling Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>6,380</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Delaware County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	64,455	40	29.6%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	22,370	15	11.1%
Multi-Cultural Families	11,060	5	3.7%
Inner-City Families	2,790	5	3.7%
Single-Parent Families	355	0	0.0%
<i>Subtotal:</i>	<u>36,575</u>	<u>25</u>	<u>18.5%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	2,045	0	0.0%
Multi-Ethnic Families	2,655	5	3.7%
In-Town Families	2,915	5	3.7%
<i>Subtotal:</i>	<u>7,615</u>	<u>10</u>	<u>7.4%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	3,630	0	0.0%
Nouveau Money	2,965	0	0.0%
Late-Nest Suburbanites	4,775	0	0.0%
Full-Nest Suburbanites	3,120	5	3.7%
Blue-Collar Button-Downs	1,765	0	0.0%
Working-Class Families	1,000	0	0.0%
<i>Subtotal:</i>	<u>17,255</u>	<u>5</u>	<u>3.7%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	2,775	0	0.0%
Full-Nest Exurbanites	25	0	0.0%
New-Town Families	205	0	0.0%
Small-Town Families	0	0	0.0%
Kids 'r' Us	5	0	0.0%
Rustic Families	0	0	0.0%
Subsistence Families	0	0	0.0%
<i>Subtotal:</i>	<u>3,010</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Delaware County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	50,050	75	55.6%
<i>Metropolitan Cities</i>			
e-Types	1,885	5	3.7%
New Bohemians	3,625	5	3.7%
Urban Achievers	4,580	10	7.4%
Soul City Singles	300	0	0.0%
<i>Subtotal:</i>	<u>10,390</u>	<u>20</u>	<u>14.8%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	2,835	5	3.7%
Twentysomethings	2,105	5	3.7%
Small-City Singles	610	0	0.0%
Blue-Collar Singles	1,275	5	3.7%
<i>Subtotal:</i>	<u>6,825</u>	<u>15</u>	<u>11.1%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	8,285	5	3.7%
Fast-Track Professionals	5,115	5	3.7%
Upscale Suburban Couples	9,050	15	11.1%
Suburban Achievers	4,020	10	7.4%
Working-Class Singles	805	0	0.0%
<i>Subtotal:</i>	<u>27,275</u>	<u>35</u>	<u>25.9%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	4,445	5	3.7%
Cross-Training Couples	1,100	0	0.0%
Small-Town Singles	15	0	0.0%
<i>Subtotal:</i>	<u>5,560</u>	<u>5</u>	<u>3.7%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Bucks County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	103,910	15	12.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	23,065	10	8.3%
<i>Metropolitan Suburbs</i>	60,030	5	4.2%
<i>Town & Country/Exurbs</i>	20,815	0	0.0%
Traditional & Non-Traditional Families	54,565	25	20.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	9,155	5	4.2%
<i>Metropolitan Suburbs</i>	27,685	15	12.5%
<i>Town & Country/Exurbs</i>	17,725	5	4.2%
Younger Singles & Couples	78,520	80	66.7%
<i>Metropolitan Cities</i>	445	0	0.0%
<i>Small Cities/Satellite Cities</i>	15,885	20	16.7%
<i>Metropolitan Suburbs</i>	46,545	55	45.8%
<i>Town & Country/Exurbs</i>	15,645	5	4.2%
Total:	236,995	120	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Bucks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	103,910	15	12.5%
<i>Metropolitan Cities</i>			
Urban Establishment	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
Multi-Ethnic Retirees	0	0	0.0%
Downtown Retirees	0	0	0.0%
Multi-Ethnic Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Cosmopolitan Elite	6,170	0	0.0%
Middle-Class Move-Downs	11,210	5	4.2%
Blue-Collar Retirees	2,475	0	0.0%
Hometown Retirees	145	0	0.0%
Second City Seniors	3,065	5	4.2%
<i>Subtotal:</i>	<u>23,065</u>	<u>10</u>	<u>8.3%</u>
<i>Metropolitan Suburbs</i>			
Old Money	12,195	0	0.0%
Suburban Establishment	12,495	0	0.0%
Affluent Empty Nesters	7,735	0	0.0%
Mainstream Retirees	6,505	0	0.0%
No-Nest Suburbanites	8,185	5	4.2%
Middle-American Retirees	6,640	0	0.0%
Suburban Retirees	2,745	0	0.0%
Suburban Seniors	3,530	0	0.0%
<i>Subtotal:</i>	<u>60,030</u>	<u>5</u>	<u>4.2%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Establishment	9,265	0	0.0%
New Empty Nesters	4,105	0	0.0%
RV Retirees	2,850	0	0.0%
Blue-Collar Empty Nesters	1,265	0	0.0%
Exurban Suburbanites	620	0	0.0%
Heartland Empty Nesters	460	0	0.0%
Country Couples	140	0	0.0%
Small-Town Seniors	1,045	0	0.0%
Rural Singles	75	0	0.0%
Back Country Seniors	50	0	0.0%
Rural Seniors	220	0	0.0%
Struggling Retirees	720	0	0.0%
<i>Subtotal:</i>	<u>20,815</u>	<u>0</u>	<u>0.0%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Bucks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	54,565	25	20.8%
<i>Metropolitan Cities</i>			
Full-Nest Urbanites	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	4,160	0	0.0%
Multi-Ethnic Families	3,725	5	4.2%
In-Town Families	1,270	0	0.0%
<i>Subtotal:</i>	<u>9,155</u>	<u>5</u>	<u>4.2%</u>
<i>Metropolitan Suburbs</i>			
The Social Register	6,210	0	0.0%
Nouveau Money	7,505	5	4.2%
Late-Nest Suburbanites	4,930	0	0.0%
Full-Nest Suburbanites	4,980	5	4.2%
Blue-Collar Button-Downs	3,040	5	4.2%
Working-Class Families	1,020	0	0.0%
<i>Subtotal:</i>	<u>27,685</u>	<u>15</u>	<u>12.5%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	12,205	5	4.2%
Full-Nest Exurbanites	2,900	0	0.0%
New-Town Families	1,610	0	0.0%
Small-Town Families	610	0	0.0%
Kids 'r' Us	360	0	0.0%
Rustic Families	35	0	0.0%
Subsistence Families	5	0	0.0%
<i>Subtotal:</i>	<u>17,725</u>	<u>5</u>	<u>4.2%</u>

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

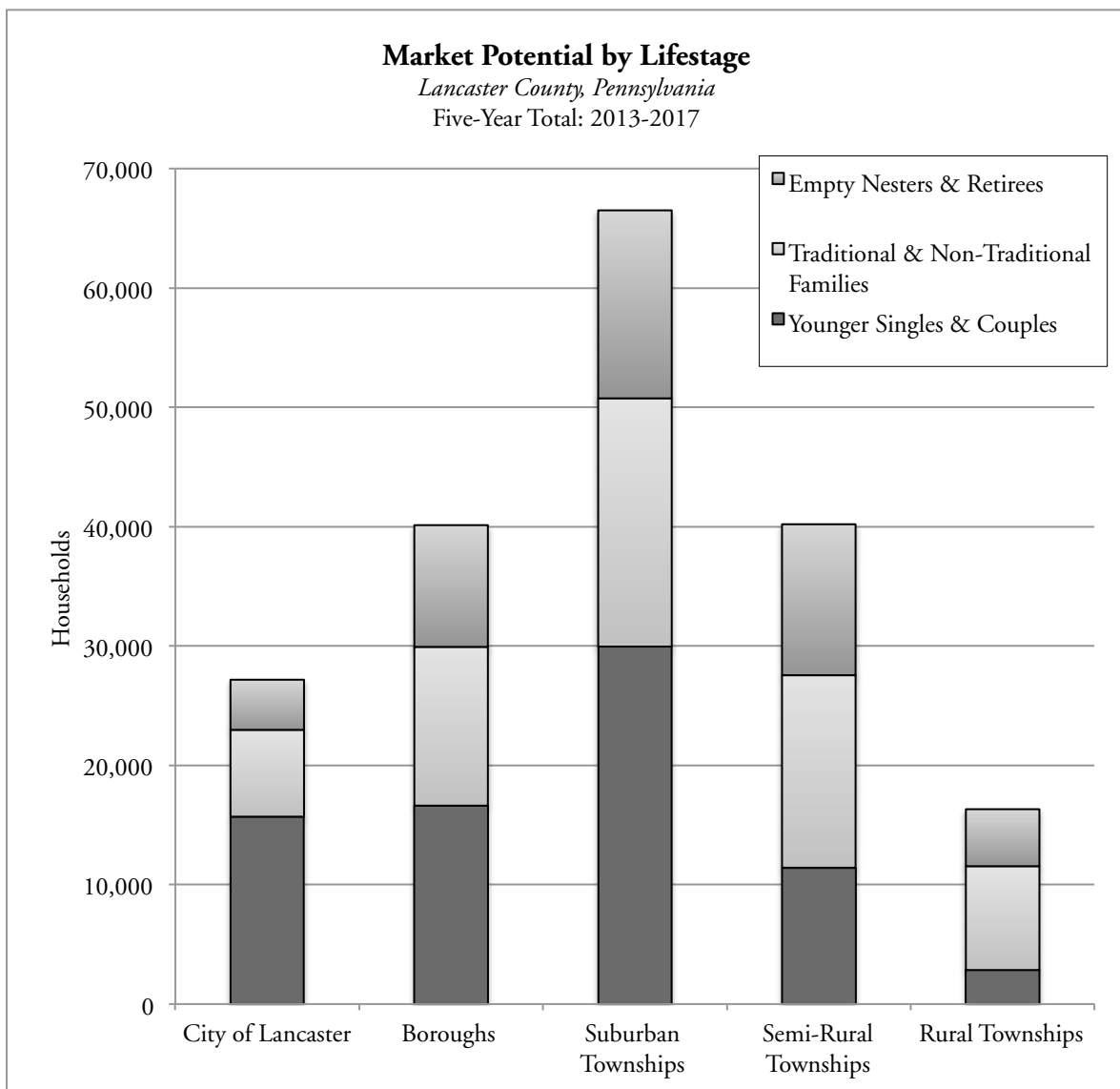
Bucks County, Pennsylvania

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	78,520	80	66.7%
<i>Metropolitan Cities</i>			
e-Types	0	0	0.0%
New Bohemians	0	0	0.0%
Urban Achievers	0	0	0.0%
Soul City Singles	445	0	0.0%
<i>Subtotal:</i>	<u>445</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	7,825	10	8.3%
Twentysomethings	4,280	5	4.2%
Small-City Singles	2,850	5	4.2%
Blue-Collar Singles	930	0	0.0%
<i>Subtotal:</i>	<u>15,885</u>	<u>20</u>	<u>16.7%</u>
<i>Metropolitan Suburbs</i>			
The Entrepreneurs	15,530	10	8.3%
Fast-Track Professionals	5,165	5	4.2%
Upscale Suburban Couples	13,935	15	12.5%
Suburban Achievers	8,600	20	16.7%
Working-Class Singles	3,315	5	4.2%
<i>Subtotal:</i>	<u>46,545</u>	<u>55</u>	<u>45.8%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Power Couples	11,500	5	4.2%
Cross-Training Couples	3,730	0	0.0%
Small-Town Singles	415	0	0.0%
<i>Subtotal:</i>	<u>15,645</u>	<u>5</u>	<u>4.2%</u>

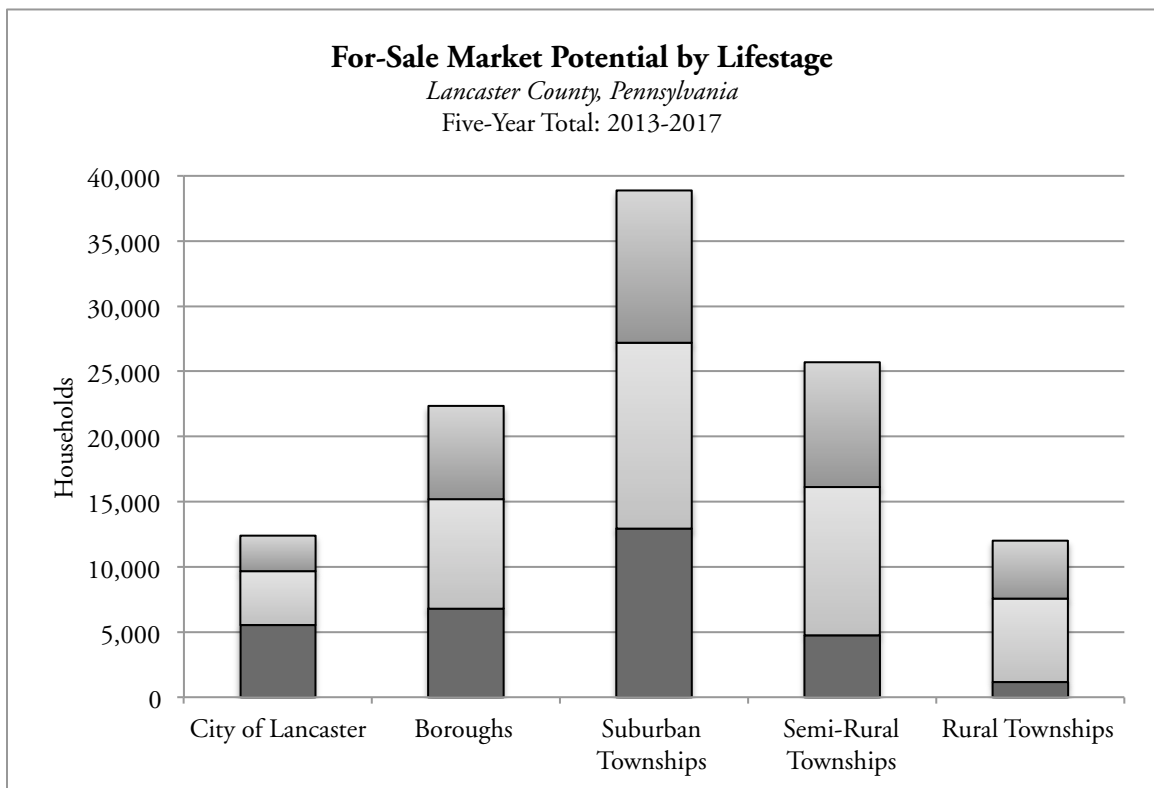
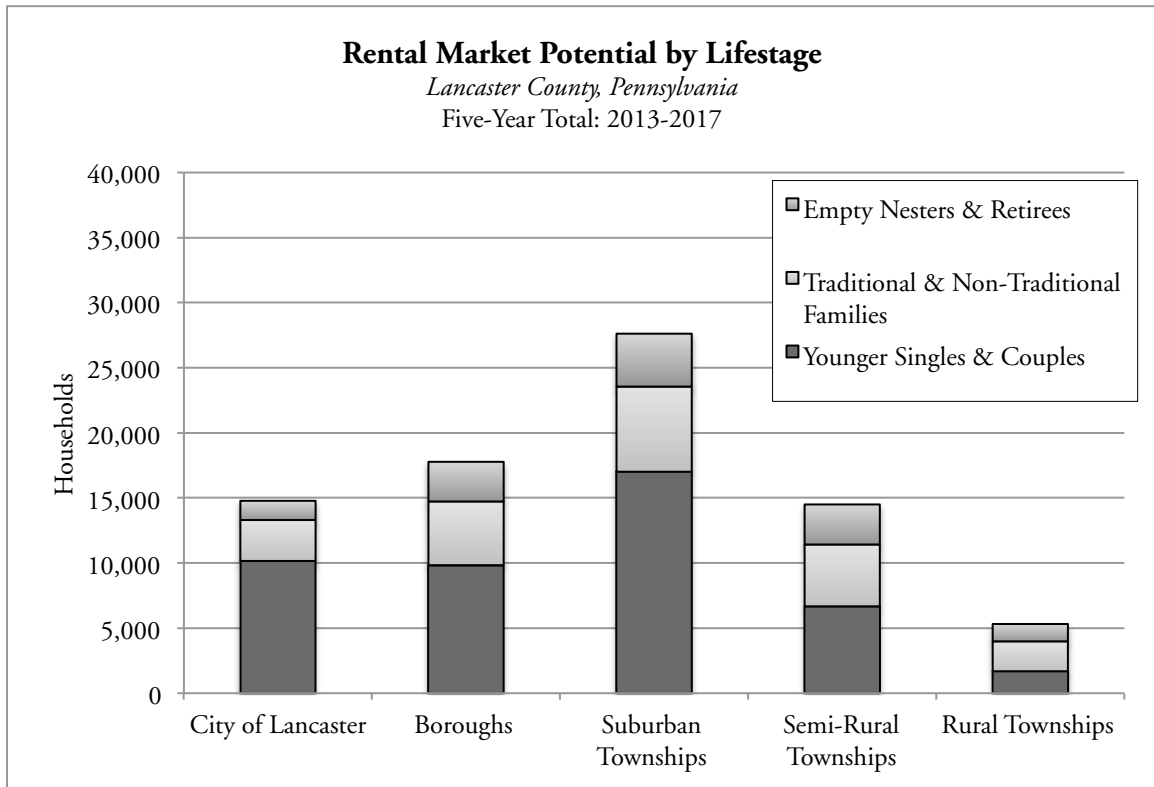
SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Lancaster County, Pennsylvania
September, 2013

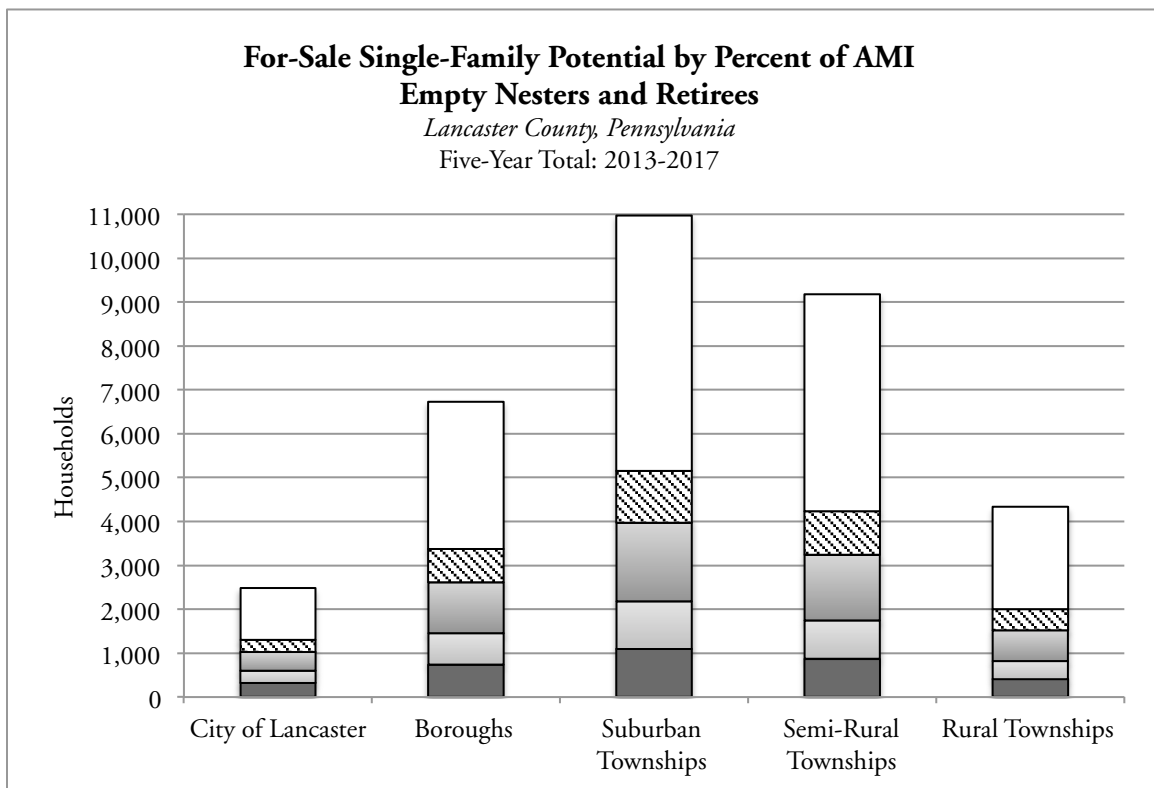
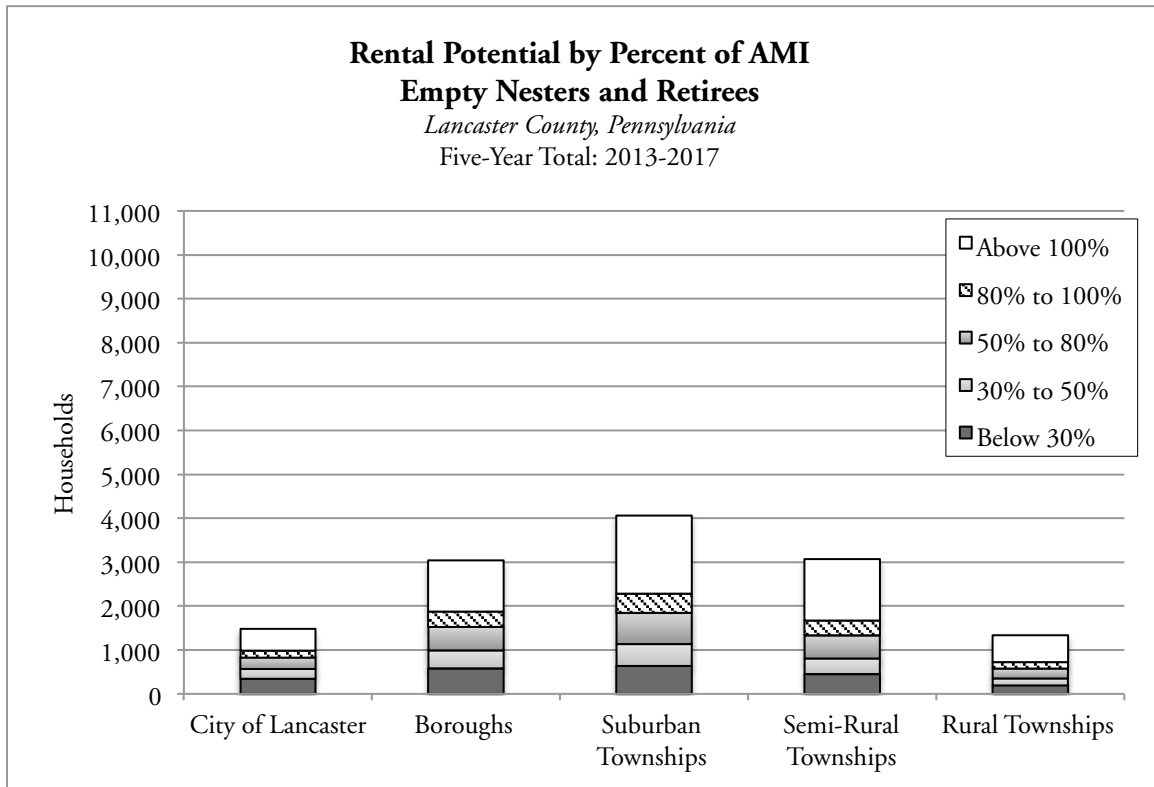
MARKET POTENTIAL BY MUNICIPAL GROUPING
Lancaster County, Pennsylvania
2013 - 2017



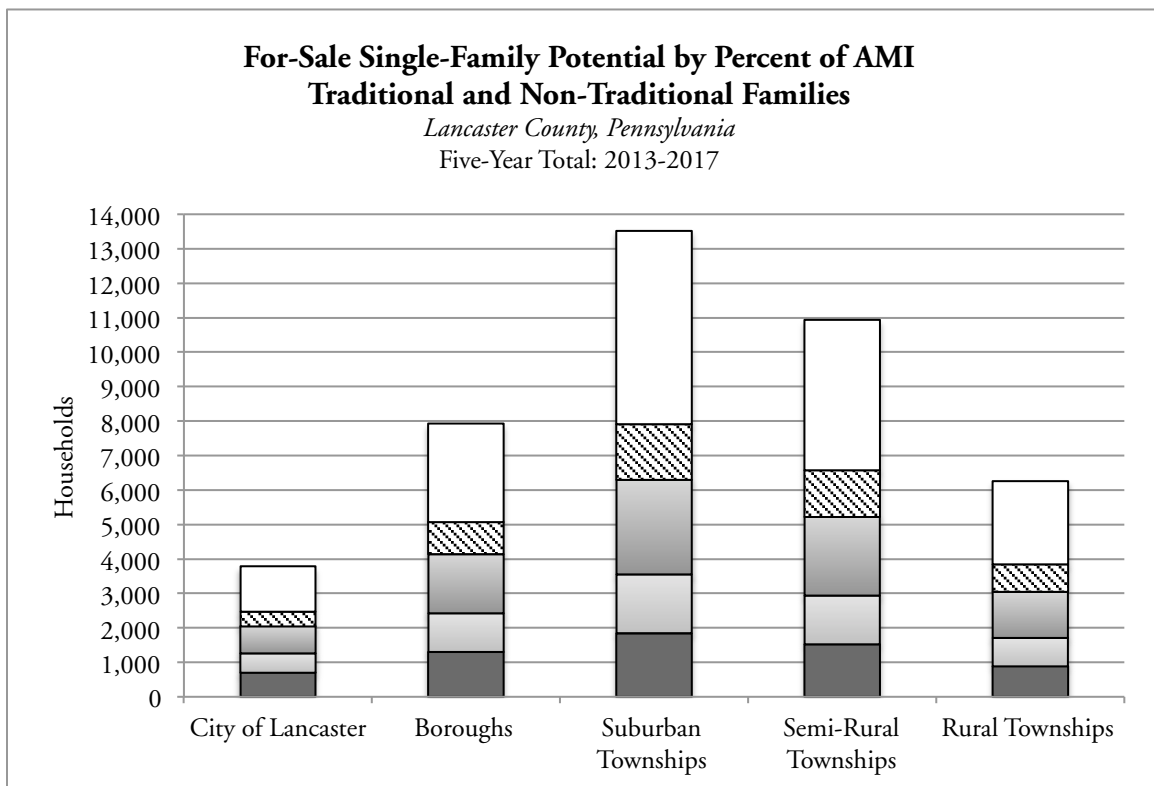
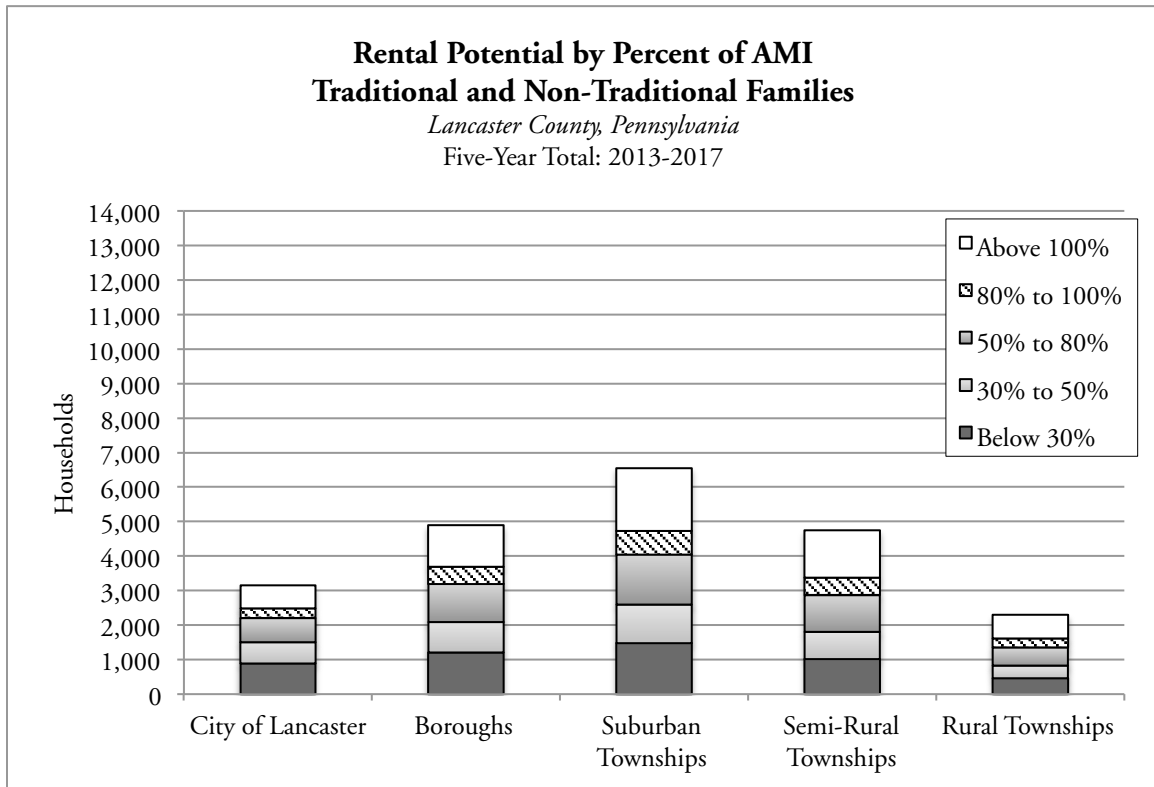
Lancaster County, Pennsylvania
 September, 2013



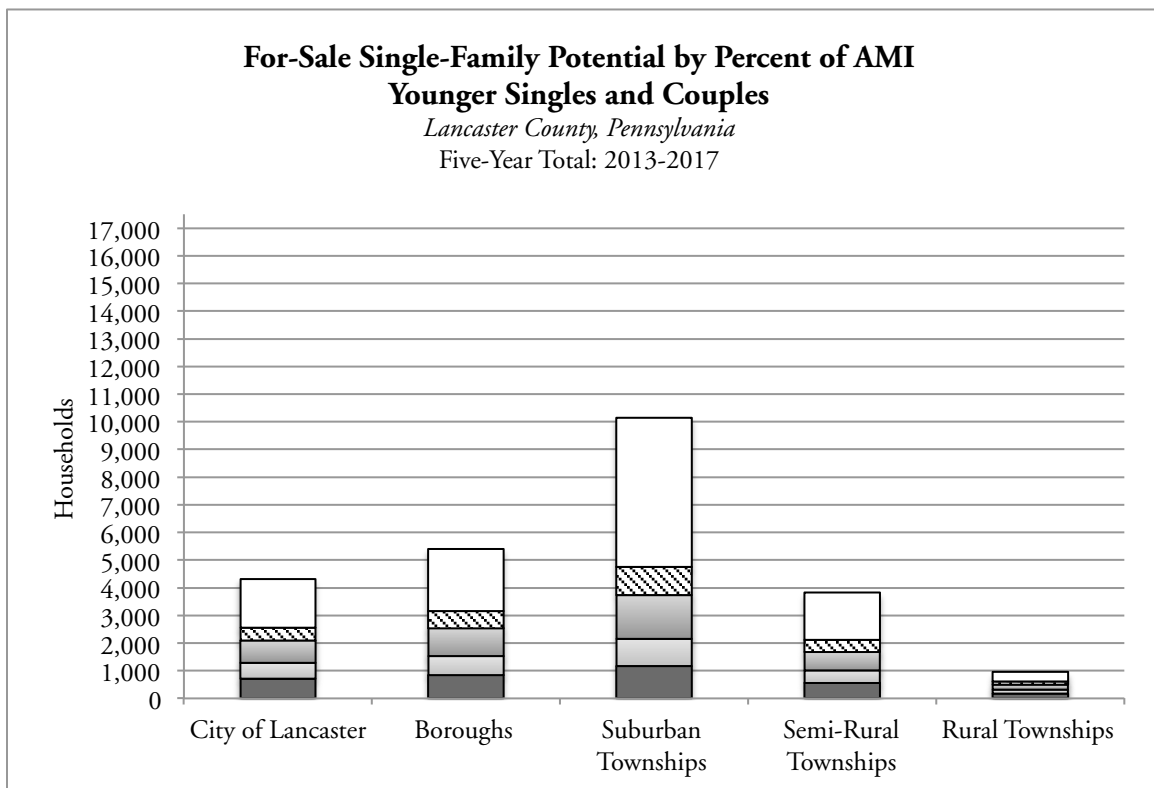
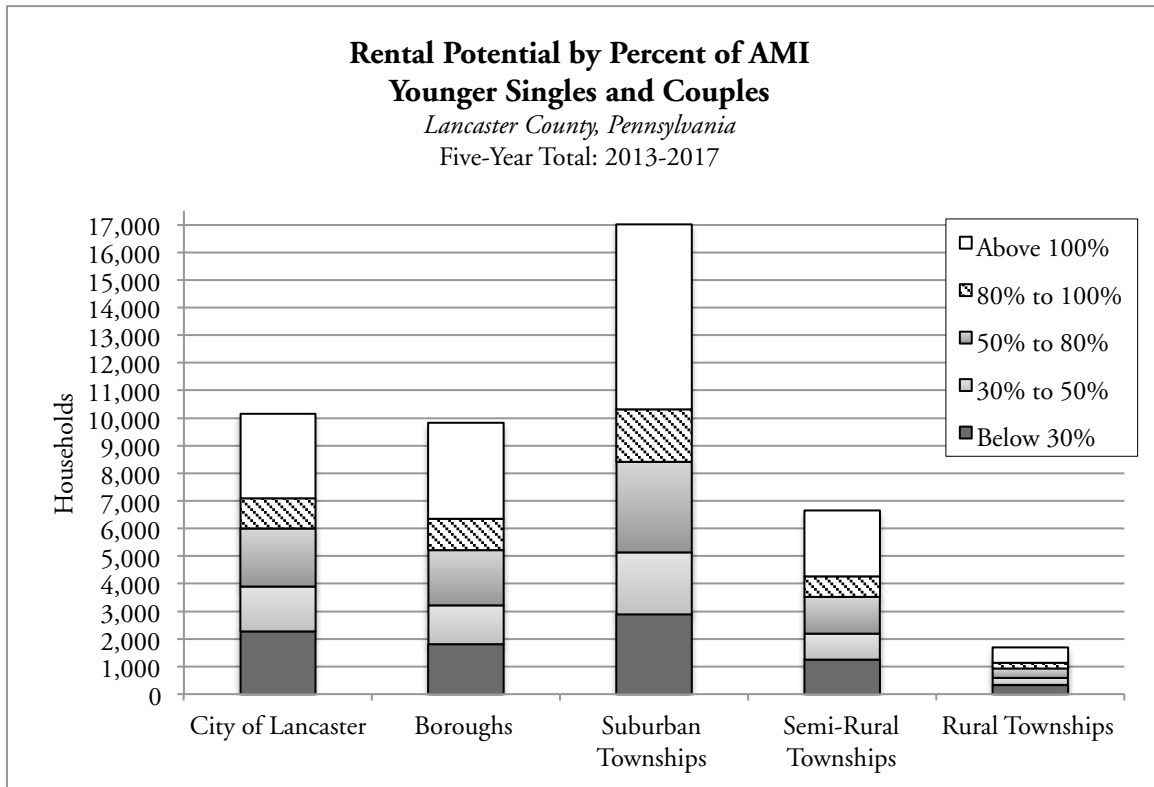
Lancaster County, Pennsylvania
 September, 2013



Lancaster County, Pennsylvania
 September, 2013



Lancaster County, Pennsylvania
 September, 2013



2013 Household Classification by Market Groups

City of Lancaster, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	7,625	34.2%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	6,475	29.0%
<i>Metropolitan Suburbs</i>	1,150	5.2%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families		
	4,270	19.2%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	3,350	15.0%
<i>Metropolitan Suburbs</i>	920	4.1%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples		
	10,400	46.6%
<i>Metropolitan Cities</i>	2,990	13.4%
<i>Small Cities/Satellite Cities</i>	6,465	29.0%
<i>Metropolitan Suburbs</i>	945	4.2%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	22,295	100.0%
2013 Estimated Median Income:	\$29,700	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$106,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within The City Of Lancaster Each Year Over The Next Five Years**
City of Lancaster, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	7,620	250	9.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	6,475	220	8.0%
<i>Metropolitan Suburbs</i>	1,145	30	1.1%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	4,270	565	20.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	3,350	520	18.8%
<i>Metropolitan Suburbs</i>	920	45	1.6%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	10,390	1,950	70.5%
<i>Metropolitan Cities</i>	2,990	720	26.0%
<i>Small Cities/Satellite Cities</i>	6,460	1,090	39.4%
<i>Metropolitan Suburbs</i>	940	140	5.1%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	22,280	2,765	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*City of Lancaster, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Lancaster City</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	250	415	25	10	140	840
<i>Metropolitan Cities</i>	0	0	0	5	15	20
<i>Small Cities/Satellite Cities</i>	220	40	5	5	25	295
<i>Metropolitan Suburbs</i>	30	75	0	0	25	130
<i>Town & Country/Exurbs</i>	0	300	20	0	75	395
Traditional & Non-Traditional Families	565	470	50	80	290	1,455
<i>Metropolitan Cities</i>	0	0	0	55	75	130
<i>Small Cities/Satellite Cities</i>	520	65	20	10	55	670
<i>Metropolitan Suburbs</i>	45	75	5	10	50	185
<i>Town & Country/Exurbs</i>	0	330	25	5	110	470
Younger Singles & Couples	1,950	535	80	185	390	3,140
<i>Metropolitan Cities</i>	720	25	10	50	125	930
<i>Small Cities/Satellite Cities</i>	1,090	130	25	35	95	1,375
<i>Metropolitan Suburbs</i>	140	230	30	90	110	600
<i>Town & Country/Exurbs</i>	0	150	15	10	60	235
Total:	2,765	1,420	155	275	820	5,435
Percent:	50.9%	26.1%	2.9%	5.1%	15.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 1D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To The City Of Lancaster

City of Lancaster, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	344	222	266	152	491	370	314	468	293	1,280	4,200
<i>Metropolitan Cities</i>	21	9	10	5	20	6	3	4	2	20	100
<i>Small Cities/Satellite Cities</i>	246	143	151	78	202	149	103	126	70	207	1,475
<i>Metropolitan Suburbs</i>	30	24	36	21	74	54	50	79	50	232	650
<i>Town & Country/Exurbs</i>	47	46	69	48	195	161	158	259	171	821	1,975
Traditional & Non-Traditional Families	888	616	697	278	666	791	631	871	441	1,396	7,275
<i>Metropolitan Cities</i>	142	86	91	33	78	53	38	49	21	59	650
<i>Small Cities/Satellite Cities</i>	618	415	436	157	329	408	281	309	119	278	3,350
<i>Metropolitan Suburbs</i>	38	36	52	26	83	79	77	132	79	323	925
<i>Town & Country/Exurbs</i>	90	79	118	62	176	251	235	381	222	736	2,350
Younger Singles & Couples	2,272	1,625	2,099	1,104	3,060	930	738	1,046	594	2,232	15,700
<i>Metropolitan Cities</i>	1,177	722	810	381	885	181	112	129	63	190	4,650
<i>Small Cities/Satellite Cities</i>	746	622	867	471	1,264	533	445	621	340	966	6,875
<i>Metropolitan Suburbs</i>	240	202	319	194	720	116	106	190	127	786	3,000
<i>Town & Country/Exurbs</i>	109	79	103	58	191	100	75	106	64	290	1,175
Total:	3,504	2,463	3,062	1,534	4,217	2,091	1,683	2,385	1,328	4,908	27,175
Percent:	12.9%	9.1%	11.3%	5.6%	15.5%	7.7%	6.2%	8.8%	4.9%	18.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 1E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To The City Of Lancaster

*City of Lancaster, Lancaster County, Regional Draw Area, Metropolitan Draw Area,**And Balance of the United States*

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	45	31	41	24	94	68	51	72	43	166	253	228	357	230	1,022	2,725
<i>Metropolitan Cities</i>	3	2	2	1	7	2	1	1	0	6	1	0	1	1	7	35
<i>Small Cities/Satellite Cities</i>	31	19	21	12	32	41	26	30	17	46	76	57	74	42	131	655
<i>Metropolitan Suburbs</i>	7	6	11	6	25	10	9	17	9	40	35	33	54	35	168	465
<i>Town & Country/Exurbs</i>	4	4	7	5	30	15	15	24	17	74	141	138	228	152	716	1570
Traditional & Non-Traditional Families	96	66	78	32	78	196	141	173	75	200	502	421	617	336	1,119	4,130
<i>Metropolitan Cities</i>	13	8	9	4	11	22	15	18	8	22	19	15	20	10	26	220
<i>Small Cities/Satellite Cities</i>	68	45	48	17	37	136	91	99	36	78	205	142	162	66	165	1395
<i>Metropolitan Suburbs</i>	7	6	10	4	13	13	12	20	11	39	60	59	101	64	271	690
<i>Town & Country/Exurbs</i>	8	7	11	7	17	25	23	36	20	61	218	205	334	196	657	1825
Younger Singles & Couples	220	167	237	135	456	317	249	346	193	655	396	323	465	270	1,111	5,540
<i>Metropolitan Cities</i>	79	48	57	29	82	74	46	54	26	75	28	17	20	11	29	675
<i>Small Cities/Satellite Cities</i>	92	78	114	64	187	178	148	207	113	319	264	218	300	162	461	2905
<i>Metropolitan Suburbs</i>	35	31	52	33	154	39	35	60	39	207	44	42	78	56	420	1325
<i>Town & Country/Exurbs</i>	14	10	14	9	33	26	20	25	15	54	60	46	67	41	201	635
Total:	361	264	356	191	628	581	441	591	311	###	1,151	972	1,439	836	3,252	12,395
Percent:	2.9%	2.1%	2.9%	1.5%	5.1%	4.7%	3.6%	4.8%	2.5%	8.2%	9.3%	7.8%	11.6%	6.7%	26.2%	100.0%

SOURCE: The Nielsen Company;

Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Adamstown Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	265	34.7%
<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 & Country/Exurbs</i>	265	34.7%
Traditional & Non-Traditional Families	190	24.8%
<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 & Country/Exurbs</i>	190	24.8%
Younger Singles & Couples	310	40.5%
<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 & Country/Exurbs</i>	310	40.5%
Total:	765	100.0%
2013 Estimated Median Income:	\$52,400	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$218,700	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Adamstown Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	265	20	30.8%
<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 & Country/Exurbs</i>	265	20	30.8%
Traditional & Non-Traditional Families	190	15	23.1%
<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 & Country/Exurbs</i>	190	15	23.1%
Younger Singles & Couples	310	30	46.1%
<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 & Country/Exurbs</i>	310	30	46.1%
Total:	765	65	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Adamstown Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Adamstown Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	5	5	0	5	35
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	5	5	0	5	35
Traditional & Non-Traditional Families	15	10	0	0	0	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	15	5	0	0	0	20
Younger Singles & Couples	30	30	0	0	0	60
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	30	5	0	0	0	35
Total:	65	45	5	0	5	120
Percent:	54.2%	37.5%	4.2%	0.0%	4.2%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Adamstown Borough
 Adamstown Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	3	3	5	4	20	11	11	22	14	82	175
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	3	5	4	20	11	11	22	14	82	175
Traditional & Non-Traditional Families	7	5	7	4	12	12	12	20	12	34	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	4	3	9	9	10	18	11	32	100
Younger Singles & Couples	22	18	27	16	57	17	17	26	16	84	300
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	5	5	6	4	10	3	3	4	2	8	50
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	6	5	9	6	29	10	11	18	12	69	175
Total:	32	26	39	24	89	40	40	68	42	200	600
Percent:	5.3%	4.3%	6.5%	4.0%	14.8%	6.7%	6.7%	11.3%	7.0%	33.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Adamstown Borough
*Adamstown Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	0	0	1	1	3	1	1	3	1	9	10	10	18	13	69	140
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	1	1	3	1	9	10	10	18	13	69	140
Traditional & Non-Traditional Families	1	1	1	1	1	3	2	3	1	6	10	9	15	9	27	90
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	1	1	1	1	1	2	1	5	8	8	14	9	26	80
Younger Singles & Couples	1	1	2	2	9	4	4	6	6	15	13	12	18	13	54	160
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	1	1	1	1	6	2	2	3	3	10	8	8	14	10	50	120
Total:	2	2	4	4	13	8	7	12	8	30	33	31	51	35	150	390
Percent:	0.5%	0.5%	1.0%	1.0%	3.3%	2.1%	1.8%	3.1%	2.1%	7.7%	8.5%	7.9%	13.1%	9.0%	38.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Akron Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	915	55.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	915	55.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	325	19.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	325	19.5%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	425	25.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	425	25.5%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	1,665	100.0%
2013 Estimated Median Income:	\$48,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$170,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Akron Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	915	20	21.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	915	20	21.1%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	325	25	26.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	325	25	26.3%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	425	50	52.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	425	50	52.6%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	1,665	95	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Akron Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Akron Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	25	15	0	5	65
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	20	5	5	0	0	30
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	20	10	0	5	35
Traditional & Non-Traditional Families	25	35	0	0	35	95
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	25	10	0	0	5	40
<i>Metropolitan Suburbs</i>	0	0	0	0	5	5
<i>Town & Country/Exurbs</i>	0	25	0	0	15	40
Younger Singles & Couples	50	20	0	0	0	70
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	50	5	0	0	0	55
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	95	80	15	0	40	230
Percent:	41.3%	34.8%	6.5%	0.0%	17.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 3D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Akron Borough
 Akron Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	23	15	18	11	38	23	23	35	23	116	325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	20	12	14	7	22	12	10	14	8	31	150
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	3	4	4	16	11	13	21	15	85	175
Traditional & Non-Traditional Families	51	35	44	20	45	49	41	61	32	97	475
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	26	18	22	9	20	21	17	23	11	33	200
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	10	8	11	7	14	22	20	32	19	57	200
Younger Singles & Couples	29	26	41	27	82	19	18	28	16	64	350
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	19	19	31	21	65	14	14	23	14	55	275
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	2	1	5	25
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	103	76	103	58	165	91	82	124	71	277	1,150
Percent:	9.0%	6.6%	9.0%	5.0%	14.3%	7.9%	7.1%	10.8%	6.2%	24.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 3E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Akron Borough
 Akron Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	2	2	2	1	3	4	3	6	3	14	17	17	28	19	99	220
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	3	2	3	1	6	7	6	9	6	22	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	3	2	8	10	11	19	13	77	145
Traditional & Non-Traditional Families	4	3	3	2	3	9	7	7	5	7	37	31	50	26	86	280
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	4	3	3	2	3	6	4	4	2	4	12	9	15	7	27	105
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	0	0	0	0	0	2	2	2	2	2	20	19	30	18	53	150
Younger Singles & Couples	3	3	6	4	14	6	6	10	7	21	8	7	12	8	30	145
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	3	3	5	3	11	5	5	8	5	17	5	5	10	7	28	120
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	0	0	0	0	0	10
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	9	8	11	7	20	19	16	23	15	42	62	55	90	53	215	645
Percent:	1.4%	1.2%	1.7%	1.1%	3.1%	2.9%	2.5%	3.6%	2.3%	6.5%	9.6%	8.5%	14.0%	8.2%	33.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Christiana Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	155	37.3%
<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 & Country/Exurbs</i>	155	37.3%
Traditional & Non-Traditional Families	225	54.3%
<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 & Country/Exurbs</i>	225	54.3%
Younger Singles & Couples	35	8.4%
<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 & Country/Exurbs</i>	35	8.4%
Total:	415	100.0%
2013 Estimated Median Income:	\$56,400	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$218,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Christiana Borough Each Year Over The Next Five Years**
Christiana Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	145	5	14.3%
<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 & Country/Exurbs</i>	145	5	14.3%
Traditional & Non-Traditional Families	220	20	57.1%
<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 & Country/Exurbs</i>	220	20	57.1%
Younger Singles & Couples	35	10	28.6%
<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 & Country/Exurbs</i>	35	10	28.6%
Total:	400	35	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Christiana Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Christiana Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	0	0	0	0	5
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	0	0	0	0	5
Traditional & Non-Traditional Families	20	35	0	0	0	55
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	25	0	0	0	45
Younger Singles & Couples	10	5	0	0	0	15
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	10	0	0	0	0	10
Total:	35	40	0	0	0	75
Percent:	46.7%	53.3%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 4D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Christiana Borough
 Christiana Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	0	0	1	1	3	2	2	3	2	11	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	3	2	11	25
Traditional & Non-Traditional Families	18	13	20	10	24	28	27	42	25	68	275
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	10	6	7	2	5	6	4	4	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	8	7	13	8	19	22	23	38	23	64	225
Younger Singles & Couples	10	8	9	5	13	6	5	6	3	10	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	7	5	6	3	9	4	3	4	2	7	50
Total:	28	21	30	16	40	36	34	51	30	89	375
Percent:	7.5%	5.6%	8.0%	4.3%	10.7%	9.6%	9.1%	13.6%	8.0%	23.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Christiana Borough
 Christiana Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	0	0	0	2	2	4	3	14	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	2	2	4	3	14	25
Traditional & Non-Traditional Families	5	4	4	3	4	8	6	8	3	10	34	31	50	27	78	275
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	2	2	2	3	3	5	2	7	26	26	44	25	74	225
Younger Singles & Couples	3	3	3	2	4	5	4	5	3	8	8	6	7	4	10	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	1	1	1	1	1	2	2	2	1	3	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	2	1	3	3	2	3	2	5	6	4	5	3	7	50
Total:	8	7	7	5	8	13	10	13	6	18	44	39	61	34	102	375
Percent:	2.1%	1.9%	1.9%	1.3%	2.1%	3.5%	2.7%	3.5%	1.6%	4.8%	11.7%	10.4%	16.3%	9.1%	27.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups
Columbia Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	2,245	51.3%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,245	51.3%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	945	21.6%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	945	21.6%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	1,185	27.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,185	27.1%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	4,375	100.0%
2013 Estimated Median Income:	\$34,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$110,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Columbia Borough Each Year Over The Next Five Years**
Columbia Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,250	80	18.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,250	80	18.4%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	945	140	32.2%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	945	140	32.2%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	1,185	215	49.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,185	215	49.4%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	4,380	435	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Columbia Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Columbia Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	80	65	0	0	0	145
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	80	10	0	0	0	90
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	0	50	0	0	0	50
Traditional & Non-Traditional Families	140	105	5	0	20	270
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	140	25	5	0	5	175
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	0	65	0	0	5	70
Younger Singles & Couples	215	145	0	0	40	400
<i>Metropolitan Cities</i>	0	20	0	0	15	35
<i>Small Cities/Satellite Cities</i>	215	45	0	0	10	270
<i>Metropolitan Suburbs</i>	0	50	0	0	10	60
<i>Town & Country/Exurbs</i>	0	30	0	0	5	35
Total:	435	315	5	0	60	815
Percent:	53.4%	38.7%	0.6%	0.0%	7.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 5D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Columbia Borough
 Columbia Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	73	46	52	31	88	64	53	77	50	191	725
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	68	41	43	23	60	43	32	40	25	75	450
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	5	5	8	7	25	19	19	33	22	107	250
Traditional & Non-Traditional Families	180	123	142	57	128	154	118	160	76	212	1,350
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	148	101	109	41	86	104	74	88	36	88	875
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	14	11	19	10	26	39	36	59	34	102	350
Younger Singles & Couples	235	183	252	134	381	146	118	165	91	295	2,000
<i>Metropolitan Cities</i>	41	26	30	14	39	7	4	5	3	6	175
<i>Small Cities/Satellite Cities</i>	151	124	170	90	235	110	91	125	66	188	1,350
<i>Metropolitan Suburbs</i>	24	20	34	20	77	12	11	19	13	70	300
<i>Town & Country/Exurbs</i>	19	13	18	10	30	17	12	16	9	31	175
Total:	488	352	446	222	597	364	289	402	217	698	4,075
Percent:	12.0%	8.6%	10.9%	5.4%	14.7%	8.9%	7.1%	9.9%	5.3%	17.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Columbia Borough
 Columbia Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	10	7	8	5	15	13	11	15	9	32	39	35	54	36	146	435
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	10	7	7	4	12	11	9	10	6	19	21	17	23	14	45	215
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	17	17	28	20	93	200
Traditional & Non-Traditional Families	18	13	13	6	10	38	27	32	14	34	99	78	113	56	169	720
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	17	12	12	5	9	34	23	26	10	22	54	39	49	21	57	390
<i>Metropolitan Suburbs</i>	0	0	0	0	0	2	2	2	1	3	5	4	8	5	18	50
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	4	3	9	36	33	54	30	92	270
Younger Singles & Couples	26	22	32	16	54	46	37	53	29	95	71	57	81	46	150	815
<i>Metropolitan Cities</i>	3	2	2	1	2	2	1	1	0	1	3	1	2	1	3	25
<i>Small Cities/Satellite Cities</i>	18	15	22	11	34	36	29	41	22	62	56	46	63	33	92	580
<i>Metropolitan Suburbs</i>	3	3	6	3	15	4	4	6	4	22	3	3	7	6	36	125
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	5	3	10	9	7	9	6	19	85
Total:	54	42	53	27	79	97	75	100	52	161	209	170	248	138	465	1,970
Percent:	2.7%	2.1%	2.7%	1.4%	4.0%	4.9%	3.8%	5.1%	2.6%	8.2%	10.6%	8.6%	12.6%	7.0%	23.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Denver Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	770	52.9%
<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 & Country/Exurbs</i>	770	52.9%
Traditional & Non-Traditional Families	620	42.6%
<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 & Country/Exurbs</i>	620	42.6%
Younger Singles & Couples	65	4.5%
<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 & Country/Exurbs</i>	65	4.5%
Total:	1,455	100.0%
2013 Estimated Median Income:	\$55,400	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$167,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Denver Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	775	25	33.3%
<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 & Country/Exurbs</i>	775	25	33.3%
Traditional & Non-Traditional Families	620	40	53.3%
<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 & Country/Exurbs</i>	620	40	53.3%
Younger Singles & Couples	65	10	13.3%
<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 & Country/Exurbs</i>	65	10	13.3%
Total:	1,460	75	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Denver Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Denver Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	25	25	10	0	0	60
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	25	20	10	0	0	55
Traditional & Non-Traditional Families	40	25	5	0	0	70
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	40	20	5	0	0	65
Younger Singles & Couples	10	30	0	0	0	40
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	10	5	0	0	0	15
Total:	75	80	15	0	0	170
Percent:	44.1%	47.1%	8.8%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 6D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Denver Borough
*Denver Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	13	10	13	9	30	21	21	36	23	124	300
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	9	7	27	19	20	35	23	123	275
Traditional & Non-Traditional Families	16	14	21	11	28	34	35	57	34	100	350
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	11	11	18	10	25	31	33	55	33	98	325
Younger Singles & Couples	25	19	26	14	41	15	12	15	8	25	200
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	5	5	6	4	10	3	3	4	2	8	50
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	9	6	8	4	13	8	6	7	4	10	75
Total:	54	43	60	34	99	70	68	108	65	249	850
Percent:	6.4%	5.1%	7.1%	4.0%	11.6%	8.2%	8.0%	12.7%	7.6%	29.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Denver Borough
 Denver Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	2	2	4	2	2	4	2	10	19	19	31	21	105	225
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	2	4	2	2	4	2	10	17	18	30	21	104	220
Traditional & Non-Traditional Families	2	2	2	2	2	5	4	7	3	11	29	29	47	29	86	260
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	2	2	2	3	3	6	3	10	27	28	46	29	85	250
Younger Singles & Couples	1	1	2	2	4	4	4	5	4	8	9	7	8	5	11	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	4	3	4	2	7	35
Total:	4	4	6	6	10	11	10	16	9	29	57	55	86	55	202	560
Percent:	0.7%	0.7%	1.1%	1.1%	1.8%	2.0%	1.8%	2.9%	1.6%	5.2%	10.2%	9.8%	15.4%	9.8%	36.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups
East Petersburg Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	850	48.8%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	150	8.6%
<i>Town & Country/Exurbs</i>	700	40.2%
Traditional & Non-Traditional Families	795	45.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	195	11.2%
<i>Town & Country/Exurbs</i>	600	34.5%
Younger Singles & Couples	95	5.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	85	4.9%
<i>Town & Country/Exurbs</i>	10	0.6%
Total:	1,740	100.0%
2013 Estimated Median Income:	\$58,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$180,900	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Petersburg Borough Each Year Over The Next Five Years**

East Petersburg Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	850	10	16.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	150	0	0.0%
<i>Town & Country/Exurbs</i>	700	10	16.7%
Traditional & Non-Traditional Families	790	40	66.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	190	5	8.3%
<i>Town & Country/Exurbs</i>	600	35	58.3%
Younger Singles & Couples	95	10	16.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	85	10	16.7%
<i>Town & Country/Exurbs</i>	10	0	0.0%
Total:	1,735	60	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Petersburg Borough Each Year Over The Next Five Years**

Summary: Appendix One, Tables 2 Through 6

East Petersburg Borough, Balance of Lancaster County,

Regional Draw Area, Metropolitan Draw Area, and Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>East Petersburg Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	10	35	0	0	0	45
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	10	25	0	0	0	35
Traditional & Non-Traditional Families	40	75	0	0	0	115
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	5	10	0	0	0	15
<i>Town & Country/Exurbs</i>	35	50	0	0	0	85
Younger Singles & Couples	10	25	0	0	0	35
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	10	15	0	0	0	25
<i>Town & Country/Exurbs</i>	0	10	0	0	0	10
Total:	60	135	0	0	0	195
Percent:	30.8%	69.2%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 7D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Petersburg Borough
 East Petersburg Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	2	1	5	4	4	7	5	20	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	1	5	4	4	7	5	20	50
Traditional & Non-Traditional Families	11	9	13	6	16	25	23	37	22	63	225
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	10	5	13	22	21	35	21	61	200
Younger Singles & Couples	3	2	3	2	5	2	2	2	1	3	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	15	12	18	9	26	31	29	46	28	86	300
Percent:	5.0%	4.0%	6.0%	3.0%	8.7%	10.3%	9.7%	15.3%	9.3%	28.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 7E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Petersburg Borough
 East Petersburg Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Rural/Country/Exurbs</i>	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
Traditional & Traditional Famil	0	0	0	0	0	3	2	2	1	2	23	22	35	20	60	170
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Rural/Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	21	21	34	20	59	160
Younger Singles & Couples	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Rural/Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	0	0	0	0	0	4	3	4	3	6	27	26	42	25	80	220
Percent:	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	1.4%	1.8%	1.4%	2.7%	12.3%	11.8%	19.1%	11.4%	36.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Elizabethtown Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,755	39.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,570	35.7%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	185	4.2%
Traditional & Non-Traditional Families		
	975	22.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	910	20.7%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	65	1.5%
Younger Singles & Couples		
	1,670	38.0%
<i>Metropolitan Cities</i>	150	3.4%
<i>Small Cities/Satellite Cities</i>	1,480	33.6%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	40	0.9%
Total:	4,400	100.0%
2013 Estimated Median Income:	\$44,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$171,900	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Elizabethtown Borough Each Year Over The Next Five Years**
Elizabethtown Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees			
	1,755	80	15.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,570	75	14.7%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	185	5	1.0%
Traditional & Non-Traditional Families			
	980	115	22.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	915	110	21.6%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	65	5	1.0%
Younger Singles & Couples			
	1,675	315	61.8%
<i>Metropolitan Cities</i>	150	50	9.8%
<i>Small Cities/Satellite Cities</i>	1,480	260	51.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	45	5	1.0%
Total:	4,410	510	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Elizabethtown Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Elizabethtown Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	80	65	5	0	0	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	75	10	0	0	0	85
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	5	50	5	0	0	60
Traditional & Non-Traditional Families	115	100	5	0	20	240
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	110	20	5	0	5	140
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	5	65	0	0	5	75
Younger Singles & Couples	315	150	10	0	40	515
<i>Metropolitan Cities</i>	50	20	0	0	15	85
<i>Small Cities/Satellite Cities</i>	260	50	10	0	10	330
<i>Metropolitan Suburbs</i>	0	50	0	0	10	60
<i>Town & Country/Exurbs</i>	5	30	0	0	5	40
Total:	510	315	20	0	60	905
Percent:	56.4%	34.8%	2.2%	0.0%	6.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 8D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Elizabethtown Borough
 Elizabethtown Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	59	37	48	29	97	60	52	81	54	233	750
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	53	31	37	20	64	35	27	38	24	96	425
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	6	6	10	8	30	23	23	39	27	128	300
Traditional & Non-Traditional Families	129	91	111	47	117	126	105	153	81	240	1,200
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	97	68	77	30	73	74	58	76	38	109	700
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	14	12	20	11	28	41	39	64	37	109	375
Younger Singles & Couples	282	221	321	185	571	138	119	187	117	434	2,575
<i>Metropolitan Cities</i>	110	68	76	35	81	16	10	11	6	12	425
<i>Small Cities/Satellite Cities</i>	128	119	192	119	377	92	85	139	87	312	1,650
<i>Metropolitan Suburbs</i>	24	20	34	20	77	12	11	19	13	70	300
<i>Town & Country/Exurbs</i>	20	14	19	11	36	18	13	18	11	40	200
Total:	470	349	480	261	785	324	276	421	252	907	4,525
Percent:	10.4%	7.7%	10.6%	5.8%	17.3%	7.2%	6.1%	9.3%	5.6%	20.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Elizabethtown Borough
 Elizabethtown Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	8	6	8	5	13	12	10	15	9	34	38	37	61	40	184	480
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	8	6	7	4	10	10	8	10	6	21	17	15	23	14	61	220
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	20	21	35	24	115	240
Traditional & Non-Traditional Families	12	8	10	4	11	26	20	26	13	35	88	74	115	63	200	705
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	11	7	9	3	10	22	16	20	9	23	41	32	47	25	80	355
<i>Metropolitan Suburbs</i>	0	0	0	0	0	2	2	2	1	3	5	4	8	5	18	50
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	4	3	9	38	36	58	33	100	290
Younger Singles & Couples	31	28	44	27	95	44	39	61	38	138	57	50	83	53	207	995
<i>Metropolitan Cities</i>	7	5	5	3	5	6	4	4	2	4	3	1	2	1	3	55
<i>Small Cities/Satellite Cities</i>	19	18	30	19	69	30	28	46	29	102	41	38	63	39	144	715
<i>Metropolitan Suburbs</i>	3	3	6	3	15	4	4	6	4	22	3	3	7	6	36	125
<i>Town & Country/Exurbs</i>	2	2	3	2	6	4	3	5	3	10	10	8	11	7	24	100
Total:	51	42	62	36	119	82	69	102	60	207	183	161	259	156	591	2,180
Percent:	2.3%	1.9%	2.8%	1.7%	5.5%	3.8%	3.2%	4.7%	2.8%	9.5%	8.4%	7.4%	43.8%	7.2%	27.1%	131.9%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Ephrata Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,860	50.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,885	33.4%
<i>Metropolitan Suburbs</i>	570	10.1%
<i>Town & Country/Exurbs</i>	405	7.2%
Traditional & Non-Traditional Families		
	1,175	20.8%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	905	16.0%
<i>Metropolitan Suburbs</i>	155	2.7%
<i>Town & Country/Exurbs</i>	115	2.0%
Younger Singles & Couples		
	1,605	28.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,275	22.6%
<i>Metropolitan Suburbs</i>	325	5.8%
<i>Town & Country/Exurbs</i>	5	0.1%
Total:	5,640	100.0%
2013 Estimated Median Income:	\$43,100	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$159,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Ephrata Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,860	105	18.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,885	70	12.4%
<i>Metropolitan Suburbs</i>	570	15	2.7%
<i>Town & Country/Exurbs</i>	405	20	3.5%
Traditional & Non-Traditional Families	1,175	150	26.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	905	135	23.9%
<i>Metropolitan Suburbs</i>	155	5	0.9%
<i>Town & Country/Exurbs</i>	115	10	1.8%
Younger Singles & Couples	1,605	310	54.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,275	245	43.4%
<i>Metropolitan Suburbs</i>	325	65	11.5%
<i>Town & Country/Exurbs</i>	5	0	0.0%
Total:	5,640	565	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Ephrata Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Ephrata Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	105	110	0	0	0	215
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	70	15	0	0	0	85
<i>Metropolitan Suburbs</i>	15	20	0	0	0	35
<i>Town & Country/Exurbs</i>	20	75	0	0	0	95
Traditional & Non-Traditional Families	150	130	5	0	25	310
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	135	30	5	0	5	175
<i>Metropolitan Suburbs</i>	5	15	0	0	0	20
<i>Town & Country/Exurbs</i>	10	85	0	0	10	105
Younger Singles & Couples	310	175	5	0	60	550
<i>Metropolitan Cities</i>	0	25	5	0	20	50
<i>Small Cities/Satellite Cities</i>	245	55	0	0	20	320
<i>Metropolitan Suburbs</i>	65	60	0	0	15	140
<i>Town & Country/Exurbs</i>	0	35	0	0	5	40
Total:	565	415	10	0	85	1,075
Percent:	52.6%	38.6%	0.9%	0.0%	7.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Ephrata Borough
 Ephrata Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	78	51	66	39	131	87	77	122	80	344	1,075
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	60	35	39	21	60	37	28	39	24	82	425
<i>Metropolitan Suburbs</i>	8	6	11	6	24	14	12	21	14	59	175
<i>Town & Country/Exurbs</i>	10	10	16	12	47	36	37	62	42	203	475
Traditional & Non-Traditional Families	182	127	152	64	145	171	140	196	98	275	1,550
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	141	96	108	41	89	101	74	90	39	96	875
<i>Metropolitan Suburbs</i>	5	4	7	4	10	10	9	16	9	26	100
<i>Town & Country/Exurbs</i>	22	19	29	16	39	56	55	88	50	151	525
Younger Singles & Couples	275	228	337	199	621	157	136	209	128	460	2,750
<i>Metropolitan Cities</i>	56	36	40	20	58	9	5	7	5	14	250
<i>Small Cities/Satellite Cities</i>	144	130	198	118	340	101	90	139	82	258	1,600
<i>Metropolitan Suburbs</i>	54	47	79	50	190	27	26	44	30	153	700
<i>Town & Country/Exurbs</i>	21	15	20	11	33	20	15	19	11	35	200
Total:	535	406	555	302	897	415	353	527	306	1,079	5,375
Percent:	10.0%	7.6%	10.3%	5.6%	16.7%	7.7%	6.6%	9.8%	5.7%	20.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Ephrata Borough
 Ephrata Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	12	9	12	9	18	16	13	18	12	41	61	59	94	62	274	710
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	9	6	7	4	9	10	7	9	5	14	19	17	24	14	56	210
<i>Metropolitan Suburbs</i>	2	2	3	3	5	3	3	5	3	11	10	9	14	10	37	120
<i>Town & Country/Exurbs</i>	1	1	2	2	4	3	3	4	4	16	32	33	56	38	181	380
Traditional & Non-Traditional Families	19	14	15	8	14	40	30	37	17	41	112	96	141	74	222	880
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	16	11	12	5	11	32	22	26	10	25	53	40	52	23	62	400
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	2	1	3	7	7	11	7	23	70
<i>Town & Country/Exurbs</i>	2	2	2	2	2	6	6	9	6	13	48	47	76	44	135	400
Younger Singles & Couples	35	30	48	31	111	50	43	69	41	152	66	57	90	56	211	1,090
<i>Metropolitan Cities</i>	4	3	3	2	8	3	2	2	1	7	1	0	1	1	2	40
<i>Small Cities/Satellite Cities</i>	20	18	29	18	60	35	31	48	28	88	46	41	61	36	111	670
<i>Metropolitan Suburbs</i>	8	7	13	9	38	8	7	14	9	47	8	8	17	12	75	280
<i>Town & Country/Exurbs</i>	3	2	3	2	5	4	3	5	3	10	11	8	11	7	23	100
Total:	66	53	75	48	143	106	86	124	70	234	239	212	325	192	707	2,680
Percent:	2.5%	2.0%	2.8%	1.8%	5.3%	4.0%	3.2%	4.6%	2.6%	8.7%	8.9%	7.9%	12.1%	7.2%	26.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Lititz Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	2,735	67.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,215	54.3%
<i>Metropolitan Suburbs</i>	520	12.7%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	710	17.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	515	12.6%
<i>Metropolitan Suburbs</i>	195	4.8%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	635	15.6%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	525	12.9%
<i>Metropolitan Suburbs</i>	110	2.7%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	4,080	100.0%
2013 Estimated Median Income:	\$49,700	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$185,300	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lititz Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,735	140	34.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,215	120	29.6%
<i>Metropolitan Suburbs</i>	520	20	4.9%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	715	100	24.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	515	80	19.8%
<i>Metropolitan Suburbs</i>	200	20	4.9%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	635	165	40.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	525	135	33.3%
<i>Metropolitan Suburbs</i>	110	30	7.4%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	4,085	405	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Summary: Appendix One, Tables 2 Through 6

Lititz Borough, Balance of Lancaster County,

Regional Draw Area, Metropolitan Draw Area, and Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>Lititz Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	140	60	10	10	5	225
<i>Metropolitan Cities</i>	0	0	0	5	0	5
<i>Small Cities/Satellite Cities</i>	120	5	0	5	0	130
<i>Metropolitan Suburbs</i>	20	5	0	0	0	25
<i>Town & Country/Exurbs</i>	0	50	10	0	5	65
Traditional & Non-Traditional Families	100	95	10	15	25	245
<i>Metropolitan Cities</i>	0	0	0	15	10	25
<i>Small Cities/Satellite Cities</i>	80	20	5	0	5	110
<i>Metropolitan Suburbs</i>	20	15	0	0	0	35
<i>Town & Country/Exurbs</i>	0	60	5	0	10	75
Younger Singles & Couples	165	140	30	35	60	430
<i>Metropolitan Cities</i>	0	20	5	10	20	55
<i>Small Cities/Satellite Cities</i>	135	45	10	5	20	215
<i>Metropolitan Suburbs</i>	30	45	10	20	15	120
<i>Town & Country/Exurbs</i>	0	30	5	0	5	40
Total:	405	295	50	60	90	900
Percent:	45.0%	32.8%	5.6%	6.7%	10.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Lititz Borough
 Lititz Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	87	57	73	43	140	89	80	125	81	350	1,125
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	68	43	52	28	89	55	46	68	43	158	650
<i>Metropolitan Suburbs</i>	6	5	8	5	16	8	8	15	9	45	125
<i>Town & Country/Exurbs</i>	6	6	10	8	30	24	25	41	29	146	325
Traditional & Non-Traditional Families	119	87	110	48	121	123	109	164	86	258	1,225
<i>Metropolitan Cities</i>	25	15	17	6	17	11	8	10	4	12	125
<i>Small Cities/Satellite Cities</i>	69	50	59	25	57	55	45	64	32	94	550
<i>Metropolitan Suburbs</i>	9	9	13	6	18	16	17	27	15	45	175
<i>Town & Country/Exurbs</i>	16	13	21	11	29	41	39	63	35	107	375
Younger Singles & Couples	202	163	245	146	494	115	99	158	100	428	2,150
<i>Metropolitan Cities</i>	54	34	41	22	69	11	6	9	6	23	275
<i>Small Cities/Satellite Cities</i>	84	77	123	76	245	61	56	91	57	205	1,075
<i>Metropolitan Suburbs</i>	43	37	61	37	147	23	22	39	26	165	600
<i>Town & Country/Exurbs</i>	21	15	20	11	33	20	15	19	11	35	200
Total:	408	307	428	237	755	327	288	447	267	1,036	4,500
Percent:	9.1%	6.8%	9.5%	5.3%	16.8%	7.3%	6.4%	9.9%	5.9%	23.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 10E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Lititz Borough
 Lititz Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	12	8	12	7	21	18	15	24	14	54	60	59	93	61	267	725
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	10	7	9	5	14	14	11	16	10	34	32	29	44	28	107	370
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	2	10	7	7	11	7	28	85
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	21	23	38	26	132	265
Traditional & Non-Traditional Families	13	10	11	6	15	25	20	30	13	42	87	77	120	67	204	740
<i>Metropolitan Cities</i>	2	1	1	0	1	4	3	3	1	4	6	4	5	2	8	45
<i>Small Cities/Satellite Cities</i>	7	5	6	3	9	16	12	16	7	19	32	27	40	22	69	290
<i>Metropolitan Suburbs</i>	2	2	2	1	3	2	2	5	2	9	12	12	20	12	34	120
<i>Town & Country/Exurbs</i>	2	2	2	2	2	3	3	6	3	10	37	34	55	31	93	285
Younger Singles & Couples	26	22	37	24	96	36	30	52	33	134	48	42	69	44	207	900
<i>Metropolitan Cities</i>	5	3	4	3	10	5	3	4	3	10	1	0	1	1	2	55
<i>Small Cities/Satellite Cities</i>	12	12	19	13	44	21	19	31	20	69	28	25	40	25	92	470
<i>Metropolitan Suburbs</i>	6	5	11	6	37	6	5	12	7	45	8	9	17	11	90	275
<i>Town & Country/Exurbs</i>	3	2	3	2	5	4	3	5	3	10	11	8	11	7	23	100
Total:	51	40	60	37	132	79	65	106	60	230	195	178	282	172	678	2,365
Percent:	2.2%	1.7%	2.5%	1.6%	5.6%	3.3%	2.7%	4.5%	2.5%	9.7%	8.2%	7.5%	11.9%	7.3%	28.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Manheim Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,270	61.6%
<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 & Country/Exurbs</i>	1,270	61.6%
Traditional & Non-Traditional Families	510	24.8%
<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 & Country/Exurbs</i>	510	24.8%
Younger Singles & Couples	280	13.6%
<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 & Country/Exurbs</i>	280	13.6%
Total:	2,060	100.0%
2013 Estimated Median Income:	\$51,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$161,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Manheim Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,270	55	35.5%
<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 & Country/Exurbs</i>	1,270	55	35.5%
Traditional & Non-Traditional Families	510	50	32.3%
<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 & Country/Exurbs</i>	510	50	32.3%
Younger Singles & Couples	280	50	32.3%
<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 & Country/Exurbs</i>	280	50	32.3%
Total:	2,060	155	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Manheim Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Manheim Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	55	25	25	0	0	105
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	5	0	0	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	55	20	20	0	0	95
Traditional & Non-Traditional Families	50	40	45	0	0	135
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	20	0	0	30
<i>Metropolitan Suburbs</i>	0	5	5	0	0	10
<i>Town & Country/Exurbs</i>	50	25	20	0	0	95
Younger Singles & Couples	50	55	45	0	0	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	20	15	0	0	35
<i>Metropolitan Suburbs</i>	0	25	15	0	0	40
<i>Town & Country/Exurbs</i>	50	10	15	0	0	75
Total:	155	120	115	0	0	390
Percent:	39.7%	30.8%	29.5%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 11D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manheim Borough
 Manheim Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	23	17	24	16	55	45	42	67	43	193	525
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	6	6	3	8	5	3	3	1	3	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	11	11	18	13	47	40	39	64	42	190	475
Traditional & Non-Traditional Families	48	38	52	22	60	75	67	103	54	156	675
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	17	19	7	17	18	13	15	6	13	150
<i>Metropolitan Suburbs</i>	2	2	4	2	5	5	5	9	5	11	50
<i>Town & Country/Exurbs</i>	21	19	29	13	38	52	49	79	43	132	475
Younger Singles & Couples	77	60	86	48	149	55	43	61	35	136	750
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	19	16	24	13	33	13	11	15	8	23	175
<i>Metropolitan Suburbs</i>	18	16	25	14	52	7	6	12	8	42	200
<i>Town & Country/Exurbs</i>	40	28	37	21	64	35	26	34	19	71	375
Total:	148	115	162	86	264	175	152	231	132	485	1,950
Percent:	7.6%	5.9%	8.3%	4.4%	13.5%	9.0%	7.8%	11.8%	6.8%	24.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manheim Borough
 Manheim Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	3	2	5	5	4	7	3	16	38	37	59	38	168	390
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	2	4	3	3	6	3	15	36	36	58	38	167	375
Traditional & Non-Traditional Families	6	5	5	4	5	12	10	13	7	18	57	52	83	45	133	455
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	6	4	4	2	4	9	6	8	3	9	65
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	1	1	1	3	4	6	3	9	35
<i>Town & Country/Exurbs</i>	2	2	2	2	2	5	5	8	4	13	45	42	69	39	115	355
Younger Singles & Couples	10	8	12	8	22	16	13	18	12	41	28	22	30	19	71	330
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	3	3	5	4	4	5	4	8	6	5	7	3	9	70
<i>Metropolitan Suburbs</i>	2	2	4	2	10	3	3	4	3	12	2	2	4	4	18	75
<i>Town & Country/Exurbs</i>	6	4	5	3	7	9	6	9	5	21	20	15	19	12	44	185
Total:	19	15	20	14	32	33	27	38	22	75	123	111	172	102	372	1,175
Percent:	1.6%	1.3%	1.7%	1.2%	2.7%	2.8%	2.3%	3.2%	1.9%	6.4%	10.5%	9.4%	14.6%	8.7%	31.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Marietta Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	545	48.9%
<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 & Country/Exurbs</i>	545	48.9%
Traditional & Non-Traditional Families		
	435	39.0%
<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 & Country/Exurbs</i>	435	39.0%
Younger Singles & Couples		
	135	12.1%
<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 & Country/Exurbs</i>	135	12.1%
Total:	1,115	100.0%
2013 Estimated Median Income:	\$44,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$133,700	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Marietta Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees			
	545	30	23.1%
<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 & Country/Exurbs</i>	455	30	23.1%
Traditional & Non-Traditional Families			
	435	60	46.2%
<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 & Country/Exurbs</i>	435	60	46.2%
Younger Singles & Couples			
	135	40	30.8%
<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 & Country/Exurbs</i>	135	40	30.8%
Total:	1,115	130	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Marietta Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Marietta Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	30	65	25	0	0	120
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	5	0	0	15
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	30	50	20	0	0	100
Traditional & Non-Traditional Families	60	95	50	0	0	205
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	20	0	0	45
<i>Metropolitan Suburbs</i>	0	15	5	0	0	20
<i>Town & Country/Exurbs</i>	60	55	25	0	0	140
Younger Singles & Couples	40	30	30	0	0	100
<i>Metropolitan Cities</i>	0	5	5	0	0	10
<i>Small Cities/Satellite Cities</i>	0	10	10	0	0	20
<i>Metropolitan Suburbs</i>	0	10	10	0	0	20
<i>Town & Country/Exurbs</i>	40	5	5	0	0	50
Total:	130	190	105	0	0	425
Percent:	30.6%	44.7%	24.7%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 12D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Marietta Borough
*Marietta Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	22	18	26	18	66	47	47	78	50	228	600
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	10	11	18	13	53	38	40	67	44	206	500
Traditional & Non-Traditional Families	67	54	73	34	87	109	102	159	85	255	1,025
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	36	25	27	10	22	27	20	25	10	23	225
<i>Metropolitan Suburbs</i>	5	4	7	4	10	10	9	16	9	26	100
<i>Town & Country/Exurbs</i>	26	25	39	20	55	72	73	118	66	206	700
Younger Singles & Couples	63	46	62	32	97	39	29	39	23	70	500
<i>Metropolitan Cities</i>	14	9	9	4	9	2	1	1	0	1	50
<i>Small Cities/Satellite Cities</i>	11	9	14	7	19	8	7	9	5	11	100
<i>Metropolitan Suburbs</i>	7	6	11	6	25	4	4	7	6	24	100
<i>Town & Country/Exurbs</i>	31	22	28	15	44	25	17	22	12	34	250
Total:	152	118	161	84	250	195	178	276	158	553	2,125
Percent:	7.2%	5.6%	7.6%	4.0%	11.8%	9.2%	8.4%	13.0%	7.4%	26.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 12E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Marietta Borough
 Marietta Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	3	2	5	5	5	9	6	25	38	39	66	43	199	450
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	2	2	4	3	3	6	4	19	34	35	59	39	183	395
Traditional & Non-Traditional Families	8	7	8	5	7	19	15	22	12	27	83	80	126	71	220	710
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	4	3	3	2	3	9	6	7	3	5	14	11	14	6	15	105
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	2	1	3	7	7	11	7	23	70
<i>Town & Country/Exurbs</i>	3	3	4	2	3	8	7	13	8	19	62	62	101	58	182	535
Younger Singles & Couples	6	5	8	5	16	9	7	10	6	18	21	16	21	12	40	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	2	2	2	2	2	3	3	4	2	8	40
<i>Metropolitan Suburbs</i>	0	0	2	1	7	0	0	2	1	7	3	3	4	3	12	45
<i>Town & Country/Exurbs</i>	4	3	4	2	7	7	5	6	3	9	13	9	12	7	19	110
Total:	17	14	19	12	28	33	27	41	24	70	142	135	213	126	459	1,360
Percent:	1.3%	1.0%	1.4%	0.9%	2.1%	2.4%	2.0%	3.0%	1.8%	5.1%	10.4%	9.9%	15.7%	9.3%	33.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Millersville Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,645	65.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	1,265	50.0%
<i>Town & Country/Exurbs</i>	380	15.0%
Traditional & Non-Traditional Families	370	14.6%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	360	14.2%
<i>Town & Country/Exurbs</i>	10	0.4%
Younger Singles & Couples	515	20.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	230	9.1%
<i>Town & Country/Exurbs</i>	285	11.3%
Total:	2,530	100.0%
2013 Estimated Median Income:	\$44,100	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$183,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Millersville Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,640	100	29.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	1,260	75	22.4%
<i>Town & Country/Exurbs</i>	380	25	7.5%
Traditional & Non-Traditional Families	370	55	16.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	360	55	16.4%
<i>Town & Country/Exurbs</i>	10	0	0.0%
Younger Singles & Couples	515	180	53.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	230	70	20.9%
<i>Town & Country/Exurbs</i>	285	110	32.8%
Total:	2,525	335	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Millersville Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Millersville Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	100	30	5	0	35	170
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	5	0	0	10	15
<i>Metropolitan Suburbs</i>	75	0	0	0	5	80
<i>Town & Country/Exurbs</i>	25	25	5	0	15	70
Traditional & Non-Traditional Families	55	50	5	15	15	140
<i>Metropolitan Cities</i>	0	0	0	15	5	20
<i>Small Cities/Satellite Cities</i>	0	10	5	0	5	20
<i>Metropolitan Suburbs</i>	55	5	0	0	0	60
<i>Town & Country/Exurbs</i>	0	35	0	0	5	40
Younger Singles & Couples	180	75	20	35	40	350
<i>Metropolitan Cities</i>	0	10	5	10	15	40
<i>Small Cities/Satellite Cities</i>	0	25	10	5	10	50
<i>Metropolitan Suburbs</i>	70	25	5	20	10	130
<i>Town & Country/Exurbs</i>	110	15	0	0	5	130
Total:	335	155	30	50	90	660
Percent:	50.8%	23.5%	4.5%	7.6%	13.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 13D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Millersville Borough
 Millersville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	37	29	42	28	99	71	66	109	69	300	850
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	9	10	19	12	50	29	31	55	36	149	400
<i>Town & Country/Exurbs</i>	9	9	13	10	34	33	29	46	30	137	350
Traditional & Non-Traditional Families	62	47	59	29	68	73	64	96	50	152	700
<i>Metropolitan Cities</i>	18	11	12	5	14	10	7	9	3	11	100
<i>Small Cities/Satellite Cities</i>	19	13	13	5	10	13	9	9	3	6	100
<i>Metropolitan Suburbs</i>	15	15	23	12	30	28	28	46	25	78	300
<i>Town & Country/Exurbs</i>	10	8	11	7	14	22	20	32	19	57	200
Younger Singles & Couples	185	138	195	112	375	115	90	132	81	327	1,750
<i>Metropolitan Cities</i>	39	24	31	17	49	9	5	7	4	15	200
<i>Small Cities/Satellite Cities</i>	25	21	31	17	51	17	15	22	13	38	250
<i>Metropolitan Suburbs</i>	41	36	61	39	163	24	24	45	32	185	650
<i>Town & Country/Exurbs</i>	80	57	72	39	112	65	46	58	32	89	650
Total:	284	214	296	169	542	259	220	337	200	779	3,300
Percent:	8.6%	6.5%	9.0%	5.1%	16.4%	7.8%	6.7%	10.2%	6.1%	23.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 13E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Millersville Borough
 Millersville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	7	6	9	6	17	9	10	18	10	43	54	52	85	54	235	615
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	3	4	6	5	12	5	6	12	7	30	21	22	39	25	103	300
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	30	27	42	27	124	275
Traditional & Non-Traditional Families	4	3	5	1	7	15	12	15	9	19	54	49	74	42	126	435
<i>Metropolitan Cities</i>	0	0	0	0	0	2	2	2	1	3	8	5	6	2	9	40
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	5	3	3	1	3	6	4	4	2	4	40
<i>Metropolitan Suburbs</i>	2	2	4	1	6	6	5	8	5	11	20	21	34	20	60	205
<i>Town & Country/Exurbs</i>	0	0	0	0	0	2	2	2	2	2	20	19	30	18	53	150
Younger Singles & Couples	23	18	27	16	66	34	27	39	23	97	58	43	64	39	171	745
<i>Metropolitan Cities</i>	4	2	3	2	4	4	2	3	2	4	3	1	2	1	3	40
<i>Small Cities/Satellite Cities</i>	3	3	4	2	8	5	5	7	4	14	8	6	10	6	20	105
<i>Metropolitan Suburbs</i>	6	6	11	7	40	7	7	13	8	55	10	10	19	14	97	310
<i>Town & Country/Exurbs</i>	10	7	9	5	14	18	13	16	9	24	37	26	33	18	51	290
Total:	34	27	41	23	90	58	49	72	42	159	166	144	223	135	532	1,795
Percent:	1.9%	1.5%	2.3%	1.3%	5.0%	3.2%	2.7%	4.0%	2.3%	8.9%	9.2%	8.0%	12.4%	7.5%	29.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Mount Joy Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,200	67.6%
<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 & Country/Exurbs</i>	2,200	67.6%
Traditional & Non-Traditional Families		
	580	17.8%
<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 & Country/Exurbs</i>	580	17.8%
Younger Singles & Couples		
	475	14.6%
<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 & Country/Exurbs</i>	475	14.6%
Total:	3,255	100.0%
2013 Estimated Median Income:	\$51,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$171,600	
2013 Estimated National Median Home Value:	\$171,300	

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Mount Joy Borough Each Year Over The Next Five Years**

Mount Joy Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,200	105	39.6%
<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 & Country/Exurbs</i>	2,200	105	39.6%
Traditional & Non-Traditional Families	580	60	22.6%
<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 & Country/Exurbs</i>	580	60	22.6%
Younger Singles & Couples	475	100	37.7%
<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 & Country/Exurbs</i>	475	100	37.7%
Total:	3,255	265	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Mount Joy Borough Each Year Over The Next Five Years**

*Mount Joy Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Mount Joy Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	105	50	40	0	75	270
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	5	10	0	10	25
<i>Metropolitan Suburbs</i>	0	5	5	0	5	15
<i>Town & Country/Exurbs</i>	105	40	25	0	50	220
Traditional & Non-Traditional Families	60	75	60	10	95	300
<i>Metropolitan Cities</i>	0	0	0	10	25	35
<i>Small Cities/Satellite Cities</i>	0	15	25	0	20	60
<i>Metropolitan Suburbs</i>	0	10	5	0	10	25
<i>Town & Country/Exurbs</i>	60	50	30	0	40	180
Younger Singles & Couples	100	100	0	0	25	225
<i>Metropolitan Cities</i>	0	15	0	0	10	25
<i>Small Cities/Satellite Cities</i>	0	35	0	0	0	35
<i>Metropolitan Suburbs</i>	0	30	0	0	10	40
<i>Town & Country/Exurbs</i>	100	20	0	0	5	125
Total:	265	225	100	10	195	795
Percent:	33.3%	28.3%	12.6%	1.3%	24.5%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 14D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mount Joy Borough
 Mount Joy Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	56	45	62	41	151	111	107	170	109	498	1,350
<i>Metropolitan Cities</i>	7	3	3	2	10	3	2	3	1	16	50
<i>Small Cities/Satellite Cities</i>	19	12	13	7	19	10	8	10	6	21	125
<i>Metropolitan Suburbs</i>	2	2	4	3	9	5	5	10	7	28	75
<i>Town & Country/Exurbs</i>	28	28	42	29	113	93	92	147	95	433	1,100
Traditional & Non-Traditional Families	121	91	113	52	133	157	138	211	116	368	1,500
<i>Metropolitan Cities</i>	33	21	22	9	20	17	12	15	7	19	175
<i>Small Cities/Satellite Cities</i>	46	31	35	14	29	34	25	32	14	40	300
<i>Metropolitan Suburbs</i>	4	5	8	4	14	8	10	20	12	40	125
<i>Town & Country/Exurbs</i>	38	34	48	25	70	98	91	144	83	269	900
Younger Singles & Couples	143	103	140	75	214	88	65	87	50	160	1,125
<i>Metropolitan Cities</i>	31	19	22	10	23	6	4	4	2	4	125
<i>Small Cities/Satellite Cities</i>	19	16	24	13	33	13	11	15	8	23	175
<i>Metropolitan Suburbs</i>	19	16	27	15	53	7	6	11	8	38	200
<i>Town & Country/Exurbs</i>	74	52	67	37	105	62	44	57	32	95	625
Total:	320	239	315	168	498	356	310	468	275	1,026	3,975
Percent:	8.1%	6.0%	7.9%	4.2%	12.5%	9.0%	7.8%	11.8%	6.9%	25.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mount Joy Borough
 Mount Joy Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	6	5	9	4	26	12	12	19	12	55	91	89	143	95	417	995
<i>Metropolitan Cities</i>	2	1	1	0	6	0	0	0	0	5	1	0	1	1	7	25
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	2	2	2	1	3	5	5	6	4	15	55
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	3	4	7	5	21	55
<i>Town & Country/Exurbs</i>	2	2	5	2	14	9	9	15	10	42	82	80	129	85	374	860
Traditional & Non-Traditional Families	14	11	12	6	12	28	20	31	15	46	120	107	168	94	306	990
<i>Metropolitan Cities</i>	4	3	3	1	4	6	4	5	2	8	7	5	6	3	9	70
<i>Small Cities/Satellite Cities</i>	6	4	4	2	4	11	7	8	3	6	19	14	19	9	29	145
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	4	2	7	7	8	15	10	30	90
<i>Town & Country/Exurbs</i>	3	3	4	2	3	10	8	14	8	25	87	80	128	72	238	685
Younger Singles & Couples	17	13	18	11	31	25	19	26	15	45	46	34	45	25	80	450
<i>Metropolitan Cities</i>	3	2	2	1	2	2	1	1	0	1	2	1	1	0	1	20
<i>Small Cities/Satellite Cities</i>	2	2	3	3	5	4	4	5	4	8	6	5	7	3	9	70
<i>Metropolitan Suburbs</i>	2	2	4	2	10	2	2	4	2	10	3	3	5	4	15	70
<i>Town & Country/Exurbs</i>	10	7	9	5	14	17	12	16	9	26	35	25	32	18	55	290
Total:	37	29	39	21	69	65	51	76	42	146	257	230	356	214	803	2,435
Percent:	1.5%	1.2%	1.6%	0.9%	2.8%	2.7%	2.1%	3.1%	1.7%	6.0%	10.6%	9.4%	14.6%	8.8%	33.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Mountville Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	935	72.8%
<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 & Country/Exurbs</i>	935	72.8%
Traditional & Non-Traditional Families		
	220	17.1%
<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 & Country/Exurbs</i>	220	17.1%
Younger Singles & Couples		
	130	10.1%
<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 & Country/Exurbs</i>	130	10.1%
Total:	1,285	100.0%
2013 Estimated Median Income:	\$45,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$180,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Mountville Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	930	60	44.4%
<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 & Country/Exurbs</i>	930	60	44.4%
Traditional & Non-Traditional Families	220	30	22.2%
<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 & Country/Exurbs</i>	220	30	22.2%
Younger Singles & Couples	130	45	33.3%
<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 & Country/Exurbs</i>	130	45	33.3%
Total:	1,280	135	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Mountville Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Mountville Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	60	10	10	0	0	80
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	60	10	10	0	0	80
Traditional & Non-Traditional Families	30	25	25	0	0	80
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	0	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	30	20	15	0	0	65
Younger Singles & Couples	45	40	0	0	0	85
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	45	5	0	0	0	50
Total:	135	75	35	0	0	245
Percent:	55.1%	30.6%	14.3%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 15D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mountville Borough
 Mountville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	10	10	15	11	39	32	32	51	35	165	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	10	10	15	11	39	32	32	51	35	165	400
Traditional & Non-Traditional Families	26	20	26	13	30	38	37	58	33	119	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	15	10	10	4	6	10	6	7	2	5	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	11	10	16	9	24	28	31	51	31	114	325
Younger Singles & Couples	51	37	51	26	80	36	26	35	19	64	425
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	9	7	10	5	14	6	5	7	3	9	75
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	31	22	28	15	44	25	17	22	12	34	250
Total:	87	67	92	50	149	106	95	144	87	348	1,225
Percent:	7.1%	5.5%	7.5%	4.1%	12.2%	8.7%	7.8%	11.8%	7.1%	28.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mountville Borough
 Mountville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	2	2	4	2	2	4	2	10	29	30	47	32	147	315
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	2	4	2	2	4	2	10	29	30	47	32	147	315
Traditional & Non-Traditional Families	4	3	3	2	3	6	5	8	4	12	30	28	45	29	103	285
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	3	2	2	1	2	5	3	3	1	3	30
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	2	2	2	3	3	6	3	10	25	25	42	28	100	255
Younger Singles & Couples	5	4	7	4	15	9	7	10	6	18	20	15	18	11	31	180
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	1	1	1	1	1	2	2	2	2	2	3	3	3	2	4	30
<i>Metropolitan Suburbs</i>	0	0	2	1	7	0	0	2	1	7	2	2	2	2	7	35
<i>Town & Country/Exurbs</i>	4	3	4	2	7	7	5	6	3	9	13	9	12	7	19	110
Total:	10	8	12	8	22	17	14	22	12	40	79	73	110	72	281	780
Percent:	1.3%	1.0%	1.5%	1.0%	2.8%	2.2%	1.8%	2.8%	1.5%	5.1%	10.1%	9.4%	14.1%	9.2%	36.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*New Holland Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,365	59.9%
<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 & Country/Exurbs</i>	1,365	59.9%
Traditional & Non-Traditional Families	440	19.3%
<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 & Country/Exurbs</i>	440	19.3%
Younger Singles & Couples	475	20.8%
<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 & Country/Exurbs</i>	475	20.8%
Total:	2,280	100.0%
2013 Estimated Median Income:	\$46,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$186,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within New Holland Borough Each Year Over The Next Five Years**

New Holland Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,365	60	25.0%
<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 & Country/Exurbs</i>	1,365	60	25.0%
Traditional & Non-Traditional Families	440	55	22.9%
<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 & Country/Exurbs</i>	440	55	22.9%
Younger Singles & Couples	475	125	52.1%
<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 & Country/Exurbs</i>	475	125	52.1%
Total:	2,280	240	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To New Holland Borough Each Year Over The Next Five Years**

*New Holland Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>New Holland Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	60	35	50	0	50	195
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	5	10	0	10	25
<i>Metropolitan Suburbs</i>	0	5	5	0	5	15
<i>Town & Country/Exurbs</i>	60	25	35	0	30	150
Traditional & Non-Traditional Families	55	40	75	0	45	215
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	10	30	0	5	45
<i>Metropolitan Suburbs</i>	0	5	10	0	10	25
<i>Town & Country/Exurbs</i>	55	25	35	0	20	135
Younger Singles & Couples	125	70	35	0	0	230
<i>Metropolitan Cities</i>	0	10	5	0	0	15
<i>Small Cities/Satellite Cities</i>	0	25	10	0	0	35
<i>Metropolitan Suburbs</i>	0	25	15	0	0	40
<i>Town & Country/Exurbs</i>	125	10	5	0	0	140
Total:	240	145	160	0	95	640
Percent:	37.5%	22.7%	25.0%	0.0%	14.8%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 16D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To New Holland Borough
*New Holland Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	49	37	49	32	108	82	76	121	79	342	975
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	19	12	13	7	19	10	8	10	6	21	125
<i>Metropolitan Suburbs</i>	2	2	4	3	9	5	5	10	7	28	75
<i>Town & Country/Exurbs</i>	21	20	29	20	75	65	62	100	66	292	750
Traditional & Non-Traditional Families	85	64	83	37	96	110	100	155	82	263	1,075
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	40	27	29	10	24	28	19	22	8	18	225
<i>Metropolitan Suburbs</i>	4	5	8	4	14	8	10	20	12	40	125
<i>Town & Country/Exurbs</i>	27	24	38	20	51	70	69	111	62	203	675
Younger Singles & Couples	145	106	140	75	214	93	69	93	52	163	1,150
<i>Metropolitan Cities</i>	21	12	14	6	12	3	2	2	1	2	75
<i>Small Cities/Satellite Cities</i>	20	17	24	13	31	13	11	16	8	22	175
<i>Metropolitan Suburbs</i>	18	16	25	14	52	7	6	12	8	42	200
<i>Town & Country/Exurbs</i>	86	61	77	42	119	70	50	63	35	97	700
Total:	279	207	272	144	418	285	245	369	213	768	3,200
Percent:	8.7%	6.5%	8.5%	4.5%	13.1%	8.9%	7.7%	11.5%	6.7%	24.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To New Holland Borough
*New Holland Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	5	4	7	4	15	9	9	13	9	35	64	63	101	67	295	700
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	2	2	2	1	3	5	5	6	4	15	55
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	3	4	7	5	21	55
<i>Town & Country/Exurbs</i>	1	1	3	2	8	6	6	9	7	27	56	54	88	58	259	585
Traditional & Non-Traditional Families	8	6	6	4	6	16	13	21	11	29	87	79	126	70	228	710
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	9	6	7	3	5	14	10	11	4	11	95
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	4	2	7	7	8	15	10	30	90
<i>Town & Country/Exurbs</i>	2	2	2	2	2	6	6	10	6	17	62	59	98	56	185	515
Younger Singles & Couples	17	13	17	9	29	28	21	27	15	49	49	36	48	28	84	470
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	0	0	0	0	0	10
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	4	4	5	3	9	7	6	8	4	10	70
<i>Metropolitan Suburbs</i>	2	2	4	2	10	3	3	4	3	12	2	2	4	4	18	75
<i>Town & Country/Exurbs</i>	11	8	10	5	16	19	13	17	9	27	40	28	36	20	56	315
Total:	30	23	30	17	50	53	43	61	35	113	200	178	275	165	607	1,880
Percent:	1.6%	1.2%	1.6%	0.9%	2.7%	2.8%	2.3%	3.2%	1.9%	6.0%	10.6%	9.5%	14.6%	8.8%	32.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Quarryville Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	520	50.7%
<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 & Country/Exurbs</i>	520	50.7%
Traditional & Non-Traditional Families	380	37.1%
<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 & Country/Exurbs</i>	380	37.1%
Younger Singles & Couples	125	12.2%
<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 & Country/Exurbs</i>	125	12.2%
Total:	1,025	100.0%
2013 Estimated Median Income:	\$49,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$197,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Quarryville Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	525	15	23.1%
<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 & Country/Exurbs</i>	525	15	23.1%
Traditional & Non-Traditional Families	385	30	46.2%
<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 & Country/Exurbs</i>	385	30	46.2%
Younger Singles & Couples	125	20	30.8%
<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 & Country/Exurbs</i>	125	20	30.8%
Total:	1,035	65	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Quarryville Borough Each Year Over The Next Five Years**
*Quarryville Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	<i>Quarryville Borough</i>	<i>Lancaster County</i>	<i>Regional Draw Area</i>	<i>Metropolitan Draw Area</i>	<i>Balance of U.S.</i>	Total
Empty Nesters & Retirees	15	25	35	0	0	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	0	15
<i>Metropolitan Suburbs</i>	0	0	5	0	0	5
<i>Town & Country/Exurbs</i>	15	20	20	0	0	55
Traditional & Non-Traditional Families	30	35	25	0	0	90
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	10	0	0	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	30	25	15	0	0	70
Younger Singles & Couples	20	30	30	0	0	80
<i>Metropolitan Cities</i>	0	5	5	0	0	10
<i>Small Cities/Satellite Cities</i>	0	10	10	0	0	20
<i>Metropolitan Suburbs</i>	0	10	10	0	0	20
<i>Town & Country/Exurbs</i>	20	5	5	0	0	30
Total:	65	90	90	0	0	245
Percent:	26.5%	36.7%	36.7%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 17D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Quarryville Borough
 Quarryville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	19	14	18	12	42	29	27	47	30	137	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	7	7	10	7	29	20	20	36	24	115	275
Traditional & Non-Traditional Families	30	23	31	14	37	46	42	66	37	124	450
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	19	13	13	5	10	13	9	9	3	6	100
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	11	10	18	9	27	33	33	57	34	118	350
Younger Singles & Couples	51	37	51	26	80	29	22	30	18	56	400
<i>Metropolitan Cities</i>	14	9	9	4	9	2	1	1	0	1	50
<i>Small Cities/Satellite Cities</i>	11	9	14	7	19	8	7	9	5	11	100
<i>Metropolitan Suburbs</i>	7	6	11	6	25	4	4	7	6	24	100
<i>Town & Country/Exurbs</i>	19	13	17	9	27	15	10	13	7	20	150
Total:	100	74	100	52	159	104	91	143	85	317	1,225
Percent:	8.2%	6.0%	8.2%	4.2%	13.0%	8.5%	7.4%	11.7%	6.9%	25.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Quarryville Borough
 Quarryville Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	3	2	5	4	4	7	4	16	21	22	37	25	115	270
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	2	2	4	2	2	4	2	10	17	18	30	21	99	215
Traditional & Non-Traditional Families	4	3	3	2	3	8	6	9	4	13	35	32	53	32	108	315
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	5	3	3	1	3	6	4	4	2	4	40
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	2	2	2	3	3	6	3	10	29	28	49	30	104	275
Younger Singles & Couples	4	4	6	4	12	6	5	8	5	16	16	13	16	9	31	155
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	2	2	2	2	2	3	3	4	2	8	40
<i>Metropolitan Suburbs</i>	0	0	2	1	7	0	0	2	1	7	3	3	4	3	12	45
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	4	2	7	8	6	7	4	10	65
Total:	11	9	12	8	20	18	15	24	13	45	72	67	106	66	254	740
Percent:	1.5%	1.2%	1.6%	1.1%	2.7%	2.4%	2.0%	3.2%	1.8%	6.1%	9.7%	9.1%	14.3%	8.9%	34.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Strasburg Borough, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	500	44.0%
<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 & Country/Exurbs</i>	500	44.0%
Traditional & Non-Traditional Families	565	49.8%
<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 & Country/Exurbs</i>	565	49.8%
Younger Singles & Couples	70	6.2%
<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 & Country/Exurbs</i>	70	6.2%
Total:	1,135	100.0%
2013 Estimated Median Income:	\$58,700	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$236,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Strasburg Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	500	5	14.3%
<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 & Country/Exurbs</i>	500	5	14.3%
Traditional & Non-Traditional Families	560	25	71.4%
<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 & Country/Exurbs</i>	560	25	71.4%
Younger Singles & Couples	70	5	14.3%
<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 & Country/Exurbs</i>	70	5	14.3%
Total:	1,130	35	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Strasburg Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Strasburg Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	45	10	0	15	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	5	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	5	35	10	0	10	60
Traditional & Non-Traditional Families	25	40	20	0	15	100
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	10	10	0	5	25
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	25	25	10	0	5	65
Younger Singles & Couples	5	5	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	0	0	0	0	5
Total:	35	90	30	0	30	185
Percent:	18.9%	48.6%	16.2%	0.0%	16.2%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 18D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Strasburg Borough
*Strasburg Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	18	12	16	11	38	31	28	45	30	146	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	6	6	3	8	5	3	3	1	3	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	6	6	9	7	27	24	23	38	26	134	300
Traditional & Non-Traditional Families	45	32	40	17	41	52	46	69	39	119	500
<i>Metropolitan Cities</i>	8	4	4	1	3	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	24	16	17	6	12	16	11	11	4	8	125
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	12	11	16	9	22	32	32	53	33	105	325
Younger Singles & Couples	6	5	6	4	9	4	4	4	2	6	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	69	49	62	32	88	87	78	118	71	271	925
Percent:	7.5%	5.3%	6.7%	3.5%	9.5%	9.4%	8.4%	12.8%	7.7%	29.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Strasburg Borough
*Strasburg Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	2	1	2	1	4	4	3	6	3	14	24	23	38	25	130	280
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	21	21	34	23	121	245
Traditional & Non-Traditional Families	4	3	3	2	3	8	6	8	5	13	40	35	57	33	105	325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	4	3	9	29	28	47	30	96	255
Younger Singles & Couples	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	6	4	5	3	7	14	11	16	10	29	66	60	97	60	237	625
Percent:	1.0%	0.6%	0.8%	0.5%	1.1%	2.2%	1.8%	2.6%	1.6%	4.6%	10.6%	9.6%	15.5%	9.6%	37.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Terre Hill Borough, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	330	68.1%
<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 & Country/Exurbs</i>	330	68.1%
Traditional & Non-Traditional Families		
	150	30.9%
<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 & Country/Exurbs</i>	150	30.9%
Younger Singles & Couples		
	5	1.0%
<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 & Country/Exurbs</i>	5	1.0%
Total:	485	100.0%
2013 Estimated Median Income:	\$45,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$198,300	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Terre Hill Borough Each Year Over The Next Five Years**

Terre Hill Borough, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	320	15	60.0%
<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 & Country/Exurbs</i>	320	15	60.0%
Traditional & Non-Traditional Families	150	10	40.0%
<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 & Country/Exurbs</i>	150	10	40.0%
Younger Singles & Couples	5	0	0.0%
<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 & Country/Exurbs</i>	5	0	0.0%
Total:	475	25	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Terre Hill Borough Each Year Over The Next Five Years**

*Terre Hill Borough, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Terre Hill Borough</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	15	25	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	15	20	0	0	0	35
Traditional & Non-Traditional Families	10	30	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	10	25	0	0	0	35
Younger Singles & Couples	0	10	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	25	65	0	0	0	90
Percent:	27.8%	72.2%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 19D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Terre Hill Borough
*Terre Hill Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	10	7	10	6	22	16	16	25	17	71	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	3	6	4	19	14	15	24	17	70	175
Traditional & Non-Traditional Families	10	8	12	6	19	21	20	32	19	53	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	9	5	16	18	18	30	18	51	175
Younger Singles & Couples	6	5	6	4	9	4	4	4	2	6	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	26	20	28	16	50	41	40	61	38	130	450
Percent:	5.8%	4.4%	6.2%	3.6%	11.1%	9.1%	8.9%	13.6%	8.4%	28.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Terre Hill Borough
 Terre Hill Borough, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	1	1	2	2	4	15	14	23	15	68	145
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	2	2	4	13	13	22	15	67	140
Traditional & Non-Traditional Families	0	0	0	0	0	3	2	2	1	2	19	18	30	17	51	145
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	17	17	29	17	50	135
Younger Singles & Couples	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	0	0	0	0	0	6	5	6	5	8	36	34	55	34	121	310
Percent:	0.0%	0.0%	0.0%	0.0%	0.0%	1.9%	1.6%	1.9%	1.6%	2.6%	###	11.0%	17.7%	11.0%	39.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

East Cocalico Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,125	56.1%
<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 & Country/Exurbs</i>	2,125	56.1%
Traditional & Non-Traditional Families		
	1,635	43.2%
<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 & Country/Exurbs</i>	1,635	43.2%
Younger Singles & Couples		
	25	0.7%
<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 & Country/Exurbs</i>	25	0.7%
Total:	3,785	100.0%
2013 Estimated Median Income:	\$58,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$189,200	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Cocalico Township Each Year Over The Next Five Years**

East Cocalico Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,120	105	41.2%
<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 & Country/Exurbs</i>	2,120	105	41.2%
Traditional & Non-Traditional Families	1,635	145	56.9%
<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 & Country/Exurbs</i>	1,635	145	56.9%
Younger Singles & Couples	25	5	2.0%
<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 & Country/Exurbs</i>	25	5	2.0%
Total:	3,780	255	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Cocalico Township Each Year Over The Next Five Years**

*East Cocalico Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Cocalico Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	105	60	5	0	5	175
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	105	45	5	0	5	160
Traditional & Non-Traditional Families	145	90	5	0	50	290
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	5	0	10	40
<i>Metropolitan Suburbs</i>	0	10	0	0	10	20
<i>Town & Country/Exurbs</i>	145	55	0	0	30	230
Younger Singles & Couples	5	15	0	0	10	30
<i>Metropolitan Cities</i>	0	5	0	0	5	10
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	0	0	5	15
Total:	255	165	10	0	65	495
Percent:	51.5%	33.3%	2.0%	0.0%	13.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 20D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Cocalico Township
 East Cocalico Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	23	22	34	22	94	65	65	111	74	365	875
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	4	3	5	2	11	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	16	17	28	18	86	59	60	102	69	345	800
Traditional & Non-Traditional Families	76	63	89	43	124	147	139	228	132	409	1,450
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	35	24	25	9	22	25	17	20	7	16	200
<i>Metropolitan Suburbs</i>	3	3	6	3	10	7	8	16	10	34	100
<i>Town & Country/Exurbs</i>	38	36	58	31	92	115	114	192	115	359	1,150
Younger Singles & Couples	26	18	20	10	26	12	9	10	5	14	150
<i>Metropolitan Cities</i>	14	9	9	4	9	2	1	1	0	1	50
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	9	6	8	4	13	8	6	7	4	10	75
Total:	125	103	143	75	244	224	213	349	211	788	2,475
Percent:	5.1%	4.2%	5.8%	3.0%	9.9%	9.1%	8.6%	14.1%	8.5%	31.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Cocalico Township
 East Cocalico Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	2	2	4	2	10	6	7	11	9	32	57	56	98	65	319	680
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	0	0	0	0	0	0	1	1	1	2	3	3	4	2	8	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Country/Exurbs</i>	2	2	4	2	10	6	6	9	7	27	53	52	91	61	303	635
Traditional & Traditional Famil	7	6	7	5	10	23	19	28	16	39	117	115	191	114	358	1,055
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	3	2	2	1	2	9	6	7	3	5	12	9	10	4	10	85
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	2	2	4	5	7	12	8	28	75
<i>Country/Exurbs</i>	3	3	4	3	7	13	12	19	11	30	100	99	169	102	320	895
Younger Singles & Couples	1	1	1	1	1	3	3	3	2	4	7	5	6	3	9	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Suburban/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	4	3	4	2	7	35
Total:	10	9	12	8	21	32	29	42	27	75	181	176	295	182	686	1,785
Percent:	0.6%	0.5%	0.7%	0.4%	1.2%	1.8%	1.6%	2.4%	1.5%	4.2%	10.1%	9.9%	16.5%	10.2%	38.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

East Hempfield Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	4,990	50.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	3,880	39.6%
<i>Town & Country/Exurbs</i>	1,110	11.3%
Traditional & Non-Traditional Families		
	1,870	19.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	1,440	14.7%
<i>Town & Country/Exurbs</i>	430	4.4%
Younger Singles & Couples		
	2,945	30.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	2,535	25.9%
<i>Town & Country/Exurbs</i>	410	4.2%
Total:	9,805	100.0%
2013 Estimated Median Income:	\$67,300	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$236,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Hempfield Township Each Year Over The Next Five Years**

East Hempfield Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Potential	Share of Potential
Empty Nesters & Retirees			
	4,985	175	20.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	3,875	115	13.4%
<i>Town & Country/Exurbs</i>	1,110	60	7.0%
Traditional & Non-Traditional Families			
	1,865	145	16.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	1,435	110	12.8%
<i>Town & Country/Exurbs</i>	430	35	4.1%
Younger Singles & Couples			
	2,945	540	62.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	2,535	495	57.6%
<i>Town & Country/Exurbs</i>	410	45	5.2%
Total:	9,795	860	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Hempfield Township Each Year Over The Next Five Years**

*East Hempfield Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Hempfield Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	175	175	10	10	10	380
<i>Metropolitan Cities</i>	0	0	0	5	0	5
<i>Small Cities/Satellite Cities</i>	0	25	0	5	5	35
<i>Metropolitan Suburbs</i>	115	25	0	0	0	140
<i>Town & Country/Exurbs</i>	60	125	10	0	5	200
Traditional & Non-Traditional Families	145	220	10	60	60	495
<i>Metropolitan Cities</i>	0	0	0	40	10	50
<i>Small Cities/Satellite Cities</i>	0	50	5	5	15	75
<i>Metropolitan Suburbs</i>	110	30	0	10	10	160
<i>Town & Country/Exurbs</i>	35	140	5	5	25	210
Younger Singles & Couples	540	310	30	0	95	975
<i>Metropolitan Cities</i>	0	45	5	0	30	80
<i>Small Cities/Satellite Cities</i>	0	115	10	0	20	145
<i>Metropolitan Suburbs</i>	495	85	10	0	35	625
<i>Town & Country/Exurbs</i>	45	65	5	0	10	125
Total:	860	705	50	70	165	1,850
Percent:	46.5%	38.1%	2.7%	3.8%	8.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 21D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Hempfield Township
 East Hempfield Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	74	59	84	53	215	138	135	223	147	772	1,900
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	25	16	18	9	27	15	11	14	9	31	175
<i>Metropolitan Suburbs</i>	22	19	29	18	77	47	47	79	51	311	700
<i>Town & Country/Exurbs</i>	20	21	34	24	106	74	76	129	87	429	1,000
Traditional & Non-Traditional Families	166	127	164	77	216	223	207	335	201	759	2,475
<i>Metropolitan Cities</i>	48	31	33	13	30	24	17	20	10	24	250
<i>Small Cities/Satellite Cities</i>	67	45	49	18	36	45	32	37	15	31	375
<i>Metropolitan Suburbs</i>	19	20	33	19	69	51	56	107	74	352	800
<i>Town & Country/Exurbs</i>	32	31	49	27	81	103	102	171	102	352	1,050
Younger Singles & Couples	490	378	543	307	1,032	246	206	328	210	1,135	4,875
<i>Metropolitan Cities</i>	93	58	66	33	85	17	9	12	7	20	400
<i>Small Cities/Satellite Cities</i>	73	61	89	49	138	52	45	65	37	116	725
<i>Metropolitan Suburbs</i>	272	221	338	197	712	127	113	195	131	819	3,125
<i>Town & Country/Exurbs</i>	52	38	50	28	97	50	39	56	35	180	625
Total:	730	564	791	437	1,463	607	548	886	558	2,666	9,250
Percent:	7.9%	6.1%	8.6%	4.7%	15.8%	6.6%	5.9%	9.6%	6.0%	28.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Hempfield Township
 East Hempfield Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	12	12	16	9	46	18	19	29	20	89	107	107	178	121	632	1,415
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Suburban/Satellite Cities</i>	3	3	3	2	4	4	4	4	3	5	6	6	8	5	20	80
<i>Metropolitan Suburbs</i>	5	6	8	5	26	8	9	14	9	45	34	33	57	39	237	535
<i>Country/Exurbs</i>	2	2	4	2	15	6	6	11	8	39	67	68	113	77	375	795
Traditional & Traditional Famil	18	14	18	8	32	39	34	47	24	81	166	159	269	165	651	1,725
<i>Metropolitan Cities</i>	6	4	4	1	5	9	6	8	2	10	9	7	9	4	11	95
<i>Suburban/Satellite Cities</i>	7	5	5	3	5	14	10	10	4	7	24	17	21	8	20	160
<i>Metropolitan Suburbs</i>	3	3	6	2	16	7	8	14	9	37	40	44	86	62	303	640
<i>Country/Exurbs</i>	2	2	3	2	6	9	10	15	9	27	93	91	153	91	317	830
Younger Singles & Couples	61	49	76	45	204	76	64	97	59	289	107	92	154	103	649	2,125
<i>Metropolitan Cities</i>	6	4	4	2	9	6	4	4	2	9	4	2	3	2	4	65
<i>Suburban/Satellite Cities</i>	10	8	13	7	22	16	14	21	12	37	25	21	32	19	58	315
<i>Metropolitan Suburbs</i>	38	32	52	32	156	41	36	60	38	210	47	44	83	59	457	1385
<i>Country/Exurbs</i>	7	5	7	4	17	13	10	12	7	33	31	25	36	23	130	360
Total:	91	75	110	62	282	133	117	173	103	459	380	358	601	389	1,932	5,265
Percent:	1.7%	1.4%	2.1%	1.2%	5.4%	2.5%	2.2%	3.3%	2.0%	8.7%	7.2%	6.8%	11.4%	7.4%	36.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

East Lampeter Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	3,170	48.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	1,510	23.1%
<i>Town & Country/Exurbs</i>	1,660	25.4%
Traditional & Non-Traditional Families		
	1,800	27.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	730	11.2%
<i>Town & Country/Exurbs</i>	1,070	16.4%
Younger Singles & Couples		
	1,565	23.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	775	11.9%
<i>Town & Country/Exurbs</i>	790	12.1%
Total:	6,535	100.0%
2013 Estimated Median Income:	\$48,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$197,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Lampeter Township Each Year Over The Next Five Years**

East Lampeter Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	3,170	90	17.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	1,510	35	6.9%
<i>Town & Country/Exurbs</i>	1,660	55	10.8%
Traditional & Non-Traditional Families	1,795	140	27.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	730	50	9.8%
<i>Town & Country/Exurbs</i>	1,065	90	17.6%
Younger Singles & Couples	1,565	280	54.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	775	140	27.5%
<i>Town & Country/Exurbs</i>	790	140	27.5%
Total:	6,530	510	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Lampeter Township Each Year Over The Next Five Years**

*East Lampeter Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Lampeter Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	90	120	10	10	5	235
<i>Metropolitan Cities</i>	0	0	0	5	0	5
<i>Small Cities/Satellite Cities</i>	0	15	0	5	0	20
<i>Metropolitan Suburbs</i>	35	20	0	0	0	55
<i>Town & Country/Exurbs</i>	55	85	10	0	5	155
Traditional & Non-Traditional Families	140	150	20	30	25	365
<i>Metropolitan Cities</i>	0	0	0	25	10	35
<i>Small Cities/Satellite Cities</i>	0	35	10	5	5	55
<i>Metropolitan Suburbs</i>	50	25	0	0	0	75
<i>Town & Country/Exurbs</i>	90	90	10	0	10	200
Younger Singles & Couples	280	215	10	15	60	580
<i>Metropolitan Cities</i>	0	30	5	5	20	60
<i>Small Cities/Satellite Cities</i>	0	75	5	0	20	100
<i>Metropolitan Suburbs</i>	140	75	0	10	15	240
<i>Town & Country/Exurbs</i>	140	35	0	0	5	180
Total:	510	485	40	55	90	1,180
Percent:	43.2%	41.1%	3.4%	4.7%	7.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 22D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Lampeter Township
 East Lampeter Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	45	36	52	34	133	90	87	144	94	460	1,175
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	13	8	9	5	15	8	7	9	5	21	100
<i>Metropolitan Suburbs</i>	11	10	15	10	29	24	22	36	23	95	275
<i>Town & Country/Exurbs</i>	14	15	25	17	84	56	57	98	66	343	775
Traditional & Non-Traditional Families	140	105	138	62	160	185	169	262	146	458	1,825
<i>Metropolitan Cities</i>	38	23	25	8	21	16	11	13	6	14	175
<i>Small Cities/Satellite Cities</i>	50	33	35	13	29	34	24	26	10	21	275
<i>Metropolitan Suburbs</i>	15	15	24	13	33	32	32	55	33	123	375
<i>Town & Country/Exurbs</i>	37	34	54	28	77	103	102	168	97	300	1,000
Younger Singles & Couples	303	232	331	193	636	180	143	214	130	538	2,900
<i>Metropolitan Cities</i>	66	42	49	25	68	12	6	9	5	18	300
<i>Small Cities/Satellite Cities</i>	49	42	60	34	95	36	31	44	25	84	500
<i>Metropolitan Suburbs</i>	82	73	126	81	318	44	43	80	54	299	1,200
<i>Town & Country/Exurbs</i>	106	75	96	53	155	88	63	81	46	137	900
Total:	488	373	521	289	929	455	399	620	370	1,456	5,900
Percent:	8.3%	6.3%	8.8%	4.9%	15.7%	7.7%	6.8%	10.5%	6.3%	24.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Lampeter Township
 East Lampeter Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	8	8	11	7	21	12	13	19	13	48	70	71	118	78	378	875
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	2	2	2	1	3	4	4	5	3	14	50
<i>Metropolitan Suburbs</i>	2	3	4	4	7	4	5	8	5	18	17	17	25	16	65	200
<i>Town & Country/Exurbs</i>	2	2	4	2	10	6	6	9	7	27	49	50	88	59	299	620
Traditional & Non-Traditional Families	15	11	16	5	23	37	30	41	21	56	136	129	206	118	376	1,220
<i>Metropolitan Cities</i>	5	3	3	0	4	8	5	5	2	5	4	3	4	2	7	60
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	12	9	9	4	6	17	12	13	5	13	115
<i>Metropolitan Suburbs</i>	2	2	5	2	9	6	5	9	6	19	24	25	42	27	92	275
<i>Town & Country/Exurbs</i>	3	3	5	2	7	11	11	18	9	26	91	89	147	84	264	770
Younger Singles & Couples	34	28	48	29	121	52	42	65	40	151	87	67	102	62	277	1,205
<i>Metropolitan Cities</i>	4	3	3	2	8	4	3	3	2	8	3	1	2	1	3	50
<i>Small Cities/Satellite Cities</i>	5	5	8	5	17	11	9	14	9	27	18	15	21	12	44	220
<i>Metropolitan Suburbs</i>	12	11	24	14	74	14	13	26	16	81	16	15	32	22	150	520
<i>Town & Country/Exurbs</i>	13	9	13	8	22	23	17	22	13	35	50	36	47	27	80	415
Total:	57	47	75	41	165	101	85	125	74	255	293	267	426	258	1,031	3,300
Percent:	1.7%	1.4%	2.3%	1.2%	5.0%	3.1%	2.6%	3.8%	2.2%	7.7%	8.9%	8.1%	12.9%	7.8%	31.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Ephrata Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	2,160	62.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	115	3.3%
<i>Metropolitan Suburbs</i>	10	0.3%
<i>Town & Country/Exurbs</i>	2,035	59.1%
Traditional & Non-Traditional Families	970	28.2%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	95	2.8%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	875	25.4%
Younger Singles & Couples	315	9.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	45	1.3%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	270	7.8%
Total:	3,445	100.0%
2013 Estimated Median Income:	\$53,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$191,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Ephrata Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,165	100	41.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	120	5	2.1%
<i>Metropolitan Suburbs</i>	10	0	0.0%
<i>Town & Country/Exurbs</i>	2,035	95	39.6%
Traditional & Non-Traditional Families	970	90	37.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	95	15	6.3%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	875	75	31.3%
Younger Singles & Couples	320	50	20.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	45	10	4.2%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	275	40	16.7%
Total:	3,455	240	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Ephrata Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u><i>Ephrata Township</i></u>	<u><i>Lancaster County</i></u>	<u><i>Regional Draw Area</i></u>	<u><i>Metropolitan Draw Area</i></u>	<u><i>Balance of U.S.</i></u>	<u>Total</u>
Empty Nesters & Retirees	100	50	10	0	0	160
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	5	0	0	0	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	95	40	10	0	0	145
Traditional & Non-Traditional Families	90	80	10	0	10	190
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	15	15	5	0	5	40
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	75	55	5	0	5	140
Younger Singles & Couples	50	115	10	0	35	210
<i>Metropolitan Cities</i>	0	15	0	0	15	30
<i>Small Cities/Satellite Cities</i>	10	35	10	0	5	60
<i>Metropolitan Suburbs</i>	0	40	0	0	10	50
<i>Town & Country/Exurbs</i>	40	25	0	0	5	70
Total:	240	245	30	0	45	560
Percent:	42.9%	43.8%	5.4%	0.0%	8.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 23D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Ephrata Township
*Ephrata Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	22	21	30	20	87	59	59	99	66	337	800
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	4	3	5	2	11	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	15	16	24	16	79	53	54	90	61	317	725
Traditional & Non-Traditional Families	63	49	68	33	87	100	91	143	77	239	950
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	35	24	25	9	22	25	17	20	7	16	200
<i>Metropolitan Suburbs</i>	1	1	4	2	7	3	3	7	5	17	50
<i>Town & Country/Exurbs</i>	27	24	39	22	58	72	71	116	65	206	700
Younger Singles & Couples	124	93	128	69	211	72	56	82	48	167	1,050
<i>Metropolitan Cities</i>	33	21	25	12	34	7	4	5	3	6	150
<i>Small Cities/Satellite Cities</i>	32	27	39	21	56	23	19	28	15	40	300
<i>Metropolitan Suburbs</i>	23	19	31	18	64	10	9	16	10	50	250
<i>Town & Country/Exurbs</i>	36	26	33	18	57	32	24	33	20	71	350
Total:	209	163	226	122	385	231	206	324	191	743	2,800
Percent:	7.5%	5.8%	8.1%	4.4%	13.8%	8.3%	7.4%	11.6%	6.8%	26.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Ephrata Township
 Ephrata Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	3	2	8	4	5	10	8	33	51	52	88	58	296	620
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	1	1	1	2	3	3	4	2	8	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	3	2	8	4	4	8	6	28	47	48	81	54	280	575
Traditional & Non-Traditional Families	5	4	4	3	4	17	14	19	10	25	77	72	118	66	212	650
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	9	6	7	3	5	12	9	10	4	10	85
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	2	2	6	4	16	35
<i>Town & Country/Exurbs</i>	2	2	2	2	2	7	7	11	6	19	63	61	102	58	186	530
Younger Singles & Couples	13	11	17	9	35	23	18	24	14	46	36	27	40	24	88	425
<i>Metropolitan Cities</i>	3	2	2	1	2	2	1	1	0	1	3	1	2	1	3	25
<i>Small Cities/Satellite Cities</i>	3	3	5	3	11	8	6	10	6	15	11	9	12	6	17	125
<i>Metropolitan Suburbs</i>	3	3	5	2	12	4	4	5	3	14	3	3	6	5	23	95
<i>Town & Country/Exurbs</i>	4	3	5	3	10	9	7	8	5	16	19	14	20	12	45	180
Total:	19	16	24	14	47	44	37	53	32	104	164	151	246	148	596	1,695
Percent:	1.1%	0.9%	1.4%	0.8%	2.8%	2.6%	2.2%	3.1%	1.9%	6.1%	9.7%	8.9%	14.5%	8.7%	35.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Lancaster Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	3,245	49.3%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.1%
<i>Metropolitan Suburbs</i>	3,240	49.2%
<i>Town & Country/Exurbs</i>	0	0.0%
Traditional & Non-Traditional Families	1,155	17.6%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.1%
<i>Metropolitan Suburbs</i>	1,150	17.5%
<i>Town & Country/Exurbs</i>	0	0.0%
Younger Singles & Couples	2,180	33.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.1%
<i>Metropolitan Suburbs</i>	2,175	33.1%
<i>Town & Country/Exurbs</i>	0	0.0%
Total:	6,580	100.0%
2013 Estimated Median Income:	\$44,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$162,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Lancaster Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	3,245	140	16.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	3,240	140	16.3%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Traditional & Non-Traditional Families	1,150	125	14.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	1,145	125	14.5%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Younger Singles & Couples	2,180	595	69.2%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	2,175	595	69.2%
<i>Town & Country/Exurbs</i>	0	0	0.0%
Total:	6,575	860	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Lancaster Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Lancaster Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	140	115	10	10	50	325
<i>Metropolitan Cities</i>	0	0	0	5	5	10
<i>Small Cities/Satellite Cities</i>	0	15	0	5	10	30
<i>Metropolitan Suburbs</i>	140	15	0	0	5	160
<i>Town & Country/Exurbs</i>	0	85	10	0	30	125
Traditional & Non-Traditional Families	125	145	10	60	105	445
<i>Metropolitan Cities</i>	0	0	0	40	30	70
<i>Small Cities/Satellite Cities</i>	0	35	5	5	25	70
<i>Metropolitan Suburbs</i>	125	20	0	10	10	165
<i>Town & Country/Exurbs</i>	0	90	5	5	40	140
Younger Singles & Couples	595	200	30	125	160	1,110
<i>Metropolitan Cities</i>	0	30	5	35	45	115
<i>Small Cities/Satellite Cities</i>	0	75	10	25	40	150
<i>Metropolitan Suburbs</i>	595	55	10	60	50	770
<i>Town & Country/Exurbs</i>	0	40	5	5	25	75
Total:	860	460	50	195	315	1,880
Percent:	45.7%	24.5%	2.7%	10.4%	16.8%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 24D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Lancaster Township
 Lancaster Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	81	61	86	53	194	131	124	196	128	571	1,625
<i>Metropolitan Cities</i>	14	6	7	3	10	3	2	2	1	2	50
<i>Small Cities/Satellite Cities</i>	20	12	14	7	22	12	10	14	8	31	150
<i>Metropolitan Suburbs</i>	34	29	44	27	96	65	63	100	65	277	800
<i>Town & Country/Exurbs</i>	13	14	21	16	66	51	49	80	54	261	625
Traditional & Non-Traditional Families	190	143	178	78	201	222	199	303	167	544	2,225
<i>Metropolitan Cities</i>	68	44	47	18	43	30	22	29	14	35	350
<i>Small Cities/Satellite Cities</i>	57	39	43	16	35	39	29	35	15	42	350
<i>Metropolitan Suburbs</i>	39	38	55	27	71	80	77	126	71	241	825
<i>Town & Country/Exurbs</i>	26	22	33	17	52	73	71	113	67	226	700
Younger Singles & Couples	549	436	664	394	1,352	253	217	357	230	1,098	5,550
<i>Metropolitan Cities</i>	111	70	88	48	148	21	13	18	11	47	575
<i>Small Cities/Satellite Cities</i>	65	55	84	48	153	48	42	65	40	150	750
<i>Metropolitan Suburbs</i>	338	286	459	279	988	151	137	240	158	814	3,850
<i>Town & Country/Exurbs</i>	35	25	33	19	63	33	25	34	21	87	375
Total:	820	640	928	525	1,747	606	540	856	525	2,213	9,400
Percent:	8.7%	6.8%	9.9%	5.6%	18.6%	6.4%	5.7%	9.1%	5.6%	23.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Lancaster Township
 Lancaster Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	14	12	20	11	43	20	18	29	17	76	96	93	150	98	453	1,150
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	0	0	0	0	0	10
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	3	2	3	1	6	7	6	9	6	22	75
<i>Metropolitan Suburbs</i>	9	8	14	8	31	12	12	21	12	53	42	42	68	44	194	570
<i>Town & Country/Exurbs</i>	1	1	3	2	8	3	3	4	4	16	47	45	73	48	237	495
Traditional & Non-Traditional Families	23	18	22	12	25	45	36	51	26	77	156	144	227	131	442	1,435
<i>Metropolitan Cities</i>	7	5	5	2	6	12	9	11	5	13	11	9	12	6	17	130
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	12	9	9	4	6	20	15	20	9	31	160
<i>Metropolitan Suburbs</i>	7	6	10	5	12	14	12	21	11	37	60	59	95	56	190	595
<i>Town & Country/Exurbs</i>	2	2	2	2	2	7	6	10	6	21	65	61	100	60	204	550
Younger Singles & Couples	72	61	101	63	263	83	71	114	71	316	96	84	142	93	525	2,155
<i>Metropolitan Cities</i>	10	6	8	5	21	9	5	7	4	20	3	1	2	1	8	110
<i>Small Cities/Satellite Cities</i>	10	9	13	7	26	15	13	22	12	48	24	21	32	19	74	345
<i>Metropolitan Suburbs</i>	48	43	75	48	201	51	47	77	50	230	50	48	87	60	385	1500
<i>Town & Country/Exurbs</i>	4	3	5	3	15	8	6	8	5	18	19	14	21	13	58	200
Total:	109	91	143	86	331	148	125	194	114	469	348	321	519	322	1,420	4,740
Percent:	2.3%	1.9%	3.0%	1.8%	7.0%	3.1%	2.6%	4.1%	2.4%	9.9%	7.3%	6.8%	10.9%	6.8%	30.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Manheim Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	7,850	50.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	10	0.1%
<i>Metropolitan Suburbs</i>	7,410	47.9%
<i>Town & Country/Exurbs</i>	430	2.8%
Traditional & Non-Traditional Families		
	3,375	21.8%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	0.1%
<i>Metropolitan Suburbs</i>	2,895	18.7%
<i>Town & Country/Exurbs</i>	465	3.0%
Younger Singles & Couples		
	4,250	27.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	25	0.2%
<i>Metropolitan Suburbs</i>	3,915	25.3%
<i>Town & Country/Exurbs</i>	310	2.0%
Total:	15,475	100.0%
2013 Estimated Median Income:	\$61,100	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$223,300	
2013 Estimated National Median Home Value:	\$171,300	

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Manheim Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	7,850	245	20.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	10	0	0.0%
<i>Metropolitan Suburbs</i>	7,410	230	19.1%
<i>Town & Country/Exurbs</i>	430	15	1.2%
Traditional & Non-Traditional Families	3,375	255	21.2%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	5	0.4%
<i>Metropolitan Suburbs</i>	2,895	220	18.3%
<i>Town & Country/Exurbs</i>	465	30	2.5%
Younger Singles & Couples	4,250	705	58.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	25	5	0.4%
<i>Metropolitan Suburbs</i>	3,915	680	56.4%
<i>Town & Country/Exurbs</i>	310	20	1.7%
Total:	15,475	1,205	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Manheim Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Manheim Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	245	340	50	10	140	785
<i>Metropolitan Cities</i>	0	0	0	5	15	20
<i>Small Cities/Satellite Cities</i>	0	55	10	5	25	95
<i>Metropolitan Suburbs</i>	230	45	5	0	25	305
<i>Town & Country/Exurbs</i>	15	240	35	0	75	365
Traditional & Non-Traditional Families	255	410	75	70	290	1,100
<i>Metropolitan Cities</i>	0	0	0	50	75	125
<i>Small Cities/Satellite Cities</i>	5	105	30	5	55	200
<i>Metropolitan Suburbs</i>	220	45	10	10	50	335
<i>Town & Country/Exurbs</i>	30	260	35	5	110	440
Younger Singles & Couples	705	475	50	135	390	1,755
<i>Metropolitan Cities</i>	0	75	5	40	125	245
<i>Small Cities/Satellite Cities</i>	5	175	15	25	95	315
<i>Metropolitan Suburbs</i>	680	120	20	65	110	995
<i>Town & Country/Exurbs</i>	20	105	10	5	60	200
Total:	1,205	1,225	175	215	820	3,640
Percent:	33.1%	33.7%	4.8%	5.9%	22.5%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 25D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manheim Township
 Manheim Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	176	133	183	113	445	303	291	468	307	1,506	3,925
<i>Metropolitan Cities</i>	21	9	10	5	20	6	3	4	2	20	100
<i>Small Cities/Satellite Cities</i>	64	38	43	23	67	43	33	45	28	91	475
<i>Metropolitan Suburbs</i>	49	43	68	42	178	109	111	182	120	623	1,525
<i>Town & Country/Exurbs</i>	42	43	62	43	180	145	144	237	157	772	1,825
Traditional & Non-Traditional Families	421	308	387	175	484	507	455	725	424	1,614	5,500
<i>Metropolitan Cities</i>	133	82	87	32	76	51	37	48	20	59	625
<i>Small Cities/Satellite Cities</i>	160	110	119	45	101	113	83	101	45	123	1,000
<i>Metropolitan Suburbs</i>	46	45	75	42	142	114	121	227	152	711	1,675
<i>Town & Country/Exurbs</i>	82	71	106	56	165	229	214	349	207	721	2,200
Younger Singles & Couples	781	611	905	535	2,003	414	360	590	386	2,190	8,775
<i>Metropolitan Cities</i>	237	151	187	97	313	44	29	39	23	105	1,225
<i>Small Cities/Satellite Cities</i>	145	124	182	105	319	107	93	137	80	283	1,575
<i>Metropolitan Suburbs</i>	315	274	455	288	1,208	183	176	325	229	1,522	4,975
<i>Town & Country/Exurbs</i>	84	62	81	45	163	80	62	89	54	280	1,000
Total:	1,378	1,052	1,475	823	2,932	1,224	1,106	1,783	1,117	5,310	18,200
Percent:	7.6%	5.8%	8.1%	4.5%	16.1%	6.7%	6.1%	9.8%	6.1%	29.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manheim Township
 Manheim Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	28	24	35	23	100	48	44	63	45	190	229	227	369	243	1,207	2,875
<i>Metropolitan Cities</i>	3	2	2	1	7	2	1	1	0	6	1	0	1	1	7	35
<i>Small Cities/Satellite Cities</i>	9	7	8	5	11	11	9	10	7	18	23	20	27	16	59	240
<i>Metropolitan Suburbs</i>	13	12	20	12	58	21	20	32	23	99	76	78	131	87	463	1145
<i>Town & Country/Exurbs</i>	3	3	5	5	24	14	14	20	15	67	129	129	210	139	678	1455
Traditional & Non-Traditional Families	44	32	44	22	73	95	77	109	60	189	368	341	567	348	1,356	3,725
<i>Metropolitan Cities</i>	13	8	9	4	11	20	14	17	8	21	19	15	20	10	26	215
<i>Small Cities/Satellite Cities</i>	17	12	13	5	13	35	25	28	12	25	61	45	58	29	87	465
<i>Metropolitan Suburbs</i>	8	7	14	9	32	18	19	33	21	84	88	92	180	124	596	1325
<i>Town & Country/Exurbs</i>	6	5	8	4	17	22	19	31	19	59	200	189	309	185	647	1720
Younger Singles & Couples	103	84	138	90	420	130	111	179	113	572	183	163	274	185	1,195	3,940
<i>Metropolitan Cities</i>	21	13	18	11	47	18	13	16	8	40	6	4	5	4	16	240
<i>Small Cities/Satellite Cities</i>	19	17	26	16	57	35	30	46	26	93	52	45	65	38	135	700
<i>Metropolitan Suburbs</i>	52	46	83	56	288	57	53	97	67	391	75	75	146	107	842	2435
<i>Town & Country/Exurbs</i>	11	8	11	7	28	20	15	20	12	48	50	39	58	36	202	565
Total:	175	140	217	135	593	273	232	351	218	951	780	731	1,210	776	3,758	10,540
Percent:	1.7%	1.3%	2.1%	1.3%	5.6%	2.6%	2.2%	3.3%	2.1%	9.0%	7.4%	6.9%	11.5%	7.4%	35.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Warwick Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	3,390	49.6%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	1,695	24.8%
<i>Town & Country/Exurbs</i>	1,695	24.8%
Traditional & Non-Traditional Families		
	2,530	37.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	960	14.0%
<i>Town & Country/Exurbs</i>	1,570	23.0%
Younger Singles & Couples		
	915	13.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	470	6.9%
<i>Town & Country/Exurbs</i>	445	6.5%
Total:	6,835	100.0%
2013 Estimated Median Income:	\$65,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$201,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Warwick Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees			
	3,395	145	26.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	1,700	70	12.6%
<i>Town & Country/Exurbs</i>	1,695	75	13.5%
Traditional & Non-Traditional Families			
	2,530	250	45.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	960	85	15.3%
<i>Town & Country/Exurbs</i>	1,570	165	29.7%
Younger Singles & Couples			
	915	160	28.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	470	110	19.8%
<i>Town & Country/Exurbs</i>	445	50	9.0%
Total:	6,840	555	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Warwick Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Warwick Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	145	125	25	0	5	300
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	20	5	0	0	25
<i>Metropolitan Suburbs</i>	70	20	0	0	0	90
<i>Town & Country/Exurbs</i>	75	85	20	0	5	185
Traditional & Non-Traditional Families	250	150	50	0	35	485
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	35	20	0	5	60
<i>Metropolitan Suburbs</i>	85	20	5	0	5	115
<i>Town & Country/Exurbs</i>	165	95	25	0	15	300
Younger Singles & Couples	160	120	15	0	45	340
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	110	75	10	0	35	230
<i>Town & Country/Exurbs</i>	50	45	5	0	10	110
Total:	555	395	90	0	85	1,125
Percent:	49.3%	35.1%	8.0%	0.0%	7.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 26D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Warwick Township

Warwick Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	51	44	66	41	173	114	109	184	122	596	1,500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	19	12	13	7	19	11	8	11	6	19	125
<i>Metropolitan Suburbs</i>	13	12	21	13	56	31	30	54	37	183	450
<i>Town & Country/Exurbs</i>	19	20	32	21	98	72	71	119	79	394	925
Traditional & Non-Traditional Families	135	111	155	78	211	232	225	370	212	696	2,425
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	51	34	37	14	29	36	27	31	13	28	300
<i>Metropolitan Suburbs</i>	21	22	34	19	54	47	51	91	55	181	575
<i>Town & Country/Exurbs</i>	49	47	76	42	121	145	145	246	144	485	1,500
Younger Singles & Couples	120	101	160	100	399	86	74	125	83	452	1,700
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	72	66	115	74	308	42	40	76	53	304	1,150
<i>Town & Country/Exurbs</i>	48	35	45	26	91	44	34	49	30	148	550
Total:	306	256	381	219	783	432	408	679	417	1,744	5,625
Percent:	5.4%	4.6%	6.8%	3.9%	13.9%	7.7%	7.3%	12.1%	7.4%	31.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 26E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Warwick Township
 Warwick Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	7	7	12	7	27	16	17	26	18	73	90	89	152	101	483	1,125
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	3	3	3	2	4	5	5	7	4	14	55
<i>Metropolitan Suburbs</i>	3	4	7	5	16	6	7	12	8	32	21	21	38	26	129	335
<i>Town & Country/Exurbs</i>	2	2	4	2	10	7	7	11	8	37	64	63	107	71	340	735
Traditional & Non-Traditional Families	13	11	17	9	25	36	31	47	26	70	185	182	302	179	602	1,735
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	6	4	4	2	4	12	9	9	4	6	19	14	17	7	18	135
<i>Metropolitan Suburbs</i>	3	3	6	3	10	9	8	15	9	24	36	39	69	43	148	425
<i>Town & Country/Exurbs</i>	4	4	7	4	11	15	14	23	13	40	126	127	214	129	434	1165
Younger Singles & Couples	18	15	27	17	88	24	20	35	24	112	43	36	64	42	255	820
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	11	10	21	13	70	13	12	23	16	81	17	16	33	23	156	515
<i>Town & Country/Exurbs</i>	7	5	6	4	18	11	8	12	8	31	26	20	31	19	99	305
Total:	38	33	56	33	140	76	68	108	68	255	318	307	518	322	1,340	3,680
Percent:	1.0%	0.9%	1.5%	0.9%	3.8%	2.1%	1.8%	2.9%	1.8%	6.9%	8.6%	8.3%	14.1%	8.8%	36.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*West Hempfield Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	3,210	52.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	70	1.2%
<i>Metropolitan Suburbs</i>	490	8.1%
<i>Town & Country/Exurbs</i>	2,650	43.6%
Traditional & Non-Traditional Families	2,085	34.3%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.1%
<i>Metropolitan Suburbs</i>	395	6.5%
<i>Town & Country/Exurbs</i>	1,685	27.7%
Younger Singles & Couples	780	12.8%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	0.2%
<i>Metropolitan Suburbs</i>	320	5.3%
<i>Town & Country/Exurbs</i>	445	7.3%
Total:	6,075	100.0%
2013 Estimated Median Income:	\$63,100	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$191,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within West Hempfield Township Each Year Over The Next Five Years**

West Hempfield Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	3,215	110	34.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	70	0	0.0%
<i>Metropolitan Suburbs</i>	490	10	3.2%
<i>Town & Country/Exurbs</i>	2,655	100	31.7%
Traditional & Non-Traditional Families	2,090	120	38.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	400	20	6.3%
<i>Town & Country/Exurbs</i>	1,685	100	31.7%
Younger Singles & Couples	780	85	27.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	0	0.0%
<i>Metropolitan Suburbs</i>	320	30	9.5%
<i>Town & Country/Exurbs</i>	445	55	17.5%
Total:	6,085	315	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To West Hempfield Township Each Year Over The Next Five Years**

*West Hempfield Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>West Hempfield Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	110	115	85	0	5	315
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	15	0	0	30
<i>Metropolitan Suburbs</i>	10	20	10	0	0	40
<i>Town & Country/Exurbs</i>	100	80	60	0	5	245
Traditional & Non-Traditional Families	120	140	75	0	25	360
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	35	30	0	5	70
<i>Metropolitan Suburbs</i>	20	20	10	0	0	50
<i>Town & Country/Exurbs</i>	100	85	35	0	10	230
Younger Singles & Couples	85	210	80	0	60	435
<i>Metropolitan Cities</i>	0	30	10	0	20	60
<i>Small Cities/Satellite Cities</i>	0	70	25	0	20	115
<i>Metropolitan Suburbs</i>	30	70	30	0	15	145
<i>Town & Country/Exurbs</i>	55	40	15	0	5	115
Total:	315	465	240	0	90	1,110
Percent:	28.4%	41.9%	21.6%	0.0%	8.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within /To West Hempfield Township
 West Hempfield Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	52	42	62	40	174	108	110	187	128	672	1,575
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	24	15	16	8	22	13	9	11	7	25	150
<i>Metropolitan Suburbs</i>	7	6	10	6	21	13	14	24	17	82	200
<i>Town & Country/Exurbs</i>	21	21	36	26	131	82	87	152	104	565	1,225
Traditional & Non-Traditional Families	119	91	119	56	150	171	161	262	153	518	1,800
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	62	42	45	16	35	41	30	35	14	30	350
<i>Metropolitan Suburbs</i>	7	7	12	7	22	17	18	37	24	99	250
<i>Town & Country/Exurbs</i>	36	34	54	30	86	109	111	188	115	387	1,150
Younger Singles & Couples	225	169	234	132	450	131	106	162	101	465	2,175
<i>Metropolitan Cities</i>	69	43	49	23	66	12	7	9	6	16	300
<i>Small Cities/Satellite Cities</i>	55	48	68	39	110	40	35	51	30	99	575
<i>Metropolitan Suburbs</i>	43	37	63	40	177	27	26	49	34	229	725
<i>Town & Country/Exurbs</i>	58	41	54	30	97	52	38	53	31	121	575
Total:	396	302	415	228	774	410	377	611	382	1,655	5,550
Percent:	7.1%	5.4%	7.5%	4.1%	13.9%	7.4%	6.8%	11.0%	6.9%	29.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To West Hempfield Township
 West Hempfield Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	7	7	10	7	24	12	12	21	14	66	89	93	159	110	574	1,205
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	3	3	3	2	4	5	5	6	4	15	65
<i>Metropolitan Suburbs</i>	1	1	3	2	8	2	2	4	2	10	10	11	18	13	63	150
<i>Town & Country/Exurbs</i>	3	3	4	3	12	7	7	14	10	52	74	77	135	93	496	990
Traditional & Non-Traditional Families	11	9	13	8	19	27	23	33	16	51	136	128	214	129	448	1,265
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	14	10	10	4	7	21	15	18	7	19	150
<i>Metropolitan Suburbs</i>	1	1	2	2	4	3	3	6	2	16	14	14	28	20	79	195
<i>Town & Country/Exurbs</i>	3	3	6	3	10	10	10	17	10	28	97	97	166	102	348	910
Younger Singles & Couples	23	19	31	18	84	34	28	43	26	124	65	52	82	51	260	940
<i>Metropolitan Cities</i>	1	1	1	1	6	0	0	0	0	5	3	1	2	1	3	25
<i>Small Cities/Satellite Cities</i>	8	7	11	5	19	13	11	17	9	35	19	16	24	14	47	255
<i>Metropolitan Suburbs</i>	7	6	12	8	47	8	7	14	10	56	11	11	23	16	129	365
<i>Town & Country/Exurbs</i>	7	5	7	4	12	13	10	12	7	28	32	24	33	20	81	295
Total:	41	35	54	33	127	73	63	97	56	241	290	273	455	290	1,282	3,410
Percent:	1.2%	1.0%	1.6%	1.0%	3.7%	2.1%	1.8%	2.8%	1.6%	7.1%	8.5%	8.0%	13.3%	8.5%	37.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

West Lampeter Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	4,000	61.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	950	14.6%
<i>Town & Country/Exurbs</i>	3,050	46.9%
Traditional & Non-Traditional Families		
	1,595	24.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	720	11.1%
<i>Town & Country/Exurbs</i>	875	13.4%
Younger Singles & Couples		
	915	14.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	395	6.1%
<i>Town & Country/Exurbs</i>	520	8.0%
Total:	6,510	100.0%
2013 Estimated Median Income:	\$57,400	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$228,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within West Lampeter Township Each Year Over The Next Five Years**

West Lampeter Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	3,995	90	29.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	945	20	6.5%
<i>Town & Country/Exurbs</i>	3,050	70	22.6%
Traditional & Non-Traditional Families	1,590	90	29.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	715	35	11.3%
<i>Town & Country/Exurbs</i>	875	55	17.7%
Younger Singles & Couples	910	130	41.9%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	390	60	19.4%
<i>Town & Country/Exurbs</i>	520	70	22.6%
Total:	6,495	310	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To West Lampeter Township Each Year Over The Next Five Years**

*West Lampeter Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>West Lampeter Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	90	120	115	10	140	475
<i>Metropolitan Cities</i>	0	0	0	5	15	20
<i>Small Cities/Satellite Cities</i>	0	15	25	5	25	70
<i>Metropolitan Suburbs</i>	20	20	15	0	25	80
<i>Town & Country/Exurbs</i>	70	85	75	0	75	305
Traditional & Non-Traditional Families	90	145	140	30	25	430
<i>Metropolitan Cities</i>	0	0	0	25	10	35
<i>Small Cities/Satellite Cities</i>	0	35	55	5	5	100
<i>Metropolitan Suburbs</i>	35	20	20	0	0	75
<i>Town & Country/Exurbs</i>	55	90	65	0	10	220
Younger Singles & Couples	130	220	80	65	60	555
<i>Metropolitan Cities</i>	0	30	10	15	20	75
<i>Small Cities/Satellite Cities</i>	0	75	25	15	20	135
<i>Metropolitan Suburbs</i>	60	75	30	30	15	210
<i>Town & Country/Exurbs</i>	70	40	15	5	5	135
Total:	310	485	335	105	225	1,460
Percent:	21.2%	33.2%	22.9%	7.2%	15.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 28D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Lampeter Township
 West Lampeter Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	112	80	110	67	266	185	176	281	183	915	2,375
<i>Metropolitan Cities</i>	21	9	10	5	20	6	3	4	2	20	100
<i>Small Cities/Satellite Cities</i>	47	28	31	17	52	29	22	31	19	74	350
<i>Metropolitan Suburbs</i>	12	10	18	11	44	27	28	48	32	170	400
<i>Town & Country/Exurbs</i>	32	33	51	34	150	123	123	198	130	651	1,525
Traditional & Non-Traditional Families	166	122	155	70	187	205	185	291	168	601	2,150
<i>Metropolitan Cities</i>	38	23	25	8	21	16	11	13	6	14	175
<i>Small Cities/Satellite Cities</i>	87	59	64	23	52	60	43	49	20	43	500
<i>Metropolitan Suburbs</i>	11	11	19	11	33	29	31	55	36	139	375
<i>Town & Country/Exurbs</i>	30	29	47	28	81	100	100	174	106	405	1,100
Younger Singles & Couples	270	207	293	170	585	155	128	198	128	641	2,775
<i>Metropolitan Cities</i>	79	49	59	30	88	15	9	12	8	26	375
<i>Small Cities/Satellite Cities</i>	60	52	79	46	138	44	39	59	36	122	675
<i>Metropolitan Suburbs</i>	69	61	97	61	252	39	37	67	47	320	1,050
<i>Town & Country/Exurbs</i>	62	45	58	33	107	57	43	60	37	173	675
Total:	548	409	558	307	1,038	545	489	770	479	2,157	7,300
Percent:	7.5%	5.6%	7.6%	4.2%	14.2%	7.5%	6.7%	10.5%	6.6%	29.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Lampeter Township
 West Lampeter Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	15	12	19	10	49	23	21	36	21	104	147	142	231	152	758	1,740
<i>Metropolitan Cities</i>	3	2	2	1	7	2	1	1	0	6	1	0	1	1	7	35
<i>Small Cities/Satellite Cities</i>	6	4	5	2	8	8	6	8	4	14	15	13	20	12	50	175
<i>Metropolitan Suburbs</i>	3	3	6	3	15	4	4	10	5	27	20	20	34	23	128	305
<i>Town & Country/Exurbs</i>	3	3	6	4	19	9	10	17	12	57	111	109	176	116	573	1225
Traditional & Non-Traditional Families	20	14	17	7	22	40	32	44	21	73	146	139	231	140	504	1,450
<i>Metropolitan Cities</i>	5	3	3	0	4	8	5	5	2	5	4	3	4	2	7	60
<i>Small Cities/Satellite Cities</i>	11	7	8	3	6	19	13	14	5	14	30	22	27	11	25	215
<i>Metropolitan Suburbs</i>	2	2	3	2	6	4	4	9	5	23	22	23	44	30	111	290
<i>Town & Country/Exurbs</i>	2	2	3	2	6	9	10	16	9	31	90	91	156	97	361	885
Younger Singles & Couples	36	28	44	26	116	49	39	61	37	164	72	60	95	63	360	1,250
<i>Metropolitan Cities</i>	8	4	6	3	14	7	4	5	3	11	1	0	1	1	2	70
<i>Small Cities/Satellite Cities</i>	9	8	12	7	24	15	13	21	11	40	21	18	27	16	58	300
<i>Metropolitan Suburbs</i>	11	10	18	11	60	13	12	21	14	80	16	16	29	22	177	510
<i>Town & Country/Exurbs</i>	8	6	8	5	18	14	10	14	9	33	34	26	38	24	123	370
Total:	71	54	80	43	187	112	92	141	79	341	365	341	557	355	1,622	4,440
Percent:	1.6%	1.2%	1.8%	1.0%	4.2%	2.5%	2.1%	3.2%	1.8%	7.7%	8.2%	7.7%	34.3%	8.0%	36.5%	121.8%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Clay Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,370	60.5%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	35	1.5%
<i>Town & Country/Exurbs</i>	1,335	58.9%
Traditional & Non-Traditional Families	845	37.3%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	0.2%
<i>Town & Country/Exurbs</i>	840	37.1%
Younger Singles & Couples	50	2.2%
<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 & Country/Exurbs</i>	50	2.2%
Total:	2,265	100.0%
2013 Estimated Median Income:	\$58,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$196,900	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Clay Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,365	65	40.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	30	0	0.0%
<i>Town & Country/Exurbs</i>	1,335	65	40.6%
Traditional & Non-Traditional Families	835	80	50.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5	0	0.0%
<i>Town & Country/Exurbs</i>	830	80	50.0%
Younger Singles & Couples	50	15	9.4%
<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 & Country/Exurbs</i>	50	15	9.4%
Total:	2,250	160	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Clay Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Clay Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	65	35	10	0	0	110
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	65	25	10	0	0	100
Traditional & Non-Traditional Families	80	100	10	0	0	190
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	5	0	0	30
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	80	60	5	0	0	145
Younger Singles & Couples	15	30	0	0	0	45
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	15	5	0	0	0	20
Total:	160	165	20	0	0	345
Percent:	46.4%	47.8%	5.8%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 29D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Clay Township
 Clay Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	16	13	21	15	60	39	39	68	46	233	550
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	9	9	16	12	54	35	36	63	43	223	500
Traditional & Non-Traditional Families	51	43	61	31	84	96	91	148	85	260	950
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	17	19	7	17	18	13	15	6	13	150
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	22	23	36	21	58	71	72	122	73	227	725
Younger Singles & Couples	28	22	29	16	45	17	13	17	9	29	225
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	5	5	6	4	10	3	3	4	2	8	50
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	12	9	11	6	17	10	7	9	5	14	100
Total:	95	78	111	62	189	152	143	233	140	522	1,725
Percent:	5.5%	4.5%	6.4%	3.6%	11.0%	8.8%	8.3%	13.5%	8.1%	30.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Clay Township
 Clay Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	5	4	7	4	15	7	6	10	7	30	41	41	73	49	251	550
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	3	2	2	1	2	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	3	2	8	25
<i>Town & Country/Exurbs</i>	2	2	4	2	10	4	4	7	5	25	38	39	69	47	242	500
Traditional & Non-Traditional Families	10	8	10	4	13	27	22	31	16	39	113	105	169	97	286	950
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	6	4	4	2	4	14	10	10	4	7	24	17	20	8	16	150
<i>Metropolitan Suburbs</i>	1	1	1	0	2	2	2	3	2	6	8	7	12	7	21	75
<i>Town & Country/Exurbs</i>	3	3	5	2	7	11	10	18	10	26	81	81	137	82	249	725
Younger Singles & Couples	11	9	11	7	17	16	13	16	8	27	18	14	18	10	30	225
<i>Metropolitan Cities</i>	3	2	2	1	2	3	2	2	1	2	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	3	3	4	2	8	3	3	4	2	8	50
<i>Metropolitan Suburbs</i>	3	3	4	2	8	3	3	4	2	8	1	1	2	2	4	50
<i>Town & Country/Exurbs</i>	3	2	3	2	5	7	5	6	3	9	12	9	11	6	17	100
Total:	26	21	28	15	45	50	41	57	31	96	172	160	260	156	567	1,725
Percent:	1.5%	1.2%	1.6%	0.9%	2.6%	2.9%	2.4%	3.3%	1.8%	5.6%	10.0%	9.3%	15.1%	9.0%	32.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Earl Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,595	66.1%
<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 & Country/Exurbs</i>	1,595	66.1%
Traditional & Non-Traditional Families		
	770	31.9%
<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 & Country/Exurbs</i>	770	31.9%
Younger Singles & Couples		
	50	2.0%
<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 & Country/Exurbs</i>	50	2.0%
Total:	2,415	100.0%
2013 Estimated Median Income:	\$48,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$216,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Earl Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,600	35	33.3%
<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 & Country/Exurbs</i>	1,600	35	33.3%
Traditional & Non-Traditional Families	775	60	57.1%
<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 & Country/Exurbs</i>	775	60	57.1%
Younger Singles & Couples	50	10	9.5%
<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 & Country/Exurbs</i>	50	10	9.5%
Total:	2,425	105	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Earl Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Earl Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	35	35	0	0	0	70
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	35	25	0	0	0	60
Traditional & Non-Traditional Families	60	40	0	0	10	110
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	60	25	0	0	10	95
Younger Singles & Couples	10	15	0	0	5	30
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	10	5	0	0	5	20
Total:	105	90	0	0	15	210
Percent:	50.0%	42.9%	0.0%	0.0%	7.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 30D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Earl Township
 Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	14	11	16	12	37	28	29	46	31	126	350
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	7	7	11	9	31	24	26	41	28	116	300
Traditional & Non-Traditional Families	30	24	36	18	47	59	55	88	49	144	550
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	10	6	7	2	5	6	4	4	2	4	50
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	19	17	26	15	38	51	49	80	45	135	475
Younger Singles & Couples	16	13	17	10	29	13	10	13	7	22	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	2	1	5	25
<i>Town & Country/Exurbs</i>	12	9	11	6	17	10	7	9	5	14	100
Total:	60	48	69	40	113	100	94	147	87	292	1,050
Percent:	5.7%	4.6%	6.6%	3.8%	10.8%	9.5%	9.0%	14.0%	8.3%	27.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Earl Township
 Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	1	1	1	1	1	4	4	10	26	25	41	28	115	260
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	1	1	1	1	1	3	3	7	23	23	37	26	106	235
Traditional & Non-Traditional Families	4	3	3	2	3	7	6	9	5	13	50	48	76	42	124	395
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	3	2	2	1	2	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	2	2	2	2	2	4	4	7	4	11	46	45	71	40	118	360
Younger Singles & Couples	1	1	2	2	4	3	3	4	3	7	8	6	7	4	10	65
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	0	0	0	0	0	10
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	7	5	6	3	9	45
Total:	6	5	6	5	8	11	10	17	12	30	84	79	124	74	249	720
Percent:	0.8%	0.7%	0.8%	0.7%	1.1%	1.5%	1.4%	2.4%	1.7%	4.2%	11.7%	11.0%	17.2%	10.3%	34.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*East Donegal Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,545	51.5%
<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 & Country/Exurbs</i>	1,545	51.5%
Traditional & Non-Traditional Families	1,345	44.8%
<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 & Country/Exurbs</i>	1,345	44.8%
Younger Singles & Couples	110	3.7%
<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 & Country/Exurbs</i>	110	3.7%
Total:	3,000	100.0%
2013 Estimated Median Income:	\$59,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$180,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Donegal Township Each Year Over The Next Five Years**

East Donegal Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,545	110	39.3%
<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 & Country/Exurbs</i>	1,545	110	39.3%
Traditional & Non-Traditional Families	1,345	135	48.2%
<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 & Country/Exurbs</i>	1,345	135	48.2%
Younger Singles & Couples	110	35	12.5%
<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 & Country/Exurbs</i>	110	35	12.5%
Total:	3,000	280	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Donegal Township Each Year Over The Next Five Years**

*East Donegal Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Donegal Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	110	40	10	0	25	185
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	5	0	0	5	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	110	30	10	0	15	165
Traditional & Non-Traditional Families	135	70	30	0	40	275
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	15	5	0	10	30
<i>Town & Country/Exurbs</i>	135	55	25	0	30	245
Younger Singles & Couples	35	80	15	0	25	155
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	35	0	0	0	35
<i>Metropolitan Suburbs</i>	0	25	10	0	10	45
<i>Town & Country/Exurbs</i>	35	20	5	0	5	65
Total:	280	190	55	0	90	615
Percent:	45.5%	30.9%	8.9%	0.0%	14.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 31D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Donegal Township
 East Donegal Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	34	24	35	23	104	68	66	111	73	387	925
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	12	6	6	3	8	5	3	3	1	3	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	15	15	25	17	88	59	60	103	69	374	825
Traditional & Non-Traditional Families	45	44	68	36	112	131	132	224	135	448	1,375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	7	7	10	5	16	12	13	24	13	43	150
<i>Town & Country/Exurbs</i>	38	37	58	31	96	119	119	200	122	405	1,225
Younger Singles & Couples	86	66	94	52	157	56	43	60	35	126	775
<i>Metropolitan Cities</i>	10	7	8	4	11	3	2	2	1	2	50
<i>Small Cities/Satellite Cities</i>	19	16	24	13	33	13	11	15	8	23	175
<i>Metropolitan Suburbs</i>	20	17	28	16	59	8	7	13	9	48	225
<i>Town & Country/Exurbs</i>	37	26	34	19	54	32	23	30	17	53	325
Total:	165	134	197	111	373	255	241	395	243	961	3,075
Percent:	5.4%	4.4%	6.4%	3.6%	12.1%	8.3%	7.8%	12.8%	7.9%	31.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Donegal Township
 East Donegal Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	6	4	6	2	12	7	6	12	7	38	55	54	95	63	338	705
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	2	2	4	2	10	5	5	10	6	34	52	52	91	61	329	665
Traditional & Non-Traditional Families	4	4	6	5	11	15	14	23	13	40	115	113	194	120	393	1,070
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	5	2	9	10	10	17	11	32	105
<i>Town & Country/Exurbs</i>	3	3	5	4	10	13	12	18	11	31	105	103	177	109	361	965
Younger Singles & Couples	9	8	12	8	23	15	13	17	12	33	30	23	32	19	66	320
<i>Metropolitan Cities</i>	1	1	1	1	1	0	0	0	0	0	2	1	1	0	1	10
<i>Small Cities/Satellite Cities</i>	2	2	3	3	5	4	4	5	4	8	6	5	7	3	9	70
<i>Metropolitan Suburbs</i>	2	2	4	2	10	3	3	4	3	12	3	3	6	5	23	85
<i>Town & Country/Exurbs</i>	4	3	4	2	7	8	6	8	5	13	19	14	18	11	33	155
Total:	19	16	24	15	46	37	33	52	32	111	200	190	321	202	797	2,095
Percent:	0.9%	0.8%	1.1%	0.7%	2.2%	1.8%	1.6%	2.5%	1.5%	5.3%	9.5%	9.1%	15.3%	9.6%	38.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*East Drumore Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	795	55.6%
<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 & Country/Exurbs</i>	795	55.6%
Traditional & Non-Traditional Families	600	42.0%
<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 & Country/Exurbs</i>	600	42.0%
Younger Singles & Couples	35	2.4%
<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 & Country/Exurbs</i>	35	2.4%
Total:	1,430	100.0%
2013 Estimated Median Income:	\$57,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$230,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Drumore Township Each Year Over The Next Five Years**

East Drumore Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	795	25	45.5%
<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 & Country/Exurbs</i>	795	25	45.5%
Traditional & Non-Traditional Families	600	25	45.5%
<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 & Country/Exurbs</i>	600	25	45.5%
Younger Singles & Couples	35	5	9.1%
<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 & Country/Exurbs</i>	35	5	9.1%
Total:	1,430	55	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Drumore Township Each Year Over The Next Five Years**

*East Drumore Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Drumore Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	25	15	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	25	15	0	0	0	40
Traditional & Non-Traditional Families	25	75	0	0	0	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	25	50	0	0	0	75
Younger Singles & Couples	5	25	0	0	0	30
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	5	10	0	0	0	15
Total:	55	115	0	0	0	170
Percent:	32.4%	67.6%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 32D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Drumore Township
 East Drumore Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	3	3	6	5	23	13	13	25	16	93	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	3	6	5	23	13	13	25	16	93	200
Traditional & Non-Traditional Families	25	21	29	16	39	50	47	79	46	148	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	15	10	10	4	6	10	6	7	2	5	75
<i>Metropolitan Suburbs</i>	1	1	4	2	7	3	3	7	5	17	50
<i>Town & Country/Exurbs</i>	9	10	15	10	26	37	38	65	39	126	375
Younger Singles & Couples	14	10	17	8	31	11	9	12	8	30	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	9	6	8	4	13	8	6	7	4	10	75
Total:	42	34	52	29	93	74	69	116	70	271	850
Percent:	4.9%	4.0%	6.1%	3.4%	10.9%	8.7%	8.1%	13.6%	8.2%	31.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Drumore Township
 East Drumore Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	1	1	3	1	9	12	12	21	15	80	160
Metropolitan Cities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Small Cities/Satellite Cities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Metropolitan Suburbs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Town & Country/Exurbs	0	0	1	1	3	1	1	3	1	9	12	12	21	15	80	160
Traditional & Non-Traditional Families	3	2	2	1	2	7	6	8	6	13	41	39	67	41	132	370
Metropolitan Cities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Small Cities/Satellite Cities	2	1	1	0	1	3	2	2	1	2	5	3	3	1	3	30
Metropolitan Suburbs	0	0	0	0	0	1	1	1	1	1	2	2	6	4	16	35
Town & Country/Exurbs	1	1	1	1	1	3	3	5	4	10	34	34	58	36	113	305
Younger Singles & Couples	1	1	3	2	8	2	2	4	2	10	6	5	6	4	14	70
Metropolitan Cities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Small Cities/Satellite Cities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Metropolitan Suburbs	0	0	2	1	7	0	0	2	1	7	2	2	2	2	7	35
Town & Country/Exurbs	1	1	1	1	1	2	2	2	1	3	4	3	4	2	7	35
Total:	4	3	6	4	13	10	9	15	9	32	59	56	94	60	226	600
Percent:	0.7%	0.5%	1.0%	0.7%	2.2%	1.7%	1.5%	2.5%	1.5%	5.3%	9.8%	9.3%	15.7%	10.0%	37.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*East Earl Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,240	58.9%
<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 & Country/Exurbs</i>	1,240	58.9%
Traditional & Non-Traditional Families	835	39.7%
<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 & Country/Exurbs</i>	835	39.7%
Younger Singles & Couples	30	1.4%
<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 & Country/Exurbs</i>	30	1.4%
Total:	2,105	100.0%
2013 Estimated Median Income:	\$53,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$227,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within East Earl Township Each Year Over The Next Five Years**

East Earl Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,230	20	50.0%
<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 & Country/Exurbs</i>	1,230	20	50.0%
Traditional & Non-Traditional Families	830	15	37.5%
<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 & Country/Exurbs</i>	830	15	37.5%
Younger Singles & Couples	30	5	12.5%
<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 & Country/Exurbs</i>	30	5	12.5%
Total:	2,090	40	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To East Earl Township Each Year Over The Next Five Years**

*East Earl Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>East Earl Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	65	5	0	0	90
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	20	50	5	0	0	75
Traditional & Non-Traditional Families	15	95	10	0	0	120
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	0	0	0	25
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	15	55	10	0	0	80
Younger Singles & Couples	5	35	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	25	0	0	0	25
<i>Town & Country/Exurbs</i>	5	10	0	0	0	15
Total:	40	195	15	0	0	250
Percent:	16.0%	78.0%	6.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 33D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To East Earl Township

East Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	15	13	18	14	40	34	35	58	39	184	450
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	4	3	5	2	11	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	8	8	12	10	32	28	30	49	34	164	375
Traditional & Non-Traditional Families	34	28	38	19	51	61	58	93	54	164	600
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	20	14	15	6	15	15	11	13	5	11	125
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	10	11	17	10	27	39	41	69	43	133	400
Younger Singles & Couples	21	16	23	13	42	13	11	15	10	36	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	12	10	15	9	29	5	5	8	6	26	125
<i>Town & Country/Exurbs</i>	9	6	8	4	13	8	6	7	4	10	75
Total:	70	57	79	46	133	108	104	166	103	384	1,250
Percent:	5.6%	4.6%	6.3%	3.7%	10.6%	8.6%	8.3%	13.3%	8.2%	30.7%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To East Earl Township
 East Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	2	3	6	5	19	30	31	51	35	163	350
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	1	1	1	2	3	3	4	2	8	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	3	14	26	27	44	31	147	305
Traditional & Non-Traditional Families	3	2	2	1	2	11	9	11	7	17	48	45	76	47	149	430
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	6	4	4	2	4	7	5	6	3	9	55
<i>Metropolitan Suburbs</i>	0	0	0	0	0	2	2	2	1	3	5	4	8	5	18	50
<i>Town & Country/Exurbs</i>	1	1	1	1	1	3	3	5	4	10	36	36	62	39	122	325
Younger Singles & Couples	2	2	4	3	9	3	3	5	3	11	6	5	7	4	18	85
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	3	2	8	2	2	3	2	11	50
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	4	3	4	2	7	35
Total:	5	4	7	5	14	16	15	22	15	47	84	81	134	86	330	865
Percent:	0.6%	0.5%	0.8%	0.6%	1.6%	1.8%	1.7%	2.5%	1.7%	5.4%	9.7%	9.4%	15.5%	9.9%	38.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Eden Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	300	46.5%
<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 & Country/Exurbs</i>	300	46.5%
Traditional & Non-Traditional Families		
	335	51.9%
<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 & Country/Exurbs</i>	335	51.9%
Younger Singles & Couples		
	10	1.6%
<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 & Country/Exurbs</i>	10	1.6%
Total:	645	100.0%
2013 Estimated Median Income:	\$51,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$232,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Eden Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	300	5	20.0%
<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 & Country/Exurbs</i>	300	5	20.0%
Traditional & Non-Traditional Families	335	20	80.0%
<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 & Country/Exurbs</i>	335	20	80.0%
Younger Singles & Couples	10	0	0.0%
<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 & Country/Exurbs</i>	10	0	0.0%
Total:	645	25	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Eden Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Eden Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	5	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	0	0	0	10
Traditional & Non-Traditional Families	20	25	0	0	0	45
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	0	0	0	40
Younger Singles & Couples	0	5	0	0	0	5
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	25	35	0	0	0	60
Percent:	41.7%	58.3%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 34D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within /To Eden Township
 Eden Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	1	1	2	1	5	4	4	7	5	20	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	1	5	4	4	7	5	20	50
Traditional & Non-Traditional Families	11	9	13	6	16	25	23	37	22	63	225
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	10	5	13	22	21	35	21	61	200
Younger Singles & Couples	3	2	3	2	5	2	2	2	1	3	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	15	12	18	9	26	31	29	46	28	86	300
Percent:	5.0%	4.0%	6.0%	3.0%	8.7%	10.3%	9.7%	15.3%	9.3%	28.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Eden Township
 Eden Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
Traditional & Non-Traditional Families	0	0	0	0	0	3	2	2	1	2	23	22	35	20	60	170
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	21	21	34	20	59	160
Younger Singles & Couples	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	0	0	0	0	0	4	3	4	3	6	27	26	42	25	80	220
Percent:	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	1.4%	1.8%	1.4%	2.7%	12.3%	11.8%	19.1%	11.4%	36.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Manor Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	4,595	56.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	3,020	37.3%
<i>Town & Country/Exurbs</i>	1,575	19.4%
Traditional & Non-Traditional Families	1,690	20.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	920	11.4%
<i>Town & Country/Exurbs</i>	770	9.5%
Younger Singles & Couples	1,815	22.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	955	11.8%
<i>Town & Country/Exurbs</i>	860	10.6%
Total:	8,100	100.0%
2013 Estimated Median Income:	\$55,000	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$178,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Manor Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	4,595	185	29.4%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	3,020	105	16.7%
<i>Town & Country/Exurbs</i>	1,575	80	12.7%
Traditional & Non-Traditional Families	1,685	155	24.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	915	90	14.3%
<i>Town & Country/Exurbs</i>	770	65	10.3%
Younger Singles & Couples	1,810	290	46.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	950	190	30.2%
<i>Town & Country/Exurbs</i>	860	100	15.9%
Total:	8,090	630	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Manor Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Manor Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	185	150	105	0	5	445
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	20	0	0	45
<i>Metropolitan Suburbs</i>	105	20	15	0	0	140
<i>Town & Country/Exurbs</i>	80	105	70	0	5	260
Traditional & Non-Traditional Families	155	190	155	35	45	580
<i>Metropolitan Cities</i>	0	0	0	30	10	40
<i>Small Cities/Satellite Cities</i>	0	45	60	5	5	115
<i>Metropolitan Suburbs</i>	90	30	20	0	10	150
<i>Town & Country/Exurbs</i>	65	115	75	0	20	275
Younger Singles & Couples	290	265	75	65	70	765
<i>Metropolitan Cities</i>	0	40	10	15	25	90
<i>Small Cities/Satellite Cities</i>	0	95	25	15	20	155
<i>Metropolitan Suburbs</i>	190	80	25	30	15	340
<i>Town & Country/Exurbs</i>	100	50	15	5	10	180
Total:	630	605	335	100	120	1,790
Percent:	35.2%	33.8%	18.7%	5.6%	6.7%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 35D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manor Township
 Manor Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	74	61	93	59	253	158	162	277	185	903	2,225
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	33	19	22	11	35	19	14	19	11	42	225
<i>Metropolitan Suburbs</i>	20	20	33	21	81	52	56	96	63	258	700
<i>Town & Country/Exurbs</i>	21	22	38	27	137	87	92	162	111	603	1,300
Traditional & Non-Traditional Families	210	162	211	98	254	281	258	412	238	776	2,900
<i>Metropolitan Cities</i>	40	25	27	10	23	18	13	16	8	20	200
<i>Small Cities/Satellite Cities</i>	102	69	74	27	58	69	49	56	22	49	575
<i>Metropolitan Suburbs</i>	28	29	47	26	70	63	65	115	70	237	750
<i>Town & Country/Exurbs</i>	40	39	63	35	103	131	131	225	138	470	1,375
Younger Singles & Couples	361	278	407	238	831	206	174	282	180	868	3,825
<i>Metropolitan Cities</i>	99	62	72	37	100	19	11	14	9	27	450
<i>Small Cities/Satellite Cities</i>	70	60	91	53	161	51	44	68	40	137	775
<i>Metropolitan Suburbs</i>	124	106	175	108	422	64	61	112	76	452	1,700
<i>Town & Country/Exurbs</i>	68	50	69	40	148	72	58	88	55	252	900
Total:	645	501	711	395	1,338	645	594	971	603	2,547	8,950
Percent:	7.2%	5.6%	7.9%	4.4%	14.9%	7.2%	6.6%	10.8%	6.7%	28.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Manor Township
 Manor Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	11	11	18	12	48	22	21	38	24	110	127	130	223	149	741	1,685
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	5	4	5	3	8	10	8	12	7	28	105
<i>Metropolitan Suburbs</i>	5	5	10	6	24	9	9	18	10	49	38	41	69	45	187	525
<i>Town & Country/Exurbs</i>	3	3	5	4	20	8	8	15	11	53	79	81	142	97	526	1055
Traditional & Non-Traditional Families	26	21	27	12	34	52	41	61	32	99	204	194	323	193	646	1,965
<i>Metropolitan Cities</i>	6	4	4	1	5	8	5	6	2	9	5	4	5	3	8	75
<i>Small Cities/Satellite Cities</i>	12	9	9	4	6	22	15	17	6	15	35	25	30	12	28	245
<i>Metropolitan Suburbs</i>	5	5	8	4	13	10	10	19	12	39	48	50	88	55	184	550
<i>Town & Country/Exurbs</i>	3	3	6	3	10	12	11	19	12	36	116	115	200	123	426	1095
Younger Singles & Couples	46	37	61	38	163	62	51	81	49	222	98	84	141	91	486	1,710
<i>Metropolitan Cities</i>	8	4	6	3	14	7	4	5	3	11	4	2	3	2	4	80
<i>Small Cities/Satellite Cities</i>	9	8	14	8	31	18	16	23	13	45	24	21	31	18	61	340
<i>Metropolitan Suburbs</i>	19	17	30	20	89	21	19	35	22	118	25	24	49	35	242	765
<i>Town & Country/Exurbs</i>	10	8	11	7	29	16	12	18	11	48	45	37	58	36	179	525
Total:	83	69	106	62	245	136	113	180	105	431	429	408	687	433	1,873	5,360
Percent:	1.5%	1.3%	2.0%	1.2%	4.6%	2.5%	2.1%	3.4%	2.0%	8.0%	8.0%	7.6%	12.8%	8.1%	34.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Mount Joy Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	2,005	54.5%
<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 & Country/Exurbs</i>	2,005	54.5%
Traditional & Non-Traditional Families	1,205	32.7%
<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 & Country/Exurbs</i>	1,205	32.7%
Younger Singles & Couples	470	12.8%
<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 & Country/Exurbs</i>	470	12.8%
Total:	3,680	100.0%
2013 Estimated Median Income:	\$59,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$188,900	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Mount Joy Township Each Year Over The Next Five Years**

Mount Joy Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,000	115	42.6%
<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 & Country/Exurbs</i>	2,000	115	42.6%
Traditional & Non-Traditional Families	1,200	95	35.2%
<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 & Country/Exurbs</i>	1,200	95	35.2%
Younger Singles & Couples	470	60	22.2%
<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 & Country/Exurbs</i>	470	60	22.2%
Total:	3,670	270	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Mount Joy Township Each Year Over The Next Five Years**

*Mount Joy Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Mount Joy Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	115	60	25	0	0	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	5	0	0	15
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	115	45	20	0	0	180
Traditional & Non-Traditional Families	95	85	50	0	15	245
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	20	20	0	5	45
<i>Metropolitan Suburbs</i>	0	10	5	0	0	15
<i>Town & Country/Exurbs</i>	95	55	25	0	5	180
Younger Singles & Couples	60	130	5	0	40	235
<i>Metropolitan Cities</i>	0	20	5	0	15	40
<i>Small Cities/Satellite Cities</i>	0	45	0	0	10	55
<i>Metropolitan Suburbs</i>	0	40	0	0	10	50
<i>Town & Country/Exurbs</i>	60	25	0	0	5	90
Total:	270	275	80	0	55	680
Percent:	39.7%	40.4%	11.8%	0.0%	8.1%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 36D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mount Joy Township
 Mount Joy Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	27	23	36	23	111	71	72	124	83	430	1,000
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	15	16	28	18	98	62	65	113	77	408	900
Traditional & Non-Traditional Families	73	56	75	37	99	117	111	182	108	367	1,225
<i>Metropolitan Cities</i>	8	4	4	1	3	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	36	25	27	10	22	27	20	25	10	23	225
<i>Metropolitan Suburbs</i>	2	2	5	3	8	6	6	12	8	23	75
<i>Town & Country/Exurbs</i>	27	25	39	23	66	82	84	144	90	320	900
Younger Singles & Couples	133	99	135	73	235	76	61	92	56	215	1,175
<i>Metropolitan Cities</i>	47	30	34	16	43	8	5	6	4	7	200
<i>Small Cities/Satellite Cities</i>	28	24	35	19	54	21	18	26	14	36	275
<i>Metropolitan Suburbs</i>	23	19	31	18	64	10	9	16	10	50	250
<i>Town & Country/Exurbs</i>	35	26	35	20	74	37	29	44	28	122	450
Total:	233	178	246	133	445	264	244	398	247	1,012	3,400
Percent:	6.9%	5.2%	7.2%	3.9%	13.1%	7.8%	7.2%	11.7%	7.3%	29.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four, Table 36E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Mount Joy Township
 Mount Joy Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	4	3	5	2	11	8	8	14	9	41	59	60	106	71	379	780
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	2	2	4	2	10	6	6	11	7	35	55	56	99	67	363	725
Traditional & Non-Traditional Families	7	6	8	6	13	18	15	21	12	29	93	90	151	93	323	885
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	4	3	3	2	3	9	6	7	3	5	14	11	14	6	15	105
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	1	1	1	4	5	9	6	21	55
<i>Town & Country/Exurbs</i>	2	2	4	3	9	8	8	13	8	23	73	73	127	81	286	720
Younger Singles & Couples	15	13	19	11	42	23	19	25	14	49	36	29	47	31	127	500
<i>Metropolitan Cities</i>	4	3	3	2	3	3	2	2	1	2	1	0	1	1	2	30
<i>Small Cities/Satellite Cities</i>	3	3	5	3	11	7	6	9	5	13	10	8	11	6	15	115
<i>Metropolitan Suburbs</i>	3	3	5	2	12	4	4	5	3	14	3	3	6	5	23	95
<i>Town & Country/Exurbs</i>	5	4	6	4	16	9	7	9	5	20	22	18	29	19	87	260
Total:	26	22	32	19	66	49	42	60	35	119	188	179	304	195	829	2,165
Percent:	1.2%	1.0%	1.5%	0.9%	3.0%	2.3%	1.9%	2.8%	1.6%	5.5%	8.7%	8.3%	14.0%	9.0%	38.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Penn Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,260	66.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	45	1.3%
<i>Town & Country/Exurbs</i>	2,215	64.7%
Traditional & Non-Traditional Families		
	1,060	30.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	0.1%
<i>Town & Country/Exurbs</i>	1,055	30.8%
Younger Singles & Couples		
	105	3.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	0.1%
<i>Town & Country/Exurbs</i>	100	2.9%
Total:	3,425	100.0%
2013 Estimated Median Income:	\$54,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$192,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Penn Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,255	125	49.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	45	0	0.0%
<i>Town & Country/Exurbs</i>	2,210	125	49.0%
Traditional & Non-Traditional Families	1,055	105	41.2%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5	0	0.0%
<i>Town & Country/Exurbs</i>	1,050	105	41.2%
Younger Singles & Couples	105	25	9.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5	0	0.0%
<i>Town & Country/Exurbs</i>	100	25	9.8%
Total:	3,415	255	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Penn Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Penn Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	125	55	50	0	0	230
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	10	0	0	20
<i>Metropolitan Suburbs</i>	0	5	5	0	0	10
<i>Town & Country/Exurbs</i>	125	40	35	0	0	200
Traditional & Non-Traditional Families	105	75	75	0	10	265
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	30	0	5	50
<i>Metropolitan Suburbs</i>	0	10	10	0	0	20
<i>Town & Country/Exurbs</i>	105	50	35	0	5	195
Younger Singles & Couples	25	60	45	0	35	165
<i>Metropolitan Cities</i>	0	10	5	0	15	30
<i>Small Cities/Satellite Cities</i>	0	20	15	0	5	40
<i>Metropolitan Suburbs</i>	0	20	15	0	10	45
<i>Town & Country/Exurbs</i>	25	10	10	0	5	50
Total:	255	190	170	0	45	660
Percent:	38.6%	28.8%	25.8%	0.0%	6.8%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 37D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Penn Township
 Penn Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	31	27	43	29	130	80	83	144	95	488	1,150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	13	8	9	5	15	8	7	9	5	21	100
<i>Metropolitan Suburbs</i>	1	1	3	2	8	3	3	7	4	18	50
<i>Town & Country/Exurbs</i>	17	18	31	22	107	69	73	128	86	449	1,000
Traditional & Non-Traditional Families	78	62	84	42	109	131	123	201	117	378	1,325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	45	30	32	12	26	31	21	24	9	20	250
<i>Metropolitan Suburbs</i>	3	3	6	3	10	7	8	16	10	34	100
<i>Town & Country/Exurbs</i>	30	29	46	27	73	93	94	161	98	324	975
Younger Singles & Couples	103	76	105	56	175	53	41	57	34	125	825
<i>Metropolitan Cities</i>	33	21	25	12	34	7	4	5	3	6	150
<i>Small Cities/Satellite Cities</i>	22	18	27	14	39	15	13	17	10	25	200
<i>Metropolitan Suburbs</i>	20	17	28	16	59	8	7	13	9	48	225
<i>Town & Country/Exurbs</i>	28	20	25	14	43	23	17	22	12	46	250
Total:	212	165	232	127	414	264	247	402	246	991	3,300
Percent:	6.4%	5.0%	7.0%	3.8%	12.5%	8.0%	7.5%	12.2%	7.5%	30.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Penn Township
 Penn Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	4	4	8	5	19	8	8	15	9	45	68	71	120	82	424	890
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	1	3	2	2	2	1	3	4	4	5	3	14	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	2	2	4	3	9	35
<i>Town & Country/Exurbs</i>	2	2	5	3	13	5	5	11	7	37	62	65	111	76	401	805
Traditional & Non-Traditional Families	8	6	7	4	10	20	17	24	13	31	104	102	168	102	334	950
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	11	7	8	3	6	16	11	12	5	11	105
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	2	2	4	5	7	12	8	28	75
<i>Town & Country/Exurbs</i>	2	2	3	2	6	8	9	14	8	21	83	84	144	89	295	770
Younger Singles & Couples	11	9	13	8	24	16	13	16	10	35	26	19	28	17	65	310
<i>Metropolitan Cities</i>	3	2	2	1	2	2	1	1	0	1	3	1	2	1	3	25
<i>Small Cities/Satellite Cities</i>	3	3	4	3	7	4	4	5	4	8	7	5	8	4	11	80
<i>Metropolitan Suburbs</i>	2	2	4	2	10	3	3	4	3	12	3	3	6	5	23	85
<i>Town & Country/Exurbs</i>	3	2	3	2	5	7	5	6	3	14	13	10	12	7	28	120
Total:	23	19	28	17	53	44	38	55	32	111	198	192	316	201	823	2,150
Percent:	1.1%	0.9%	1.3%	0.8%	2.5%	2.0%	1.8%	2.6%	1.5%	5.2%	9.2%	8.9%	14.7%	9.3%	38.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Pequea Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,195	70.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	10	0.6%
<i>Town & Country/Exurbs</i>	1,185	70.3%
Traditional & Non-Traditional Families		
	395	23.4%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	0.3%
<i>Town & Country/Exurbs</i>	390	23.1%
Younger Singles & Couples		
	95	5.7%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	0.3%
<i>Town & Country/Exurbs</i>	90	5.4%
Total:	1,685	100.0%
2013 Estimated Median Income:	\$59,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$197,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Pequea Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,195	30	50.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	10	0	0.0%
<i>Town & Country/Exurbs</i>	1,185	30	50.0%
Traditional & Non-Traditional Families	395	20	33.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5	0	0.0%
<i>Town & Country/Exurbs</i>	390	20	33.3%
Younger Singles & Couples	95	10	16.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	5	0	0.0%
<i>Town & Country/Exurbs</i>	90	10	16.7%
Total:	1,685	60	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Pequea Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Pequea Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	30	25	40	0	15	110
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	5	20
<i>Metropolitan Suburbs</i>	0	0	5	0	0	5
<i>Town & Country/Exurbs</i>	30	20	25	0	10	85
Traditional & Non-Traditional Families	20	35	60	0	25	140
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	10	25	0	5	40
<i>Metropolitan Suburbs</i>	0	0	5	0	0	5
<i>Town & Country/Exurbs</i>	20	25	30	0	10	85
Younger Singles & Couples	10	50	30	0	20	110
<i>Metropolitan Cities</i>	0	10	5	0	5	20
<i>Small Cities/Satellite Cities</i>	0	15	10	0	0	25
<i>Metropolitan Suburbs</i>	0	15	10	0	10	35
<i>Town & Country/Exurbs</i>	10	10	5	0	5	30
Total:	60	110	130	0	60	360
Percent:	16.7%	30.6%	36.1%	0.0%	16.7%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 38D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Pequea Township
 Pequea Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	27	20	27	18	58	44	40	67	43	206	550
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	18	11	11	6	14	9	6	8	4	13	100
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	9	9	15	11	41	33	32	55	36	184	425
Traditional & Non-Traditional Families	69	49	59	24	64	75	64	92	48	156	700
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	35	24	25	9	22	25	17	20	7	16	200
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	19	16	23	11	31	44	43	66	39	133	425
Younger Singles & Couples	74	54	72	38	112	36	27	38	21	78	550
<i>Metropolitan Cities</i>	27	16	18	8	16	5	3	3	1	3	100
<i>Small Cities/Satellite Cities</i>	14	12	17	9	23	10	8	11	6	15	125
<i>Metropolitan Suburbs</i>	14	13	20	12	46	6	6	11	7	40	175
<i>Town & Country/Exurbs</i>	19	13	17	9	27	15	10	13	7	20	150
Total:	170	123	158	80	234	155	131	197	112	440	1,800
Percent:	9.4%	6.8%	8.8%	4.4%	13.0%	8.6%	7.3%	10.9%	6.2%	24.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Pequea Township
 Pequea Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	3	2	5	5	5	7	6	22	35	33	56	37	179	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	4	4	5	3	9	40
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	2	2	4	3	3	4	4	16	30	28	48	32	162	340
Traditional & Non-Traditional Families	5	4	4	3	4	15	11	15	7	17	55	47	71	41	136	435
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	9	6	7	3	5	12	9	10	4	10	85
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	2	2	2	2	2	5	4	7	3	11	38	35	56	36	120	325
Younger Singles & Couples	8	7	9	5	16	12	10	12	7	24	15	12	16	10	37	200
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	3	3	3	2	4	4	4	5	3	9	50
<i>Metropolitan Suburbs</i>	2	2	4	2	10	3	3	4	3	12	1	1	3	3	17	70
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	4	2	7	8	6	7	4	10	65
Total:	16	13	16	10	25	32	26	34	20	63	105	92	143	88	352	1,035
Percent:	1.5%	1.3%	1.5%	1.0%	2.4%	3.1%	2.5%	3.3%	1.9%	6.1%	10.1%	8.9%	13.8%	8.5%	34.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Providence Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,870	73.4%
<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 & Country/Exurbs</i>	1,870	73.4%
Traditional & Non-Traditional Families		
	610	24.0%
<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 & Country/Exurbs</i>	610	24.0%
Younger Singles & Couples		
	65	2.6%
<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 & Country/Exurbs</i>	65	2.6%
Total:	2,545	100.0%
2013 Estimated Median Income:	\$47,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$189,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Providence Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,870	65	54.2%
<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 & Country/Exurbs</i>	1,870	65	54.2%
Traditional & Non-Traditional Families	605	45	37.5%
<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 & Country/Exurbs</i>	605	45	37.5%
Younger Singles & Couples	65	10	8.3%
<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 & Country/Exurbs</i>	65	10	8.3%
Total:	2,540	120	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Providence Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Providence Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	65	35	50	0	5	155
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	0	15
<i>Metropolitan Suburbs</i>	0	5	5	0	0	10
<i>Town & Country/Exurbs</i>	65	25	35	0	5	130
Traditional & Non-Traditional Families	45	50	60	0	45	200
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	10	25	0	5	40
<i>Metropolitan Suburbs</i>	0	5	5	0	10	20
<i>Town & Country/Exurbs</i>	45	35	30	0	20	130
Younger Singles & Couples	10	60	30	0	10	110
<i>Metropolitan Cities</i>	0	10	5	0	5	20
<i>Small Cities/Satellite Cities</i>	0	20	10	0	0	30
<i>Metropolitan Suburbs</i>	0	20	10	0	0	30
<i>Town & Country/Exurbs</i>	10	10	5	0	5	30
Total:	120	145	140	0	60	465
Percent:	25.8%	31.2%	30.1%	0.0%	12.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 39D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Providence Township
 Providence Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	26	21	33	20	85	60	60	100	65	305	775
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	1	1	3	2	8	3	3	7	4	18	50
<i>Town & Country/Exurbs</i>	13	13	23	14	67	50	52	86	58	274	650
Traditional & Non-Traditional Families	77	58	74	34	87	103	94	146	79	248	1,000
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	35	24	25	9	22	25	17	20	7	16	200
<i>Metropolitan Suburbs</i>	3	4	7	4	12	7	8	16	10	29	100
<i>Town & Country/Exurbs</i>	25	22	34	18	46	67	67	108	62	201	650
Younger Singles & Couples	73	53	72	37	110	37	28	39	22	79	550
<i>Metropolitan Cities</i>	27	16	18	8	16	5	3	3	1	3	100
<i>Small Cities/Satellite Cities</i>	18	15	21	11	25	12	10	13	7	18	150
<i>Metropolitan Suburbs</i>	9	9	16	9	42	5	5	10	7	38	150
<i>Town & Country/Exurbs</i>	19	13	17	9	27	15	10	13	7	20	150
Total:	176	132	179	91	282	200	182	285	166	632	2,325
Percent:	7.6%	5.7%	7.7%	3.9%	12.1%	8.6%	7.8%	12.3%	7.1%	27.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Providence Township
*Providence Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	3	2	4	3	8	8	8	12	8	34	49	49	85	57	260	590
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	2	2	4	3	9	35
<i>Town & Country/Exurbs</i>	1	1	2	2	4	5	5	8	6	26	44	44	77	52	243	520
Traditional & Non-Traditional Families	6	5	5	4	5	16	13	20	11	25	82	74	119	68	217	670
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	9	6	7	3	5	12	9	10	4	10	85
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	3	1	4	6	6	12	8	23	70
<i>Town & Country/Exurbs</i>	2	2	2	2	2	6	6	10	7	16	60	57	95	56	182	505
Younger Singles & Couples	7	6	8	4	15	12	10	12	7	24	18	14	19	11	38	205
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	4	4	4	3	5	6	5	7	3	9	60
<i>Metropolitan Suburbs</i>	1	1	3	1	9	2	2	3	2	11	2	2	4	4	18	65
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	4	2	7	8	6	7	4	10	65
Total:	16	13	17	11	28	36	31	44	26	83	149	137	223	136	515	1,465
Percent:	1.1%	0.9%	1.2%	0.8%	1.9%	2.5%	2.1%	3.0%	1.8%	5.7%	10.2%	9.4%	15.2%	9.3%	35.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Rapho Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,975	72.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.1%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	2,970	72.0%
Traditional & Non-Traditional Families		
	995	24.1%
<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 & Country/Exurbs</i>	995	24.1%
Younger Singles & Couples		
	155	3.8%
<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 & Country/Exurbs</i>	155	3.8%
Total:	4,125	100.0%
2013 Estimated Median Income:	\$58,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$191,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Rapho Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,970	100	57.1%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	2,965	100	57.1%
Traditional & Non-Traditional Families	995	50	28.6%
<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 & Country/Exurbs</i>	995	50	28.6%
Younger Singles & Couples	155	25	14.3%
<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 & Country/Exurbs</i>	155	25	14.3%
Total:	4,120	175	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Rapho Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Rapho Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	100	110	50	10	25	295
<i>Metropolitan Cities</i>	0	0	0	5	5	10
<i>Small Cities/Satellite Cities</i>	0	15	10	5	5	35
<i>Metropolitan Suburbs</i>	0	20	5	0	0	25
<i>Town & Country/Exurbs</i>	100	75	35	0	15	225
Traditional & Non-Traditional Families	50	100	5	5	15	175
<i>Metropolitan Cities</i>	0	0	0	5	5	10
<i>Small Cities/Satellite Cities</i>	0	25	5	0	5	35
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	50	60	0	0	5	115
Younger Singles & Couples	25	140	0	0	40	205
<i>Metropolitan Cities</i>	0	20	0	0	15	35
<i>Small Cities/Satellite Cities</i>	0	45	0	0	10	55
<i>Metropolitan Suburbs</i>	0	45	0	0	10	55
<i>Town & Country/Exurbs</i>	25	30	0	0	5	60
Total:	175	350	55	15	80	675
Percent:	25.9%	51.9%	8.1%	2.2%	11.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 40D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Rapho Township
*Rapho Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	66	48	68	42	171	110	107	179	116	568	1,475
<i>Metropolitan Cities</i>	14	6	7	3	10	3	2	2	1	2	50
<i>Small Cities/Satellite Cities</i>	25	15	17	8	25	15	11	15	9	35	175
<i>Metropolitan Suburbs</i>	6	5	8	5	16	8	8	15	9	45	125
<i>Town & Country/Exurbs</i>	21	22	36	26	120	84	86	147	97	486	1,125
Traditional & Non-Traditional Families	65	47	61	29	78	90	82	127	71	225	875
<i>Metropolitan Cities</i>	11	6	6	2	5	6	4	5	1	4	50
<i>Small Cities/Satellite Cities</i>	30	20	22	8	20	21	15	17	7	15	175
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	20	18	27	16	44	56	57	94	57	186	575
Younger Singles & Couples	126	93	127	68	211	69	54	76	44	157	1,025
<i>Metropolitan Cities</i>	41	26	30	14	39	7	4	5	3	6	175
<i>Small Cities/Satellite Cities</i>	28	24	35	19	54	21	18	26	14	36	275
<i>Metropolitan Suburbs</i>	23	19	31	18	69	11	10	17	11	66	275
<i>Town & Country/Exurbs</i>	34	24	31	17	49	30	22	28	16	49	300
Total:	257	188	256	139	460	269	243	382	231	950	3,375
Percent:	7.6%	5.6%	7.6%	4.1%	13.6%	8.0%	7.2%	11.3%	6.8%	28.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Rapho Township

Rapho Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	7	6	9	5	18	15	13	22	13	57	90	89	150	99	487	1,080
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	0	0	0	0	0	10
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	4	3	4	2	7	7	6	9	6	22	85
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	2	10	7	7	11	7	28	85
<i>Town & Country/Exurbs</i>	2	2	4	2	10	7	7	13	9	39	76	76	130	86	437	900
Traditional & Non-Traditional Families	5	4	4	3	4	15	13	16	9	22	73	65	105	61	196	595
<i>Metropolitan Cities</i>	0	0	0	0	0	1	1	1	0	2	5	3	3	1	3	20
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	7	5	5	3	5	11	7	9	3	10	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	2	2	2	1	3	5	4	8	5	18	50
<i>Town & Country/Exurbs</i>	2	2	2	2	2	5	5	8	5	12	52	51	85	52	165	450
Younger Singles & Couples	13	11	16	8	32	21	17	23	13	46	33	24	36	23	84	400
<i>Metropolitan Cities</i>	3	2	2	1	2	2	1	1	0	1	3	1	2	1	3	25
<i>Small Cities/Satellite Cities</i>	3	3	5	3	11	7	6	9	5	13	10	8	11	6	15	115
<i>Metropolitan Suburbs</i>	3	3	5	2	12	4	4	5	3	19	3	3	7	6	36	115
<i>Town & Country/Exurbs</i>	4	3	4	2	7	8	6	8	5	13	17	12	16	10	30	145
Total:	25	21	29	16	54	51	43	61	35	125	196	178	291	183	767	2,075
Percent:	1.2%	1.0%	1.4%	0.8%	2.6%	2.5%	2.1%	2.9%	1.7%	6.0%	9.4%	8.6%	14.0%	8.8%	37.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Sadsbury Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	395	41.5%
<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 & Country/Exurbs</i>	395	41.5%
Traditional & Non-Traditional Families	525	55.3%
<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 & Country/Exurbs</i>	525	55.3%
Younger Singles & Couples	30	3.2%
<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 & Country/Exurbs</i>	30	3.2%
Total:	950	100.0%
2013 Estimated Median Income:	\$55,000	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$241,300	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Sadsbury Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	390	5	16.7%
<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 & Country/Exurbs</i>	390	5	16.7%
Traditional & Non-Traditional Families	515	20	66.7%
<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 & Country/Exurbs</i>	515	20	66.7%
Younger Singles & Couples	30	5	16.7%
<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 & Country/Exurbs</i>	30	5	16.7%
Total:	935	30	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Sadsbury Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Sadsbury Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	10	10	0	0	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	10	10	0	0	25
Traditional & Non-Traditional Families	20	25	10	15	0	70
<i>Metropolitan Cities</i>	0	0	0	15	0	15
<i>Small Cities/Satellite Cities</i>	0	5	5	0	0	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	5	0	0	45
Younger Singles & Couples	5	15	0	0	0	20
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	5	5	0	0	0	10
Total:	30	50	20	15	0	115
Percent:	26.1%	43.5%	17.4%	13.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 41D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Sadsbury Township
 Sadsbury Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	2	2	3	3	15	7	8	15	10	60	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	2	2	3	3	15	7	8	15	10	60	125
Traditional & Non-Traditional Families	25	18	24	11	32	37	32	51	30	90	350
<i>Metropolitan Cities</i>	10	7	8	4	11	8	6	8	3	10	75
<i>Small Cities/Satellite Cities</i>	10	6	7	2	5	6	4	4	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	9	5	16	23	22	39	25	76	225
Younger Singles & Couples	12	9	14	7	23	6	5	7	4	13	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	7	5	6	3	9	4	3	4	2	7	50
Total:	39	29	41	21	70	50	45	73	44	163	575
Percent:	6.8%	5.0%	7.1%	3.7%	12.2%	8.7%	7.8%	12.7%	7.7%	28.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Sadsbury Township
 Sadsbury Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	2	1	7	7	7	13	9	54	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	2	1	7	7	7	13	9	54	100
Traditional & Non-Traditional Families	2	1	1	0	1	7	6	7	5	10	29	26	42	24	79	240
<i>Metropolitan Cities</i>	0	0	0	0	0	2	2	2	1	3	6	4	5	2	8	35
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	3	2	2	1	2	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	3	3	4	4	6	20	20	35	21	69	185
Younger Singles & Couples	1	1	2	2	4	1	1	2	2	4	3	3	3	2	4	35
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	1	1	1	1	1	1	1	1	1	1	2	2	2	1	3	20
Total:	3	2	3	2	5	8	7	11	8	21	39	36	58	35	137	375
Percent:	0.8%	0.5%	0.8%	0.5%	1.3%	2.1%	1.9%	2.9%	2.1%	5.6%	10.4%	9.6%	15.5%	9.3%	36.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Salisbury Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,295	39.4%
<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 & Country/Exurbs</i>	1,295	39.4%
Traditional & Non-Traditional Families		
	1,930	58.6%
<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 & Country/Exurbs</i>	1,930	58.6%
Younger Singles & Couples		
	65	2.0%
<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 & Country/Exurbs</i>	65	2.0%
Total:	3,290	100.0%
2013 Estimated Median Income:	\$56,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$240,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Salisbury Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,300	25	27.8%
<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 & Country/Exurbs</i>	1,300	25	27.8%
Traditional & Non-Traditional Families	1,930	60	66.7%
<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 & Country/Exurbs</i>	1,930	60	66.7%
Younger Singles & Couples	65	5	5.6%
<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 & Country/Exurbs</i>	65	5	5.6%
Total:	3,295	90	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Salisbury Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Salisbury Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	25	50	0	0	35	110
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	0	5	0	0	10	15
<i>Metropolitan Suburbs</i>	0	5	0	0	5	10
<i>Town & Country/Exurbs</i>	25	40	0	0	15	80
Traditional & Non-Traditional Families	60	75	0	0	75	210
<i>Metropolitan Cities</i>	0	0	0	0	20	20
<i>Small Cities/Satellite Cities</i>	0	15	0	0	20	35
<i>Metropolitan Suburbs</i>	0	10	0	0	10	20
<i>Town & Country/Exurbs</i>	60	50	0	0	25	135
Younger Singles & Couples	5	55	0	0	35	95
<i>Metropolitan Cities</i>	0	0	0	0	15	15
<i>Small Cities/Satellite Cities</i>	0	0	0	0	5	5
<i>Metropolitan Suburbs</i>	0	30	0	0	10	40
<i>Town & Country/Exurbs</i>	5	25	0	0	5	35
Total:	90	180	0	0	145	415
Percent:	21.7%	43.4%	0.0%	0.0%	34.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 42D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Salisbury Township
*Salisbury Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	28	19	27	18	63	44	40	66	42	203	550
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	12	7	7	4	10	7	5	7	3	13	75
<i>Metropolitan Suburbs</i>	1	1	3	2	8	3	3	7	4	18	50
<i>Town & Country/Exurbs</i>	8	8	14	10	40	32	31	51	35	171	400
Traditional & Non-Traditional Families	71	53	72	35	89	109	100	159	89	273	1,050
<i>Metropolitan Cities</i>	18	11	12	5	14	10	7	9	3	11	100
<i>Small Cities/Satellite Cities</i>	25	17	20	8	20	19	14	18	8	26	175
<i>Metropolitan Suburbs</i>	3	3	6	3	10	7	8	16	10	34	100
<i>Town & Country/Exurbs</i>	25	22	34	19	45	73	71	116	68	202	675
Younger Singles & Couples	53	41	59	33	109	30	22	32	20	76	475
<i>Metropolitan Cities</i>	12	9	11	6	22	4	2	3	2	4	75
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	19	16	27	15	53	7	6	11	8	38	200
<i>Town & Country/Exurbs</i>	19	13	18	10	30	17	12	16	9	31	175
Total:	152	113	158	86	261	183	162	257	151	552	2,075
Percent:	7.3%	5.4%	7.6%	4.1%	12.6%	8.8%	7.8%	12.4%	7.3%	26.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Salisbury Township
Salisbury Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	..... Attached .....					..... Detached					
						Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	4	2	4	2	8	6	6	8	5	20	34	33	55	36	172	395
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	3	3	4	2	8	35
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	2	2	4	3	9	35
<i>Town & Country/Exurbs</i>	0	0	1	1	3	3	3	4	3	12	29	28	47	31	155	320
Traditional & Non-Traditional Families	6	5	5	4	5	15	13	17	11	24	88	83	132	76	246	730
<i>Metropolitan Cities</i>	0	0	0	0	0	2	2	2	1	3	8	5	6	2	9	40
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	6	4	4	2	4	10	7	11	5	22	85
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	2	2	4	5	7	12	8	28	75
<i>Town & Country/Exurbs</i>	2	2	2	2	2	6	6	9	6	13	65	64	103	61	187	530
Younger Singles & Couples	5	5	7	4	14	7	6	10	6	21	16	12	17	12	38	180
<i>Metropolitan Cities</i>	1	1	1	1	1	0	0	0	0	0	3	1	2	1	3	15
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	2	2	4	2	10	2	2	4	2	10	3	3	5	4	15	70
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	5	3	10	9	7	9	6	19	85
Total:	15	12	16	10	27	28	25	35	22	65	138	128	204	124	456	1,305
Percent:	1.1%	0.9%	1.2%	0.8%	2.1%	2.1%	1.9%	2.7%	1.7%	5.0%	10.6%	9.8%	15.6%	9.5%	34.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Strasburg Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	630	47.9%
<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 & Country/Exurbs</i>	630	47.9%
Traditional & Non-Traditional Families	655	49.8%
<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 & Country/Exurbs</i>	655	49.8%
Younger Singles & Couples	30	2.3%
<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 & Country/Exurbs</i>	30	2.3%
Total:	1,315	100.0%
2013 Estimated Median Income:	\$58,300	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$233,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Strasburg Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	635	10	40.0%
<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 & Country/Exurbs</i>	635	10	40.0%
Traditional & Non-Traditional Families	660	15	60.0%
<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 & Country/Exurbs</i>	660	15	60.0%
Younger Singles & Couples	30	0	0.0%
<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 & Country/Exurbs</i>	30	0	0.0%
Total:	1,325	25	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Strasburg Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Strasburg Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	10	25	10	10	0	55
<i>Metropolitan Cities</i>	0	0	0	5	0	5
<i>Small Cities/Satellite Cities</i>	0	5	0	5	0	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	10	20	10	0	0	40
Traditional & Non-Traditional Families	15	25	20	15	0	75
<i>Metropolitan Cities</i>	0	0	0	15	0	15
<i>Small Cities/Satellite Cities</i>	0	5	10	0	0	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	15	20	10	0	0	45
Younger Singles & Couples	0	15	0	0	0	15
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	25	65	30	25	0	145
Percent:	17.2%	44.8%	20.7%	17.2%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 43D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Strasburg Township
*Strasburg Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	18	12	13	9	28	19	19	30	19	108	275
<i>Metropolitan Cities</i>	7	3	3	2	5	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	4	3	5	2	11	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	4	4	5	4	18	13	15	24	17	96	200
Traditional & Non-Traditional Families	31	23	28	13	35	37	32	51	28	97	375
<i>Metropolitan Cities</i>	10	7	8	4	11	8	6	8	3	10	75
<i>Small Cities/Satellite Cities</i>	15	10	10	4	6	10	6	7	2	5	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	10	5	18	19	20	36	23	82	225
Younger Singles & Couples	8	6	11	6	19	4	4	5	3	9	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	57	41	52	28	82	60	55	86	50	214	725
Percent:	7.9%	5.7%	7.2%	3.9%	11.3%	8.3%	7.6%	11.9%	6.9%	29.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Strasburg Township
 Strasburg Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	2	1	1	0	1	1	2	4	3	10	15	16	26	17	96	195
<i>Metropolitan Cities</i>	2	1	1	0	1	0	0	0	0	0	0	0	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	1	1	1	2	3	3	4	2	8	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	3	2	8	12	13	22	15	88	165
Traditional & Non-Traditional Families	2	1	1	0	1	6	5	6	4	9	29	26	42	26	87	245
<i>Metropolitan Cities</i>	0	0	0	0	0	2	2	2	1	3	6	4	5	2	8	35
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	3	2	2	1	2	5	3	3	1	3	30
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	2	2	4	18	19	34	23	76	180
Younger Singles & Couples	0	0	1	1	3	1	1	2	2	4	2	2	2	2	2	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	4	2	3	1	5	8	8	12	9	23	46	44	70	45	185	465
Percent:	0.9%	0.4%	0.6%	0.2%	1.1%	1.7%	1.7%	2.6%	1.9%	4.9%	9.9%	9.5%	15.1%	9.7%	39.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

West Donegal Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	2,035	62.5%
<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 & Country/Exurbs</i>	2,035	62.5%
Traditional & Non-Traditional Families		
	975	30.0%
<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 & Country/Exurbs</i>	975	30.0%
Younger Singles & Couples		
	245	7.5%
<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 & Country/Exurbs</i>	245	7.5%
Total:	3,255	100.0%
2013 Estimated Median Income:	\$59,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$181,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within West Donegal Township Each Year Over The Next Five Years**

West Donegal Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,040	105	44.7%
<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 & Country/Exurbs</i>	2,040	105	44.7%
Traditional & Non-Traditional Families	975	95	40.4%
<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 & Country/Exurbs</i>	975	95	40.4%
Younger Singles & Couples	245	35	14.9%
<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 & Country/Exurbs</i>	245	35	14.9%
Total:	3,260	235	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To West Donegal Township Each Year Over The Next Five Years**

*West Donegal Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>West Donegal Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	105	50	75	0	0	230
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	15	0	0	20
<i>Metropolitan Suburbs</i>	0	5	10	0	0	15
<i>Town & Country/Exurbs</i>	105	40	50	0	0	195
Traditional & Non-Traditional Families	95	75	25	0	5	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	10	0	5	30
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	95	50	15	0	0	160
Younger Singles & Couples	35	60	15	0	25	135
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	35	10	0	20	65
<i>Town & Country/Exurbs</i>	35	25	5	0	5	70
Total:	235	185	115	0	30	565
Percent:	41.6%	32.7%	20.4%	0.0%	5.3%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 44D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To West Donegal Township
 West Donegal Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	39	31	44	28	123	88	84	140	91	482	1,150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	18	11	11	6	14	9	6	8	4	13	100
<i>Metropolitan Suburbs</i>	2	2	4	3	9	5	5	11	6	28	75
<i>Town & Country/Exurbs</i>	19	18	29	19	100	74	73	121	81	441	975
Traditional & Non-Traditional Families	49	39	56	28	83	91	87	148	92	327	1,000
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	29	19	20	7	15	19	13	13	5	10	150
<i>Metropolitan Suburbs</i>	1	1	4	2	7	3	3	7	5	17	50
<i>Town & Country/Exurbs</i>	19	19	32	19	61	69	71	128	82	300	800
Younger Singles & Couples	54	42	64	39	141	41	35	56	36	167	675
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	26	22	36	23	83	13	12	22	15	73	325
<i>Town & Country/Exurbs</i>	28	20	28	16	58	28	23	34	21	94	350
Total:	142	112	164	95	347	220	206	344	219	976	2,825
Percent:	5.0%	4.0%	5.8%	3.4%	12.3%	7.8%	7.3%	12.2%	7.8%	34.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To West Donegal Township
 West Donegal Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	4	3	7	5	16	9	9	15	10	52	73	72	117	78	415	885
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	4	4	5	3	9	40
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	3	2	6	4	4	7	5	15	55
<i>Town & Country/Exurbs</i>	2	2	5	4	12	5	5	10	7	43	65	64	105	70	391	790
Traditional & Non-Traditional Families	5	4	5	4	7	12	10	14	9	25	73	72	128	80	297	745
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	6	4	4	2	4	10	6	7	2	5	60
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	2	2	6	4	16	35
<i>Town & Country/Exurbs</i>	2	2	3	3	5	5	5	9	6	20	61	64	115	74	276	650
Younger Singles & Couples	8	7	11	7	27	12	10	15	10	38	22	19	31	20	98	335
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	4	4	7	4	16	5	5	8	5	22	4	4	8	6	33	135
<i>Town & Country/Exurbs</i>	4	3	4	3	11	7	5	7	5	16	18	15	23	14	65	200
Total:	17	14	23	16	50	33	29	44	29	115	168	163	276	178	810	1,965
Percent:	0.9%	0.7%	1.2%	0.8%	2.5%	1.7%	1.5%	2.2%	1.5%	5.9%	8.5%	8.3%	14.0%	9.1%	41.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*West Earl Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,440	54.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	0.6%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	1,425	53.5%
Traditional & Non-Traditional Families	1,170	43.9%
<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 & Country/Exurbs</i>	1,170	43.9%
Younger Singles & Couples	55	2.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0.2%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town & Country/Exurbs</i>	50	1.9%
Total:	2,665	100.0%
2013 Estimated Median Income:	\$55,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$183,500	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within West Earl Township Each Year Over The Next Five Years**

West Earl Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,440	85	38.6%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	15	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	1,425	85	38.6%
Traditional & Non-Traditional Families	1,170	125	56.8%
<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 & Country/Exurbs</i>	1,170	125	56.8%
Younger Singles & Couples	55	10	4.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town & Country/Exurbs</i>	50	10	4.5%
Total:	2,665	220	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To West Earl Township Each Year Over The Next Five Years**

*West Earl Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>West Earl Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	85	35	35	0	15	170
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	5	20
<i>Metropolitan Suburbs</i>	0	5	5	0	0	10
<i>Town & Country/Exurbs</i>	85	25	20	0	10	140
Traditional & Non-Traditional Families	125	55	10	0	35	225
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	15	5	0	5	25
<i>Metropolitan Suburbs</i>	0	5	0	0	5	10
<i>Town & Country/Exurbs</i>	125	35	5	0	15	180
Younger Singles & Couples	10	90	15	0	10	125
<i>Metropolitan Cities</i>	0	15	5	0	5	25
<i>Small Cities/Satellite Cities</i>	0	30	10	0	0	40
<i>Metropolitan Suburbs</i>	0	25	0	0	0	25
<i>Town & Country/Exurbs</i>	10	20	0	0	5	35
Total:	220	180	60	0	60	520
Percent:	42.3%	34.6%	11.5%	0.0%	11.5%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 45D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Earl Township
 West Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	31	25	37	24	98	65	62	104	68	336	850
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	18	11	11	6	14	9	6	8	4	13	100
<i>Metropolitan Suburbs</i>	1	1	3	2	8	3	3	7	4	18	50
<i>Town & Country/Exurbs</i>	12	13	23	16	76	53	53	89	60	305	700
Traditional & Non-Traditional Families	71	53	72	35	94	113	106	170	98	313	1,125
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	24	16	17	6	12	16	11	11	4	8	125
<i>Metropolitan Suburbs</i>	2	2	4	2	5	5	5	9	5	11	50
<i>Town & Country/Exurbs</i>	31	27	43	24	70	88	88	148	89	292	900
Younger Singles & Couples	85	61	81	44	119	39	32	45	26	93	625
<i>Metropolitan Cities</i>	35	21	23	10	21	5	3	3	1	3	125
<i>Small Cities/Satellite Cities</i>	21	18	27	15	39	14	12	18	9	27	200
<i>Metropolitan Suburbs</i>	12	10	15	9	29	5	5	8	6	26	125
<i>Town & Country/Exurbs</i>	17	12	16	10	30	15	12	16	10	37	175
Total:	187	139	190	103	311	217	200	319	192	742	2,600
Percent:	7.2%	5.3%	7.3%	4.0%	12.0%	8.3%	7.7%	12.3%	7.4%	28.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Earl Township
 West Earl Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	4	3	6	3	14	7	7	11	7	33	53	52	88	59	288	635
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	2	2	1	3	4	4	5	3	9	40
<i>Metropolitan Suburbs</i>	0	0	1	1	3	1	1	2	1	5	2	2	4	3	9	35
<i>Town & Country/Exurbs</i>	2	2	4	2	10	4	4	7	5	25	47	46	79	53	270	560
Traditional & Non-Traditional Families	6	5	7	5	12	15	13	18	9	25	92	87	144	84	278	800
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	1	1	1	1	1	1	1	1	1	1	3	4	6	3	9	35
<i>Town & Country/Exurbs</i>	2	2	4	3	9	9	9	14	7	21	77	76	130	79	263	705
Younger Singles & Couples	7	6	10	7	20	10	8	14	9	29	20	16	22	12	45	235
<i>Metropolitan Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Small Cities/Satellite Cities</i>	2	2	3	3	5	4	4	6	4	12	7	6	8	4	10	80
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	3	2	8	2	2	3	2	11	50
<i>Town & Country/Exurbs</i>	2	2	3	2	6	3	2	4	3	8	9	7	10	6	23	90
Total:	17	14	23	15	46	32	28	43	25	87	165	155	254	155	611	1,670
Percent:	1.0%	0.8%	1.4%	0.9%	2.8%	1.9%	1.7%	2.6%	1.5%	5.2%	9.9%	9.3%	15.2%	9.3%	36.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Bart Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	385	45.0%
<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 & Country/Exurbs</i>	385	45.0%
Traditional & Non-Traditional Families	465	54.4%
<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 & Country/Exurbs</i>	465	54.4%
Younger Singles & Couples	5	0.6%
<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 & Country/Exurbs</i>	5	0.6%
Total:	855	100.0%
2013 Estimated Median Income:	\$48,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$253,600	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Bart Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	385	5	16.7%
<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 & Country/Exurbs</i>	385	5	16.7%
Traditional & Non-Traditional Families	465	25	83.3%
<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 & Country/Exurbs</i>	465	25	83.3%
Younger Singles & Couples	5	0	0.0%
<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 & Country/Exurbs</i>	5	0	0.0%
Total:	855	30	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Bart Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Bart Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	5	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	0	0	0	10
Traditional & Non-Traditional Families	25	15	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	25	10	0	0	0	35
Younger Singles & Couples	0	30	0	0	0	30
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	30	50	0	0	0	80
Percent:	37.5%	62.5%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 46D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Bart Township
 Bart Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	1	1	2	1	5	4	4	7	5	20	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	2	1	5	4	4	7	5	20	50
Traditional & Non-Traditional Families	11	9	12	5	13	24	22	34	19	51	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	9	4	10	21	20	32	18	49	175
Younger Singles & Couples	19	15	21	12	33	9	8	10	5	18	150
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	5	5	6	4	10	3	3	4	2	8	50
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	31	25	35	18	51	37	34	51	29	89	400
Percent:	7.8%	6.3%	8.8%	4.5%	12.8%	9.3%	8.5%	12.8%	7.3%	22.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Bart Township
 Bart Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	1	1	3	3	3	6	4	19	40
Traditional & Non-Traditional Families	0	0	0	0	0	3	2	2	1	2	22	21	32	17	48	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	20	20	31	17	47	140
Younger Singles & Couples	0	0	1	1	3	3	3	4	4	6	6	5	5	4	5	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	0	0	1	1	3	6	5	7	6	11	31	29	43	25	72	240
Percent:	0.0%	0.0%	0.4%	0.4%	1.3%	2.5%	2.1%	2.9%	2.5%	4.6%	12.9%	12.1%	17.9%	10.4%	30.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Brecknock Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,205	50.5%
<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 & Country/Exurbs</i>	1,205	50.5%
Traditional & Non-Traditional Families		
	1,150	48.2%
<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 & Country/Exurbs</i>	1,150	48.2%
Younger Singles & Couples		
	30	1.3%
<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 & Country/Exurbs</i>	30	1.3%
Total:	2,385	100.0%
2013 Estimated Median Income:	\$56,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$223,600	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Brecknock Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,205	65	40.6%
<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 & Country/Exurbs</i>	1,205	65	40.6%
Traditional & Non-Traditional Families	1,150	90	56.3%
<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 & Country/Exurbs</i>	1,150	90	56.3%
Younger Singles & Couples	30	5	3.1%
<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 & Country/Exurbs</i>	30	5	3.1%
Total:	2,385	160	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Brecknock Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Brecknock Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	65	35	0	0	0	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	65	25	0	0	0	90
Traditional & Non-Traditional Families	90	100	5	0	0	195
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	5	0	0	30
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	90	60	0	0	0	150
Younger Singles & Couples	5	50	0	0	0	55
<i>Metropolitan Cities</i>	0	10	0	0	0	10
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	5	10	0	0	0	15
Total:	160	185	5	0	0	350
Percent:	45.7%	52.9%	1.4%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 47D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Brecknock Township
 Brecknock Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	15	13	20	14	53	36	37	62	43	207	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	8	9	15	11	47	32	34	57	40	197	450
Traditional & Non-Traditional Families	50	40	60	31	84	98	94	154	89	275	975
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	25	17	19	7	17	18	13	15	6	13	150
<i>Metropolitan Suburbs</i>	4	3	6	3	9	7	6	11	6	20	75
<i>Town & Country/Exurbs</i>	21	20	35	21	58	73	75	128	77	242	750
Younger Singles & Couples	37	26	36	17	54	19	15	20	11	40	275
<i>Metropolitan Cities</i>	14	9	9	4	9	2	1	1	0	1	50
<i>Small Cities/Satellite Cities</i>	9	7	10	5	14	6	5	7	3	9	75
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	9	6	8	4	13	8	6	7	4	10	75
Total:	102	79	116	62	191	153	146	236	143	522	1,750
Percent:	5.8%	4.5%	6.6%	3.5%	10.9%	8.7%	8.3%	13.5%	8.2%	29.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Appendix Four Table 47E

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Brecknock Township
 Brecknock Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	5	3	12	7	6	8	6	23	39	39	69	46	232	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	3	2	2	1	2	3	2	2	1	2	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	3	2	8	25
<i>Country/Exurbs</i>	0	0	2	1	7	4	4	5	4	18	36	37	65	44	223	450
Traditional & Traditional Famil	9	7	8	4	12	26	22	29	14	39	114	107	174	101	309	975
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Suburban/Satellite Cities</i>	6	4	4	2	4	14	10	10	4	7	24	17	20	8	16	150
<i>Metropolitan Suburbs</i>	1	1	1	0	2	2	2	3	2	6	8	7	12	7	21	75
<i>Country/Exurbs</i>	2	2	3	2	6	10	10	16	8	26	82	83	142	86	272	750
Younger Singles & Couples	14	12	14	7	23	17	14	18	9	32	22	16	23	13	41	275
<i>Metropolitan Cities</i>	6	4	4	2	4	6	4	4	2	4	3	2	2	1	2	50
<i>Suburban/Satellite Cities</i>	3	3	3	2	4	4	4	5	3	9	7	5	8	4	11	75
<i>Metropolitan Suburbs</i>	3	3	5	2	12	3	3	5	2	12	2	2	4	3	14	75
<i>Country/Exurbs</i>	2	2	2	1	3	4	3	4	2	7	10	7	9	5	14	75
Total:	26	21	27	14	47	50	42	55	29	94	175	162	266	160	582	1,750
Percent:	1.5%	1.2%	1.5%	0.8%	2.7%	2.9%	2.4%	3.1%	1.7%	5.4%	10.0%	9.3%	15.2%	9.1%	33.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Caernaroon Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	660	44.3%
<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 & Country/Exurbs</i>	660	44.3%
Traditional & Non-Traditional Families		
	820	55.0%
<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 & Country/Exurbs</i>	820	55.0%
Younger Singles & Couples		
	10	0.7%
<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 & Country/Exurbs</i>	10	0.7%
Total:	1,490	100.0%
2013 Estimated Median Income:	\$58,900	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$250,600	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Caernarvon Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	660	20	30.8%
<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 & Country/Exurbs</i>	660	20	30.8%
Traditional & Non-Traditional Families	825	45	69.2%
<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 & Country/Exurbs</i>	825	45	69.2%
Younger Singles & Couples	10	0	0.0%
<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 & Country/Exurbs</i>	10	0	0.0%
Total:	1,495	65	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Caernarvon Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Caernarvon Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	20	0	0	0	40
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	0	0	0	40
Traditional & Non-Traditional Families	45	30	0	0	0	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	45	25	0	0	0	70
Younger Singles & Couples	0	45	0	0	0	45
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	0	10	0	0	0	10
Total:	65	95	0	0	0	160
Percent:	40.6%	59.4%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 48D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Caernarvon Township
 Caernarvon Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	5	5	6	5	19	15	16	26	18	85	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	6	5	19	15	16	26	18	85	200
Traditional & Non-Traditional Families	14	12	18	8	28	38	38	62	38	119	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	9	9	15	7	25	35	36	60	37	117	350
Younger Singles & Couples	27	20	29	14	45	15	12	17	9	37	225
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	9	7	10	5	14	6	5	7	3	9	75
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	7	5	6	3	9	4	3	4	2	7	50
Total:	46	37	53	27	92	68	66	105	65	241	800
Percent:	5.8%	4.6%	6.6%	3.4%	11.5%	8.5%	8.3%	13.1%	8.1%	30.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Caernarvon Township
 Caernarvon Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	2	2	4	2	10	16	17	28	20	94	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	16	17	28	20	94	200
Traditional & Non-Traditional Families	2	1	1	0	1	7	6	7	6	9	44	43	71	43	134	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	3	2	2	1	2	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	4	4	5	5	7	41	41	69	42	132	350
Younger Singles & Couples	11	10	12	6	21	13	11	15	8	28	17	12	18	10	33	225
<i>Metropolitan Cities</i>	3	2	2	1	2	3	2	2	1	2	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	4	4	5	3	9	7	5	8	4	11	75
<i>Metropolitan Suburbs</i>	3	3	5	2	12	3	3	5	2	12	2	2	4	3	14	75
<i>Town & Country/Exurbs</i>	2	2	2	1	3	3	2	3	2	5	6	4	5	3	7	50
Total:	13	11	14	7	25	22	19	26	16	47	77	72	117	73	261	800
Percent:	1.6%	1.4%	1.8%	0.9%	3.1%	2.8%	2.4%	3.3%	2.0%	5.9%	9.6%	9.0%	14.6%	9.1%	32.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Colerain Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	485	45.5%
<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 & Country/Exurbs</i>	485	45.5%
Traditional & Non-Traditional Families	580	54.5%
<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 & Country/Exurbs</i>	580	54.5%
Younger Singles & Couples	0	0.0%
<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 & Country/Exurbs</i>	0	0.0%
Total:	1,065	100.0%
2013 Estimated Median Income:	\$55,400	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$269,100	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Colerain Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	485	5	20.0%
<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 & Country/Exurbs</i>	485	5	20.0%
Traditional & Non-Traditional Families	580	20	80.0%
<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 & Country/Exurbs</i>	580	20	80.0%
Younger Singles & Couples	0	0	0.0%
<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 & Country/Exurbs</i>	0	0	0.0%
Total:	1,065	25	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Colerain Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Colerain Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	5	10	0	0	0	15
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	10	0	0	0	15
Traditional & Non-Traditional Families	20	35	0	0	0	55
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	25	0	0	0	45
Younger Singles & Couples	0	10	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	25	55	0	0	0	80
Percent:	31.3%	68.8%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 49D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Colerain Township
 Colerain Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	1	1	3	1	9	5	5	9	7	34	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	3	1	9	5	5	9	7	34	75
Traditional & Non-Traditional Families	15	11	16	7	21	29	27	43	27	79	275
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	10	6	7	2	5	6	4	4	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	9	5	16	23	23	39	25	75	225
Younger Singles & Couples	6	5	6	4	9	4	4	4	2	6	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	22	17	25	12	39	38	36	56	36	119	400
Percent:	5.5%	4.3%	6.3%	3.0%	9.8%	9.5%	9.0%	14.0%	9.0%	29.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Colerain Township
 Colerain Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	1	1	3	4	4	8	6	33	60
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	1	1	3	4	4	8	6	33	60
Traditional & Non-Traditional Families	2	1	1	0	1	4	3	4	3	6	24	24	38	23	71	205
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	3	2	2	1	2	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	2	2	3	3	5	21	22	36	22	69	185
Younger Singles & Couples	0	0	0	0	0	2	2	2	2	2	2	2	2	2	2	20
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	2	1	1	0	1	6	5	7	6	11	30	30	48	31	106	285
Percent:	0.7%	0.4%	0.4%	0.0%	0.4%	2.1%	1.8%	2.5%	2.1%	3.9%	10.5%	10.5%	16.8%	10.9%	37.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Conestoga Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	910	63.9%
<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 & Country/Exurbs</i>	910	63.9%
Traditional & Non-Traditional Families	480	33.7%
<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 & Country/Exurbs</i>	480	33.7%
Younger Singles & Couples	35	2.4%
<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 & Country/Exurbs</i>	35	2.4%
Total:	1,425	100.0%
2013 Estimated Median Income:	\$52,600	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$191,200	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Conestoga Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	905	55	52.4%
<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 & Country/Exurbs</i>	905	55	52.4%
Traditional & Non-Traditional Families	480	40	38.1%
<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 & Country/Exurbs</i>	480	40	38.1%
Younger Singles & Couples	35	10	9.5%
<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 & Country/Exurbs</i>	35	10	9.5%
Total:	1,420	105	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Conestoga Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Conestoga Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	55	15	10	0	0	80
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	55	15	10	0	0	80
Traditional & Non-Traditional Families	40	25	0	0	0	65
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	40	20	0	0	0	60
Younger Singles & Couples	10	45	0	0	0	55
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	15	0	0	0	15
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	10	10	0	0	0	20
Total:	105	85	10	0	0	200
Percent:	52.5%	42.5%	5.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 50D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Conestoga Township
 Conestoga Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	7	7	12	9	40	29	31	52	35	178	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	7	7	12	9	40	29	31	52	35	178	400
Traditional & Non-Traditional Families	16	13	16	9	21	34	32	51	31	102	325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	11	10	13	8	18	31	30	49	30	100	300
Younger Singles & Couples	32	24	34	17	53	21	16	22	12	44	275
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	9	7	10	5	14	6	5	7	3	9	75
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	12	9	11	6	17	10	7	9	5	14	100
Total:	55	44	62	35	114	84	79	125	78	324	1,000
Percent:	5.5%	4.4%	6.2%	3.5%	11.4%	8.4%	7.9%	12.5%	7.8%	32.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Conestoga Township
 Conestoga Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	1	1	3	2	13	27	29	49	33	162	325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	1	1	3	2	13	27	29	49	33	162	325
Traditional & Non-Traditional Families	0	0	0	0	0	3	2	3	2	5	32	30	48	30	95	250
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	2	2	4	30	29	47	30	94	240
Younger Singles & Couples	2	2	4	3	9	4	4	6	4	12	14	11	12	7	21	115
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	1	1	1	1	1	2	2	2	2	2	3	3	3	2	4	30
<i>Metropolitan Suburbs</i>	0	0	2	1	7	0	0	2	1	7	2	2	2	2	7	35
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	7	5	6	3	9	45
Total:	2	2	5	4	12	8	7	12	8	30	73	70	109	70	278	690
Percent:	0.3%	0.3%	0.7%	0.6%	1.7%	1.2%	1.0%	1.7%	1.2%	4.3%	10.6%	10.1%	15.8%	10.1%	40.3%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Conoy Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	910	75.5%
<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 & Country/Exurbs</i>	910	75.5%
Traditional & Non-Traditional Families	295	24.5%
<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 & Country/Exurbs</i>	295	24.5%
Younger Singles & Couples	0	0.0%
<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 & Country/Exurbs</i>	0	0.0%
Total:	1,205	100.0%
2013 Estimated Median Income:	\$62,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$185,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Conoy Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	910	55	73.3%
<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 & Country/Exurbs</i>	910	55	73.3%
Traditional & Non-Traditional Families	295	20	26.7%
<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 & Country/Exurbs</i>	295	20	26.7%
Younger Singles & Couples	0	0	0.0%
<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 & Country/Exurbs</i>	0	0	0.0%
Total:	1,205	75	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Conoy Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Conoy Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	55	10	10	0	0	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	55	10	10	0	0	75
Traditional & Non-Traditional Families	20	25	10	0	0	55
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	10	0	0	50
Younger Singles & Couples	0	5	0	0	0	5
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	75	40	20	0	0	135
Percent:	55.6%	29.6%	14.8%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 51D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Conoy Township
 Conoy Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	5	5	9	6	40	22	23	42	30	193	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	9	6	40	22	23	42	30	193	375
Traditional & Non-Traditional Families	11	9	13	6	21	25	26	43	29	92	275
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	5	3	3	1	3	3	2	2	1	2	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	10	5	18	22	24	41	28	90	250
Younger Singles & Couples	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0
Total:	19	17	25	14	65	49	51	87	60	288	675
Percent:	2.8%	2.5%	3.7%	2.1%	9.6%	7.3%	7.6%	12.9%	8.9%	42.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Conoy Township
 Conoy Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	2	1	7	2	2	4	2	15	19	21	38	26	171	310
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	2	1	7	2	2	4	2	15	19	21	38	26	171	310
Traditional & Non-Traditional Families	0	0	0	0	0	4	3	4	3	6	23	22	39	26	85	215
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	2	2	3	3	5	21	21	38	26	84	205
Younger Singles & Couples	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total:	0	0	2	1	7	7	6	9	6	22	43	44	78	53	257	535
Percent:	0.0%	0.0%	0.4%	0.2%	1.3%	1.3%	1.1%	1.7%	1.1%	4.1%	8.0%	8.2%	14.6%	9.9%	48.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Drumore Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	460	57.5%
<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 & Country/Exurbs</i>	460	57.5%
Traditional & Non-Traditional Families	335	41.9%
<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 & Country/Exurbs</i>	335	41.9%
Younger Singles & Couples	5	0.6%
<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 & Country/Exurbs</i>	5	0.6%
Total:	800	100.0%
2013 Estimated Median Income:	\$57,300	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$223,700	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Drumore Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	460	20	50.0%
<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 & Country/Exurbs</i>	460	20	50.0%
Traditional & Non-Traditional Families	335	20	50.0%
<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 & Country/Exurbs</i>	335	20	50.0%
Younger Singles & Couples	5	0	0.0%
<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 & Country/Exurbs</i>	5	0	0.0%
Total:	800	40	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Drumore Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Drumore Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	5	5	0	0	30
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	5	5	0	0	30
Traditional & Non-Traditional Families	20	30	15	0	0	65
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	20	25	15	0	0	60
Younger Singles & Couples	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	40	35	20	0	0	95
Percent:	42.1%	36.8%	21.1%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Drumore Township
 Drumore Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	3	5	4	15	12	12	21	14	61	150
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	3	5	4	15	12	12	21	14	61	150
Traditional & Non-Traditional Families	8	8	15	7	22	32	31	54	33	115	325
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	7	7	12	6	18	30	29	50	31	110	300
Younger Singles & Couples	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0
Total:	11	11	20	11	37	44	43	75	47	176	475
Percent:	2.3%	2.3%	4.2%	2.3%	7.8%	9.3%	9.1%	15.8%	9.9%	37.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Drumore Township
 Drumore Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	1	1	2	1	5	11	11	18	13	52	120
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	1	1	2	1	5	11	11	18	13	52	120
Traditional & Non-Traditional Families	0	0	0	0	0	3	3	4	4	6	29	30	50	30	106	265
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	0	0	0	0	0	2	2	3	3	5	28	29	47	29	102	250
Younger Singles & Couples	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total:	0	0	1	1	3	4	4	6	5	11	40	41	68	43	158	385
Percent:	0.0%	0.0%	0.3%	0.3%	0.8%	1.0%	1.0%	1.6%	1.3%	2.9%	10.4%	10.6%	17.7%	11.2%	41.0%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Elizabeth Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	755	54.1%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	105	7.5%
<i>Town & Country/Exurbs</i>	650	46.6%
Traditional & Non-Traditional Families		
	600	43.0%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	20	1.4%
<i>Town & Country/Exurbs</i>	580	41.6%
Younger Singles & Couples		
	40	2.9%
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	15	1.1%
<i>Town & Country/Exurbs</i>	25	1.8%
Total:	1,395	100.0%
2013 Estimated Median Income:	\$63,000	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$215,000	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Elizabeth Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	750	55	47.8%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	100	0	0.0%
<i>Town & Country/Exurbs</i>	650	55	47.8%
Traditional & Non-Traditional Families	600	50	43.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	20	0	0.0%
<i>Town & Country/Exurbs</i>	580	50	43.5%
Younger Singles & Couples	35	10	8.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	10	0	0.0%
<i>Town & Country/Exurbs</i>	25	10	8.7%
Total:	1,385	115	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Elizabeth Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Elizabeth Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	55	45	0	0	0	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	55	40	0	0	0	95
Traditional & Non-Traditional Families	50	50	0	0	0	100
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	50	40	0	0	0	90
Younger Singles & Couples	10	25	0	0	0	35
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	15	0	0	0	15
<i>Town & Country/Exurbs</i>	10	10	0	0	0	20
Total:	115	120	0	0	0	235
Percent:	48.9%	51.1%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within /To Elizabeth Township
 Elizabeth Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	10	10	16	12	47	38	40	66	46	215	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	10	10	15	11	44	36	38	62	43	206	475
Traditional & Non-Traditional Families	13	13	24	13	37	49	49	85	52	165	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	4	2	7	3	3	7	5	17	50
<i>Town & Country/Exurbs</i>	12	12	20	11	30	46	46	78	47	148	450
Younger Singles & Couples	17	13	20	10	35	13	10	14	9	34	175
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	5	4	9	4	18	3	3	5	4	20	75
<i>Town & Country/Exurbs</i>	12	9	11	6	17	10	7	9	5	14	100
Total:	40	36	60	35	119	100	99	165	107	414	1,175
Percent:	3.4%	3.1%	5.1%	3.0%	10.1%	8.5%	8.4%	14.0%	9.1%	35.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Elizabeth Township
 Elizabeth Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	3	3	7	5	22	32	35	59	41	193	405
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	1	1	3	3	3	6	4	19	31	34	56	39	185	385
Traditional & Non-Traditional Families	0	0	0	0	0	4	4	5	5	7	46	45	80	49	155	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	2	2	6	4	16	35
<i>Town & Country/Exurbs</i>	0	0	0	0	0	3	3	4	4	6	44	43	74	45	139	365
Younger Singles & Couples	1	1	3	2	8	2	2	4	2	10	9	7	8	5	16	80
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	2	1	7	0	0	2	1	7	2	2	2	2	7	35
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	7	5	6	3	9	45
Total:	1	1	4	3	11	9	9	16	12	39	87	87	147	95	364	885
Percent:	0.1%	0.1%	0.5%	0.3%	1.2%	1.0%	1.0%	1.8%	1.4%	4.4%	9.8%	9.8%	16.6%	10.7%	41.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Fulton Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	495	47.1%
<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 & Country/Exurbs</i>	495	47.1%
Traditional & Non-Traditional Families		
	555	52.9%
<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 & Country/Exurbs</i>	555	52.9%
Younger Singles & Couples		
	0	0.0%
<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 & Country/Exurbs</i>	0	0.0%
Total:	1,050	100.0%
2013 Estimated Median Income:	\$48,300	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$201,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Fulton Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	500	20	33.3%
<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 & Country/Exurbs</i>	500	20	33.3%
Traditional & Non-Traditional Families	555	40	66.7%
<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 & Country/Exurbs</i>	555	40	66.7%
Younger Singles & Couples	0	0	0.0%
<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 & Country/Exurbs</i>	0	0	0.0%
Total:	1,055	60	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Fulton Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Fulton Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	25	0	0	0	45
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	0	0	0	40
Traditional & Non-Traditional Families	40	30	0	0	0	70
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	40	25	0	0	0	65
Younger Singles & Couples	0	5	0	0	0	5
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	5	0	0	0	5
Total:	60	60	0	0	0	120
Percent:	50.0%	50.0%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 54D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Fulton Township
 Fulton Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	12	9	11	7	21	19	19	28	20	79	225
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	4	4	2	3	2	1	1	0	1	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	5	5	7	5	18	17	18	27	20	78	200
Traditional & Non-Traditional Families	11	11	19	10	29	39	37	62	35	97	350
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	10	10	16	9	25	37	35	58	33	92	325
Younger Singles & Couples	3	2	3	2	5	2	2	2	1	3	25
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	3	2	3	2	5	2	2	2	1	3	25
Total:	26	22	33	19	55	60	58	92	56	179	600
Percent:	4.3%	3.7%	5.5%	3.2%	9.2%	10.0%	9.7%	15.3%	9.3%	29.8%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Fulton Township
 Fulton Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	1	1	2	2	4	18	17	26	18	76	165
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	2	2	4	16	16	25	18	75	160
Traditional & Non-Traditional Families	0	0	0	0	0	4	4	4	4	4	35	34	58	33	90	270
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	0	0	0	0	0	3	3	3	3	3	34	33	55	32	86	255
Younger Singles & Couples	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
Total:	0	0	0	0	0	6	6	7	7	9	54	52	85	52	167	445
Percent:	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	1.3%	1.6%	1.6%	2.0%	12.1%	11.7%	19.1%	11.7%	37.5%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Leacock Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	670	43.8%
<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 & Country/Exurbs</i>	670	43.8%
Traditional & Non-Traditional Families		
	775	50.7%
<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 & Country/Exurbs</i>	775	50.7%
Younger Singles & Couples		
	85	5.5%
<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 & Country/Exurbs</i>	85	5.5%
Total:	1,530	100.0%
2013 Estimated Median Income:	\$49,200	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$237,200	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Leacock Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	665	20	20.0%
<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 & Country/Exurbs</i>	665	20	20.0%
Traditional & Non-Traditional Families	775	60	60.0%
<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 & Country/Exurbs</i>	775	60	60.0%
Younger Singles & Couples	85	20	20.0%
<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 & Country/Exurbs</i>	85	20	20.0%
Total:	1,525	100	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Leacock Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Leacock Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	20	10	0	0	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	20	10	0	0	50
Traditional & Non-Traditional Families	60	30	20	0	0	110
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	10	0	0	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	60	25	10	0	0	95
Younger Singles & Couples	20	45	15	0	0	80
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	10	0	0	25
<i>Metropolitan Suburbs</i>	0	20	5	0	0	25
<i>Town & Country/Exurbs</i>	20	10	0	0	0	30
Total:	100	95	45	0	0	240
Percent:	41.7%	39.6%	18.8%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Leacock Township
 Leacock Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	6	6	8	6	24	19	19	33	23	106	250
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	6	6	8	6	24	19	19	33	23	106	250
Traditional & Non-Traditional Families	29	23	32	16	40	59	55	89	51	156	550
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	15	10	10	4	6	10	6	7	2	5	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	14	13	22	12	34	49	49	82	49	151	475
Younger Singles & Couples	45	35	49	27	79	30	23	32	19	61	400
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	14	12	17	9	23	10	8	11	6	15	125
<i>Metropolitan Suburbs</i>	12	10	15	9	29	5	5	8	6	26	125
<i>Town & Country/Exurbs</i>	19	13	17	9	27	15	10	13	7	20	150
Total:	80	64	89	49	143	108	97	154	93	323	1,200
Percent:	6.7%	5.3%	7.4%	4.1%	11.9%	9.0%	8.1%	12.8%	7.8%	26.9%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Leacock Township

Leacock Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	<i>Below</i> 30% AMI	<i>30% to</i> 50% AMI	<i>50% to</i> 80% AMI	<i>80% to</i> 100% AMI	<i>Above</i> 100% AMI	
Empty Nesters & Retirees	0	0	1	1	3	2	2	4	2	10	16	17	28	20	94	200
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	16	17	28	20	94	200
Traditional & Non-Traditional Families	2	1	1	0	1	6	5	6	5	8	52	49	81	49	144	410
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	3	2	2	1	2	5	3	3	1	3	30
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	3	3	4	4	6	47	46	78	48	141	380
Younger Singles & Couples	5	5	7	5	13	8	7	10	6	19	14	12	15	9	30	165
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	3	3	3	2	4	4	4	5	3	9	50
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	3	2	8	2	2	3	2	11	50
<i>Town & Country/Exurbs</i>	2	2	2	1	3	4	3	4	2	7	8	6	7	4	10	65
Total:	7	6	9	6	17	16	14	20	13	37	82	78	124	78	268	775
Percent:	0.9%	0.8%	1.2%	0.8%	2.2%	2.1%	1.8%	2.6%	1.7%	4.8%	10.6%	10.1%	16.0%	10.1%	34.6%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Little Britain Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	525	39.5%
<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 & Country/Exurbs</i>	525	39.5%
Traditional & Non-Traditional Families		
	800	60.2%
<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 & Country/Exurbs</i>	800	60.2%
Younger Singles & Couples		
	5	0.4%
<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 & Country/Exurbs</i>	5	0.4%
Total:	1,330	100.0%
2013 Estimated Median Income:	\$57,300	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$255,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Little Britain Township Each Year Over The Next Five Years**

Little Britain Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	530	20	28.6%
<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 & Country/Exurbs</i>	530	20	28.6%
Traditional & Non-Traditional Families	800	50	71.4%
<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 & Country/Exurbs</i>	800	50	71.4%
Younger Singles & Couples	5	0	0.0%
<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 & Country/Exurbs</i>	5	0	0.0%
Total:	1,335	70	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Little Britain Township Each Year Over The Next Five Years**

*Little Britain Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Little Britain Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	20	15	0	0	0	35
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	20	15	0	0	0	35
Traditional & Non-Traditional Families	50	110	0	0	0	160
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	25	0	0	0	25
<i>Town & Country/Exurbs</i>	50	85	0	0	0	135
Younger Singles & Couples	0	10	0	0	0	10
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	10	0	0	0	10
Total:	70	135	0	0	0	205
Percent:	34.1%	65.9%	0.0%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Little Britain Township
*Little Britain Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	4	4	5	4	18	12	13	22	15	78	175
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	4	4	5	4	18	12	13	22	15	78	175
Traditional & Non-Traditional Families	23	22	38	21	61	78	79	136	82	260	800
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	5	4	8	5	13	11	10	19	11	39	125
<i>Town & Country/Exurbs</i>	18	18	30	16	48	67	69	117	71	221	675
Younger Singles & Couples	7	5	6	3	9	4	3	4	2	7	50
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	7	5	6	3	9	4	3	4	2	7	50
Total:	34	31	49	28	88	94	95	162	99	345	1,025
Percent:	3.3%	3.0%	4.8%	2.7%	8.6%	9.2%	9.3%	15.8%	9.7%	33.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Little Britain Township
 Little Britain Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	0	0	0	0	0	2	1	7	12	12	20	14	72	140
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	2	1	7	12	12	20	14	72	140
Traditional & Non-Traditional Families	3	3	3	3	3	6	6	10	5	18	70	70	121	74	240	635
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	2	1	3	8	8	14	9	36	90
<i>Town & Country/Exurbs</i>	2	2	2	2	2	4	4	8	4	15	62	62	107	65	204	545
Younger Singles & Couples	1	1	1	1	1	1	1	1	1	1	2	2	2	1	3	20
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	1	1	1	1	1	1	1	1	1	1	2	2	2	1	3	20
Total:	4	4	4	4	4	7	7	13	7	26	84	84	143	89	315	795
Percent:	0.5%	0.5%	0.5%	0.5%	0.5%	0.9%	0.9%	1.6%	0.9%	3.3%	10.6%	10.6%	18.0%	11.2%	39.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Martic Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,125	60.8%
<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 & Country/Exurbs</i>	1,125	60.8%
Traditional & Non-Traditional Families		
	720	38.9%
<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 & Country/Exurbs</i>	720	38.9%
Younger Singles & Couples		
	5	0.3%
<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 & Country/Exurbs</i>	5	0.3%
Total:	1,850	100.0%
2013 Estimated Median Income:	\$54,700	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$186,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Martic Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,130	45	52.9%
<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 & Country/Exurbs</i>	1,130	45	52.9%
Traditional & Non-Traditional Families	720	40	47.1%
<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 & Country/Exurbs</i>	720	40	47.1%
Younger Singles & Couples	5	0	0.0%
<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 & Country/Exurbs</i>	5	0	0.0%
Total:	1,855	85	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Martic Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Martic Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	45	65	10	0	0	120
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	0	0	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	45	50	10	0	0	105
Traditional & Non-Traditional Families	40	70	25	0	0	135
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	10	0	0	25
<i>Metropolitan Suburbs</i>	0	10	0	0	0	10
<i>Town & Country/Exurbs</i>	40	45	15	0	0	100
Younger Singles & Couples	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0
Total:	85	135	35	0	0	255
Percent:	33.3%	52.9%	13.7%	0.0%	0.0%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Martic Township
 Martic Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	16	15	22	17	60	45	45	76	52	252	600
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	5	5	3	5	4	3	5	2	11	50
<i>Metropolitan Suburbs</i>	0	0	1	1	3	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	9	10	16	13	52	39	40	67	47	232	525
Traditional & Non-Traditional Families	37	29	40	19	50	69	65	103	61	202	675
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	24	16	17	6	12	16	11	11	4	8	125
<i>Metropolitan Suburbs</i>	1	1	4	2	7	3	3	7	5	17	50
<i>Town & Country/Exurbs</i>	12	12	19	11	31	50	51	85	52	177	500
Younger Singles & Couples	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0
Total:	53	44	62	36	110	114	110	179	113	454	1,275
Percent:	4.2%	3.5%	4.9%	2.8%	8.6%	8.9%	8.6%	14.0%	8.9%	35.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/ To Martic Township

Martic Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,

And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	0	0	2	1	7	4	5	7	6	23	38	39	67	45	226	470
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	1	1	1	2	3	3	4	2	8	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	0	0	2	1	7	4	4	5	4	18	34	35	60	41	210	425
Traditional & Non-Traditional Families	4	3	3	2	3	10	8	10	7	15	57	52	89	53	184	500
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	2	2	6	4	16	35
<i>Town & Country/Exurbs</i>	1	1	1	1	1	4	4	6	5	11	47	45	77	47	164	415
Younger Singles & Couples	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total:	4	3	5	3	10	14	13	17	13	38	95	91	156	98	410	970
Percent:	0.4%	0.3%	0.5%	0.3%	1.0%	1.4%	1.3%	1.8%	1.3%	3.9%	9.8%	9.4%	16.1%	10.1%	42.3%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

Paradise Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	760	45.9%
<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 & Country/Exurbs</i>	760	45.9%
Traditional & Non-Traditional Families		
	790	47.8%
<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 & Country/Exurbs</i>	790	47.8%
Younger Singles & Couples		
	105	6.3%
<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 & Country/Exurbs</i>	105	6.3%
Total:	1,655	100.0%
2013 Estimated Median Income:	\$48,500	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$232,600	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

Paradise Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	765	10	22.2%
<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 & Country/Exurbs</i>	765	10	22.2%
Traditional & Non-Traditional Families	790	25	55.6%
<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 & Country/Exurbs</i>	790	25	55.6%
Younger Singles & Couples	105	10	22.2%
<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 & Country/Exurbs</i>	105	10	22.2%
Total:	1,660	45	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

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

*Paradise Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Paradise Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	10	25	25	0	15	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	5	0	5	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	10	20	20	0	10	60
Traditional & Non-Traditional Families	25	35	25	0	25	110
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	10	10	0	5	25
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	25	25	15	0	10	75
Younger Singles & Couples	10	15	0	0	15	40
<i>Metropolitan Cities</i>	0	5	0	0	0	5
<i>Small Cities/Satellite Cities</i>	0	5	0	0	0	5
<i>Metropolitan Suburbs</i>	0	0	0	0	10	10
<i>Town & Country/Exurbs</i>	10	5	0	0	5	20
Total:	45	75	50	0	55	225
Percent:	20.0%	33.3%	22.2%	0.0%	24.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Paradise Township

*Paradise Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,**And Balance of the United States*

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	26	18	21	13	42	32	28	44	29	122	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	18	10	10	5	12	7	4	4	2	3	75
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	8	8	11	8	30	25	24	40	27	119	300
Traditional & Non-Traditional Families	51	35	41	18	40	61	51	75	41	137	550
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	24	16	17	6	12	16	11	11	4	8	125
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	13	11	16	9	21	41	38	62	37	127	375
Younger Singles & Couples	26	20	26	14	39	16	12	15	8	24	200
<i>Metropolitan Cities</i>	6	4	4	2	4	2	1	1	0	1	25
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	2	2	2	1	3	25
<i>Metropolitan Suburbs</i>	5	4	8	4	14	2	2	3	2	6	50
<i>Town & Country/Exurbs</i>	12	9	11	6	17	10	7	9	5	14	100
Total:	103	73	88	45	121	109	91	134	78	283	1,125
Percent:	9.2%	6.5%	7.8%	4.0%	10.8%	9.7%	8.1%	11.9%	6.9%	25.2%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Paradise Township
 Paradise Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						.... Attached ....					.... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	2	1	2	1	4	4	3	5	2	11	26	24	37	25	108	255
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	3	2	2	1	2	20
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	1	1	3	2	2	4	2	10	23	22	35	24	106	235
Traditional & Non-Traditional Families	3	2	2	1	2	8	6	7	5	9	51	43	66	36	124	365
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Town & Country/Exurbs</i>	0	0	0	0	0	3	3	4	4	6	39	36	58	34	118	305
Younger Singles & Couples	1	1	2	2	4	3	3	4	3	7	11	8	9	5	12	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	2	1	1	0	1	5
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	10
<i>Metropolitan Suburbs</i>	0	0	1	1	3	0	0	1	1	3	1	1	1	1	1	15
<i>Town & Country/Exurbs</i>	1	1	1	1	1	2	2	2	1	3	7	5	6	3	9	45
Total:	6	4	6	4	10	15	12	16	10	27	88	75	112	66	244	695
Percent:	0.9%	0.6%	0.9%	0.6%	1.4%	2.2%	1.7%	2.3%	1.4%	3.9%	12.7%	10.8%	16.1%	9.5%	35.1%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups*Upper Leacock Township, Lancaster County, Pennsylvania*

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	1,240	41.7%
<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 & Country/Exurbs</i>	1,240	41.7%
Traditional & Non-Traditional Families	1,515	50.9%
<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 & Country/Exurbs</i>	1,515	50.9%
Younger Singles & Couples	220	7.4%
<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 & Country/Exurbs</i>	220	7.4%
Total:	2,975	100.0%
2013 Estimated Median Income:	\$54,100	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$202,800	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within Upper Leacock Township Each Year Over The Next Five Years**

Upper Leacock Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,235	70	20.9%
<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 & Country/Exurbs</i>	1,235	70	20.9%
Traditional & Non-Traditional Families	1,515	200	59.7%
<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 & Country/Exurbs</i>	1,515	200	59.7%
Younger Singles & Couples	220	65	19.4%
<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 & Country/Exurbs</i>	220	65	19.4%
Total:	2,970	335	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To Upper Leacock Township Each Year Over The Next Five Years**

*Upper Leacock Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Upper Leacock Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	70	40	0	0	15	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	5	0	0	5	10
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	70	30	0	0	10	110
Traditional & Non-Traditional Families	200	140	0	0	25	365
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	35	0	0	5	40
<i>Metropolitan Suburbs</i>	0	25	0	0	0	25
<i>Town & Country/Exurbs</i>	200	80	0	0	10	290
Younger Singles & Couples	65	45	0	0	15	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	25	0	0	10	35
<i>Town & Country/Exurbs</i>	65	20	0	0	5	90
Total:	335	225	0	0	55	615
Percent:	54.5%	36.6%	0.0%	0.0%	8.9%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 59D

Tenure (Renter/Buyer) Profile
 Annual Average Number of Households With The Potential
 To Move Within/To Upper Leacock Township Each Year Over The Next Five Years
 Upper Leacock County, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	4	3	4	2	7	12	11	18	12	52	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	10
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	5
<i>Town & Country/Exurbs</i>	2	2	3	2	6	10	10	16	11	48	110
Traditional & Non-Traditional Families	24	18	25	12	31	39	36	57	32	91	365
<i>Metropolitan Cities</i>	4	2	2	0	2	0	0	0	0	0	10
<i>Small Cities/Satellite Cities</i>	6	4	4	2	4	6	4	4	2	4	40
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	4	3	9	25
<i>Town & Country/Exurbs</i>	13	11	18	9	24	31	30	49	27	78	290
Younger Singles & Couples	13	10	13	7	22	10	7	12	7	24	125
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	3	3	4	2	8	1	1	3	2	8	35
<i>Town & Country/Exurbs</i>	10	7	9	5	14	9	6	9	5	16	90
Total:	41	31	42	21	60	61	54	87	51	167	615
Percent:	6.7%	5.0%	6.8%	3.4%	9.8%	9.9%	8.8%	14.1%	8.3%	27.2%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To Upper Leacock Township
 Upper Leacock County, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	3	2	3	2	5	5	4	8	5	23	44	43	69	46	208	470
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	1	1	0	1	2	1	1	0	1	2	1	1	0	1	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0	0	1	1	3	1	1	3	2	8	20
<i>Town & Country/Exurbs</i>	1	1	2	2	4	3	3	6	4	19	41	41	65	44	199	435
Traditional & Non-Traditional Families	10	9	11	6	14	31	27	37	18	47	155	147	233	129	386	1,260
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	9	6	7	3	5	12	9	10	4	10	85
<i>Metropolitan Suburbs</i>	1	1	1	1	1	2	2	2	1	3	8	8	14	9	36	90
<i>Town & Country/Exurbs</i>	6	6	8	4	11	20	19	28	14	39	131	128	207	116	338	1075
Younger Singles & Couples	9	7	10	5	19	13	10	15	8	29	28	20	27	17	53	270
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	2	2	4	2	10	2	2	4	2	10	2	2	3	3	10	60
<i>Town & Country/Exurbs</i>	7	5	6	3	9	11	8	11	6	19	26	18	24	14	43	210
Total:	22	18	24	13	38	49	41	60	31	99	227	210	329	192	647	2,000
Percent:	1.1%	0.9%	1.2%	0.7%	1.9%	2.5%	2.1%	3.0%	1.6%	5.0%	11.4%	10.5%	16.5%	9.6%	32.4%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

2013 Household Classification by Market Groups

West Cocalico Township, Lancaster County, Pennsylvania

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees		
	1,225	49.8%
<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 & Country/Exurbs</i>	1,225	49.8%
Traditional & Non-Traditional Families		
	1,215	49.4%
<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 & Country/Exurbs</i>	1,215	49.4%
Younger Singles & Couples		
	20	0.8%
<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 & Country/Exurbs</i>	20	0.8%
Total:	2,460	100.0%
2013 Estimated Median Income:	\$55,800	
2013 Estimated National Median Income:	\$49,300	
2013 Estimated Median Home Value:	\$202,400	
2013 Estimated National Median Home Value:	\$171,300	

Note: Household numbers rounded to the nearest five.

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within West Cocalico Township Each Year Over The Next Five Years**

West Cocalico Township, Lancaster County, Pennsylvania

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	1,225	25	29.4%
<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 & Country/Exurbs</i>	1,225	25	29.4%
Traditional & Non-Traditional Families	1,215	55	64.7%
<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 & Country/Exurbs</i>	1,215	55	64.7%
Younger Singles & Couples	20	5	5.9%
<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 & Country/Exurbs</i>	20	5	5.9%
Total:	2,460	85	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

**Annual Average Number Of Households With The Potential
To Move Within/To West Cocalico Township Each Year Over The Next Five Years**

*West Cocalico Township, Balance of Lancaster County,
Regional Draw Area, Metropolitan Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>West Cocalico Township</u>	<u>Lancaster County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Empty Nesters & Retirees	25	135	85	0	10	255
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	20	15	0	5	40
<i>Metropolitan Suburbs</i>	0	25	10	0	0	35
<i>Town & Country/Exurbs</i>	25	90	60	0	5	180
Traditional & Non-Traditional Families	55	45	20	0	20	140
<i>Metropolitan Cities</i>	0	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	10	10	0	5	25
<i>Metropolitan Suburbs</i>	0	5	0	0	0	5
<i>Town & Country/Exurbs</i>	55	30	10	0	5	100
Younger Singles & Couples	5	65	0	0	5	75
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	25	0	0	0	25
<i>Metropolitan Suburbs</i>	0	25	0	0	0	25
<i>Town & Country/Exurbs</i>	5	15	0	0	5	25
Total:	85	245	105	0	35	470
Percent:	18.1%	52.1%	22.3%	0.0%	7.4%	100.0%

SOURCE: The Nielsen Company;
Zimmerman/Volk Associates, Inc.

Appendix Four, Table 60D

Tenure (Renter/Buyer) Profile

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Cocalico Township
 West Cocalico Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Rental .....					..... Ownership					Total
	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	55	42	58	35	145	92	90	148	102	508	1,275
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	32	19	21	11	32	17	12	15	9	32	200
<i>Metropolitan Suburbs</i>	7	6	10	6	21	12	12	21	15	65	175
<i>Town & Country/Exurbs</i>	16	17	27	18	92	63	66	112	78	411	900
Traditional & Non-Traditional Families	56	39	52	23	60	71	64	100	57	178	700
<i>Metropolitan Cities</i>	14	8	8	3	7	4	2	2	0	2	50
<i>Small Cities/Satellite Cities</i>	24	16	17	6	12	16	11	11	4	8	125
<i>Metropolitan Suburbs</i>	1	1	3	1	4	2	2	4	2	5	25
<i>Town & Country/Exurbs</i>	17	14	24	13	37	49	49	83	51	163	500
Younger Singles & Couples	42	33	46	26	73	27	22	30	18	58	375
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	14	12	17	9	23	10	8	11	6	15	125
<i>Metropolitan Suburbs</i>	12	10	15	9	29	5	5	8	6	26	125
<i>Town & Country/Exurbs</i>	16	11	14	8	21	12	9	11	6	17	125
Total:	153	114	156	84	278	190	176	278	177	744	2,350
Percent:	6.5%	4.9%	6.6%	3.6%	11.8%	8.1%	7.5%	11.8%	7.5%	31.7%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

Purchase Propensity By Housing Type

Five-Year Total: 2013 - 2017

Number of Households With The Potential To Move Within/To West Cocalico Township
 West Cocalico Township, Lancaster County, Regional Draw Area, Metropolitan Draw Area,
 And Balance of the United States

Household Type/ Geographic Designation	..... Multi-Family .....					..... Single-Family										Total
						..... Attached .....					..... Detached					
	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	Below 30% AMI	30% to 50% AMI	50% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Empty Nesters & Retirees	6	6	9	6	18	11	11	18	11	54	73	75	125	85	432	940
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	3	3	3	2	4	4	4	4	3	5	8	7	9	5	21	85
<i>Metropolitan Suburbs</i>	1	1	2	2	4	2	2	4	2	10	9	10	16	11	49	125
<i>Town & Country/Exurbs</i>	2	2	4	2	10	5	5	10	6	39	56	58	100	69	362	730
Traditional & Non-Traditional Families	4	3	3	2	3	10	8	11	8	18	57	51	85	49	158	470
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	4	2	2	0	2	10
<i>Small Cities/Satellite Cities</i>	3	2	2	1	2	5	3	3	1	3	8	5	6	2	4	50
<i>Metropolitan Suburbs</i>	0	0	0	0	0	1	1	1	1	1	1	1	3	1	4	15
<i>Town & Country/Exurbs</i>	1	1	1	1	1	4	4	7	6	14	44	43	74	46	148	395
Younger Singles & Couples	5	5	7	5	13	7	6	9	6	17	13	11	14	8	29	155
<i>Metropolitan Cities</i>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	2	2	3	3	3	2	4	4	4	5	3	9	50
<i>Metropolitan Suburbs</i>	1	1	3	2	8	1	1	3	2	8	2	2	3	2	11	50
<i>Town & Country/Exurbs</i>	2	2	2	1	3	3	2	3	2	5	7	5	6	3	9	55
Total:	15	14	19	13	34	28	25	38	25	89	143	137	224	142	619	1,565
Percent:	1.0%	0.9%	1.2%	0.8%	2.2%	1.8%	1.6%	2.4%	1.6%	5.7%	9.1%	8.8%	14.3%	9.1%	39.6%	100.0%

SOURCE: The Nielsen Company;
 Zimmerman/Volk Associates, Inc.

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ASSUMPTIONS AND LIMITATIONS—

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

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

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



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RIGHTS AND STUDY OWNERSHIP—

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



Appendix Five

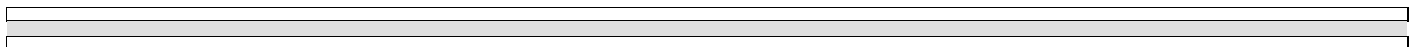
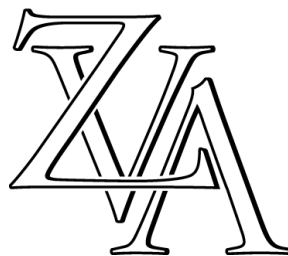
TARGET MARKET DESCRIPTIONS

Housing Market Analysis Of Lancaster County, Pennsylvania

September, 2013

Conducted by
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TARGET MARKET DESCRIPTIONS

The following target market lifestyle and values profiles have been developed by Zimmerman/Volk Associates, Inc., based on United States Bureau of Census data, Claritas' geo-demographic segmentation, and Zimmerman/Volk Associates' lifestyle and housing correlation methodology. The target market lifestyle and values profiles have been devised for use by design, marketing, and merchandising professionals in perfecting the position of new housing within the marketplace.





EMPTY NESTERS & RETIREES

– Metropolitan Cities –



THE URBAN ESTABLISHMENT

Configuration: Empty-nest couples; older singles (divorced and widowed).

Average household size—2 persons.

Predominant age range of adults—45 to 64.

Characteristics: Affluent, educated and sophisticated older couples.

Success achieved through intelligence, connections and contacts.

Over two-thirds attended or graduated from college or have advanced degrees.

High-ranking professionals in medicine, law, business and finance; arts and entertainment.

Housing preferences: Exclusive urban neighborhoods.

Elegant mansions, townhouses (the city version) and condominiums (the mid- to high-rise version).

Nearly a third lease large, luxurious apartments.

Consumption patterns: Chauffeured car; drive a Mercedes.

Investment property.

Undercounter wine cellar.

Watch the *Sundance Channel*.

Read *The Economist*.

Listen to all-news radio.

Icons: Mark Cross appointment book; the blue Tiffany box and the red Cartier box.



“Luxury must be comfortable, otherwise it is not luxury.”

— Coco Chanel



COSMOPOLITAN COUPLES

Configuration: Empty-nest couples; widows and widowers.
Average household size—1 and 2 persons.
Predominant age range of adults—55 and older.

Characteristics: Ethnically-diverse neighborhoods, including white, African-American, Latino and Asian residents.
Active social life.
College-educated.
Public service lawyers, social service administrators, financial analysts.

Housing preferences: Vibrant urban neighborhoods built before World War II.
High-rises and rowhouses; detached houses on urban lots.
More than three-quarters own their homes.

Consumption patterns: Drive a Lincoln Town Car.
Play the lottery.
Avid theater-goers.
Watch *60 Minutes*.
Read *The New Yorker*.
Listen to classical radio stations.

Icons: Theater tickets; lottery tickets.



“Join the United States and join the family—
But not much in between unless a college.”

– Robert Frost



MULTI-ETHNIC RETIREES

Configuration: Older couples; mostly retired, some caring for their grandchildren.
Average household size—2 to 3 persons.
Predominant age range of adults—55 and up.

Characteristics: Middle-class African-American, Latino and Asian households.
Nearly 75 percent graduated high school; another 25 percent attended or graduated from college.
Approximately 25 percent have a working spouse.
Social services; health care employees; service workers; administrative support.

Housing preferences: Rowhouses; mid- and high-rise apartments in urban neighborhoods.
Mix of long-time residents and newcomers.
More than 63 percent own their dwelling units, which they have owned for several years.

Consumption patterns: Drive a Toyota Corolla.
Dancing monthly.
Volunteer and community involvement.
Watch *Oprah Winfrey*.
Read *Ebony*.
Listen to jazz radio.

Icons: Collection of classic jazz; framed photograph of Martin Luther King.



“Before a group can enter the open society,
it must first close ranks.”

– Stokely Carmichael and
Charles Vernon Hamilton



DOWNTOWN RETIREES

Configuration: Singles, mostly widows or widowers.
Average household size—1 person.
Predominant age range of adults—65 and over.

Characteristics: Lower-income households from diverse racial backgrounds.
One-third have some college; one-third are high school graduates; and one-third did not finish high school.
Most are living on fixed incomes, from Social Security and pensions.
Former service workers, clerks and low-level health-care support jobs.

Housing preferences: Long-time residents of in-town neighborhoods.
More than half own their homes.
Owners live in rowhouses and duplexes; renters in apartment buildings.

Consumption patterns: Hyundai Accent.
Trips to casinos.
Churchgoers.
Watch made-for-TV movies
Read *Guideposts*.

Icons: Lottery ticket; family Bible.



“I have been young, and now am old.”

– Psalms 37:25



MULTI-ETHNIC SENIORS

Configuration: Retired singles.
Average household size—1 person.
Predominant age range of adults—60 and over.

Characteristics: Mostly Hispanic and African-American households.
Only 15 percent have some college education, and only a quarter are high-school graduates.
Social Security, pensions and some require public assistance.
Retired from social service, health-care support, and maintenance jobs.

Housing preferences: Long-time residents of downtown neighborhoods.
Most are renters.
Apartments in mid- and high-rise buildings.

Consumption patterns: Travel by transit.
Belong to a fraternal order.
Politically active.
Watch reruns of the Steve Harvey Show.
Read the neighborhood newspaper.

Icons: Collection of old Louis Armstrong records; family photo albums.



“Few, save for the poor, feel for the poor.”

– Letitia Elizabeth Landon





EMPTY NESTERS & RETIREES

– *Small Cities/Satellite Cities* –



COSMOPOLITAN ELITE

Configuration: Empty-nester couples, some with college-aged children.

Average household size—2 persons.

Predominant age range of adults—55 to 64.

Characteristics: Upper-middle- to high-income empty-nesters—leading-edge Baby Boomers.

The cultural elite of America's smaller cities.

Well educated—more than 70 percent attended or graduated from college, or received professional degrees.

Prominent lawyers, doctors, professors and executives in local management, finance, and technical companies.

Housing preferences: Detached houses in wealthy enclaves, often near the country club.

Downtown condominiums as second-homes, move-down option.

Nearly all are home-owners.

Consumption patterns: Drive a Lexus.

Country club board member.

Involvement in civic activities—historic preservation, beautification programs.

Watch *Meet the Press*.

Read *Travel & Leisure*.

Listen to talk radio.

Icons: Automated home theatre; symphony subscription tickets.



“Once discover comfort, there is no turning back.”

– Mason Cooley



MIDDLE-CLASS MOVE-DOWNS

Configuration: Older married couples, widows/widowers, divorcés/divorcées.

Average household size—2 persons.

Predominant age range of adults—55 plus.

Characteristics: Older couples in the middle of the socio-economic scale.

Some members of this group have already taken early retirements.

85 percent are high school graduates; a third of the high school graduates attended or graduated from college.

Middle managers; social service workers; librarians; teachers.

Housing preferences: Mid-sized third-tier cities.

Moderate-value bungalows and ranches; new townhouses as move-down alternatives.

Nearly three-quarters of these households own their homes.

Consumption patterns: Drive a Toyota Corolla.

Backyard picnics.

Adult education courses.

Watch *Antiques Roadshow*.

Read *AARP The Magazine*.

Listen to soft contemporary radio.

Icons: Weber grill; upright piano.



“So always look for the silver lining
And try to find the sunny side of life.”

– P.G. Wodehouse



BLUE-COLLAR RETIREES

Configuration: Older singles and couples.
Average household size—1.5 persons.
Predominant age range of adults—60 and over.

Characteristics: Modest incomes and modest lifestyles.
A third are high school graduates; a quarter attended college.
Former nurses, retail and restaurant personnel, maintenance workers.
Most live on social security and small pensions.

Housing preferences: Older neighborhoods.
Nearly 70 percent own their homes.
Small detached houses, duplexes or rowhouses.

Consumption patterns: Five-year-old Buick Century.
Belong to the Y.
Active members of the Democratic Party.
Watch *People's Court*.
Read *Mature Fitness* magazine.

Icons: Framed needlepoint samplers; coin collection.



“You will be safest in the middle.”

– Ovid



HOMETOWN RETIREES

Configuration: Retired widows or widowers, some couples.
Average household size—1 or 2 persons.
Predominant age range of adults—70 and over.

Characteristics: Low-income racially-diverse population.
Few attended school beyond high school, and
more than a third dropped out.
Former factory workers, clerks, cashiers.
Most live on social security.

Housing preferences: Long-time residents of older neighborhoods.
Nearly 40 percent are renters.
Older detached houses or rowhouses.

Consumption patterns: 10-year-old Buick Skylark.
Churches, seniors centers, and fraternal organizations.
Book clubs and music clubs.
Watch *CBS Evening News*.
Read *Family Circle*.

Icons: Betty Crocker cookbook; Scrabble.



“If I’d known I was going to live this long,
I’d have taken better care of myself.”

– Eubie Blake



SECOND CITY SENIORS

Configuration: Retired singles.
Average household size—1 person.
Predominant age range of adults—75 and older.

Characteristics: Low-income seniors of all races.
Fixed incomes.
Low high-school graduation rates.
Former blue-collar employment.

Housing preferences: Older neighborhoods of satellite cities
Well-kept garden apartments; seniors towers.
More than 70 percent are renters.

Consumption patterns: Kia Rio.
Belong to a veterans' club.
Play Bingo.
Watch daytime soap operas and game shows.
Read *Soap Opera Digest*.

Icons: 20-year-old toaster oven; single-serving frozen dinners.



“It’s no disgrace t’ be poor, but it might as well be.”

– Frank McKinney Hubbard





EMPTY NESTERS & RETIREES

– Metropolitan Suburbs –



OLD MONEY

Configuration: Empty-nest couples; children away at boarding school or college.
Average household size—2 to 3 persons.
Predominant age range of adults—45 to 64.

Characteristics: Upper crust, wealthy American families—one in 10 is a multi-millionaire.
Heirs to “old money;” accustomed to privilege and luxury.
Highly educated, with college and graduate degrees.
Judges; medical specialists; chief executive officers.

Housing preferences: Older metropolitan suburbs.
Estate homes in high-prestige neighborhoods; secluded older estates.
Urban *pieds-à-terre*.

Consumption patterns: A collection of expensive automobiles: Lexus, Mercedes, BMW.
Theater; classical music; sailing; tennis.
World travel; extended visits to Europe.
Watch *Golf* channel.
Read *Architectural Digest*.
Listen to *NPR*.

Icons: Threadbare Oriental carpets; chipped Waterford crystal.



“They [the very rich] are different from you and me.”

– F. Scott Fitzgerald



SUBURBAN ESTABLISHMENT

Configuration: Mature empty-nest couples.
Average household size—2 persons.
Predominant age range of adults—55 and older.

Characteristics: Upper-middle-income couples in their peak earning years.
Parents of the trailing-edge Baby Boomers.
Two-thirds attended or graduated from college.
Mostly white-collar managers and professionals, with many years at the same firm.

Housing preferences: Vintage 1960s suburban subdivisions.
Their original detached houses have been upgraded over the years to match their rising income and status.
Many still live in the houses they bought new, 30 or 40 years ago; when they move, they downsize to an apartment in an urban neighborhood or a resort condominium.

Consumption patterns: Drive a BMW.
Resort cruises.
Theater and museum attendees.
Watch *BBC America*.
Read *Consumer Reports*.
Listen to oldies radio.

Icons: An intown condo; eat at Bertucci's.



“Just enjoy your ice cream while it’s on your plate.”

– Thornton Wilder



AFFLUENT EMPTY NESTERS

Configuration: Empty-nest couples.
Average household size—2 persons.
Predominant age range of adults—55 and older.

Characteristics: Older established couples, often with two incomes.
Significant financial resources—untapped equity in their homes.
Nearly two-thirds attended or graduated from college.
Small-business owners; corporate officers; sales directors.

Housing preferences: Eighty-five percent own their homes.
Detached houses with high property values.
Likely to move to or near downtown or an urban neighborhood when last child has left home.

Consumption patterns: Drive a Cadillac CTS sedan.
An active life of travel, leisure, and entertainment.
Travel to Italy.
Watch *Charlie Rose*.
Read *Travel & Leisure*.
Listen to Bloomberg radio.

Icons: Well-thumbed Italian phrasebook; AAA membership card.



“We made our money the old-fashioned way; we earned it.”

– Variation on Advertisement



MAINSTREAM RETIREES

Configuration: Retired singles and couples.
Average household size—2 persons.
Predominant age range of adults—65 and older.

Characteristics: Middle- to upper-middle-income households.
Prefer to spend their “golden years” with people of all ages.
Two-thirds attended or graduated from college.
Country lawyers, doctors, and shopkeepers.

Housing preferences: Small suburban towns.
Cottages; townhouses; condominiums.
High percentage of vacation/weekend homes.

Consumption patterns: Drive a Mercury Sable.
Golf; gardening; reading.
Museums of all kinds.
Watch *This Old House*.
Read *House and Garden*.
Listen to soft jazz radio.

Icons: Cable TV guide; his ‘n’ her golf clubs.



“And love can come to everyone,
The best things in life are free.”

– Buddy De Sylva



NO-NEST SUBURBANITES _____

Configuration: Older singles and couples.
Average household size—2 persons.
Predominant age range of adults—45 to 64.

Characteristics: Middle-income Baby Boomers.
Sixty percent attended or graduated from college.
Predominantly white.
Sales and marketing employees, health technicians, teachers, white-collar and clerical employment.

Housing preferences: Old and new suburbia.
Townhouses and single-family houses.
Three-quarters own their homes.

Consumption patterns: Drive a Mazda 6.
Home-delivery meals.
Huge video/DVD collection.
Watch *Scrubs*.
Read *Playboy*.
Listen to contemporary radio.

Icons: Treadmill; karaoke.



“You will be safest in the middle.”

– Ovid



MIDDLE-AMERICAN RETIREES

Configuration: Retired couples and singles.
Average household size—1 to 2 persons.
Predominant age range of adults—60 and older.

Characteristics: Middle-income households with middle-class sensibilities.
Family- and community-oriented.
Most are high school graduates; 15 percent graduated from college.
Former secretaries; accountants; small business owners.

Housing preferences: Older inner-ring suburbs.
Well-kept bungalows, ramblers, colonials.
Nearly 80 percent own their residences and the mortgage is paid off.

Consumption patterns: Drive a Chevy Cobalt.
Bowling.
Membership in a fraternal order.
Watch *ABC Good Morning America*.
Read *Ladies Home Journal*.
Listen to all news radio.

Icons: Frank Sinatra records; his 'n' hers bowling balls.



“If I’d known I was going to live this long,
I’d have taken better care of myself.”

– Eubie Blake



SUBURBAN RETIREES

Configuration: Older married couples; some singles.
Average household size—1.8 persons.
Predominant age range of adults—60 and over.

Characteristics: Ethnically-mixed lower middle-income households who are part of close-knit families.
Three-quarters are high school graduates; more than a third of those have some college education.
Although officially “retired,” many hold part-time jobs.
Former service workers, clerks and low-level management jobs.

Housing preferences: Older inner-ring suburbs.
Modest three-bedroom ranch houses with carports; mobile homes.
More than 78 percent own their homes.

Consumption patterns: 15-year-old Ford.
Belong to AARP.
Flower garden; roses.
Watch the *Home Shopping Network*.
Read a daily newspaper.

Icons: Piggybank; bookcase full of family picture albums.



“There is no substitute for hard work.”

– Thomas Alva Edison



SUBURBAN SENIORS

Configuration: Singles.

Average household size—1 person.

Predominant age range of adults—75 and over.

Characteristics: Racially-diverse lower-income widows and widowers.

One-third graduated from high school; another 25 percent went to community colleges.

Fixed incomes; most rely on Social Security.

Former maintenance and health care employment.

Housing preferences: Older inner-ring suburbs.

Predominantly renters.

Mid- and high-rise apartment buildings; rowhouses.

Consumption patterns: Well-maintained Ford Taurus.

Belong to the Elks Club.

Indoor gardening.

Watch *Who Wants To Be a Millionaire?*

Read *Reader's Digest Large Print Edition*.

Icons: Romance novels; stack of mail-order catalogues.



“Power is conferred only on adults. It is denied to youth and seniors.”

– Virginia Satir





EMPTY NESTERS & RETIREES

– Town & Country/Exurbs –



SMALL-TOWN ESTABLISHMENT

Configuration: Empty-nest couples.
Average household size—2 persons.
Predominant age range of adults—55 to 64.

Characteristics: The leading citizens of small-town communities.
More than half have college or graduate degrees.
Most have annual incomes of \$100,000 or more.
Small-town lawyers, doctors, bankers, chief executives.

Housing preferences: Affluent rural enclaves.
Large single-family houses in the country; second homes in the city.
High-tech homes.

Consumption patterns: Drive an Audi A6.
Belong to a country club.
Avid theater and museum-goers.
Watch *HBO*.
Read *Barron's*.
Listen to classical radio.

Icons: Investment portfolios; Caribbean cruises.



“The life of the wealthy is one long Sunday.”

– Anton Chekhov



NEW EMPTY NESTERS

Configuration: Empty-nest couples; a small percentage have a youngest child still at home.
Average household size—2 to 3 persons.
Predominant age range of adults—45 to 60.

Characteristics: Middle-aged and upper-middle-class.
Dual-income households.
High disposable income.
Small business owners; local homebuilders.

Housing preferences: Semi-rural small towns fast becoming middle-class suburbs.
The nicest house on the nicest street in town.
A large percentage own timeshares or second homes.

Consumption patterns: Drive a Ford Explorer.
Belong to a civic organization.
Dining out.
Watch *Country Music TV*.
Read *U.S.A Today*.
Listen to classic rock radio.

Icons: Travel club; Chamber of commerce membership.



“In the small town each citizen had done something
in his own way to build the community”

– Daniel J. Boorstin



RV RETIREES

Configuration: Older couples.
Average household size—2 persons.
Predominant age range of adults—55 and older.

Characteristics: Empty-nest, middle-income households.
Former policemen, firemen, repairmen, technicians.
High-school grads; a third went to college.
Most are retired or nearing retirement.

Housing preferences: Detached houses in small towns.
Most stay in their homes, but a few choose to retire in resort locations.
More than 20 percent are still living in the same house they bought when they got married.

Consumption patterns: Drive a Toyota FJ Cruiser.
Easy-listening tapes.
Recreational vehicles; camping equipment.
Watch the *Weather Channel*.
Read *Travel 50 and Beyond*.
Listen to country radio.

Icons: Winnebago; Wal-Mart



“To travel hopefully is a better thing than to arrive.”

– Robert Louis Stevenson



BLUE-COLLAR EMPTY NESTERS

Configuration: Middle-aged married couples with older children no longer living at home.
Average household size—2 persons.
Predominant age range of adults—45 to 54.

Characteristics: Middle-income, middle-class households.
High-school educated.
“Old-fashioned” outdoor-oriented lifestyles.
Farmers; blue-collar workers, many in the construction industry; machinists.

Housing preferences: Small towns and villages
Modest detached houses or mobile homes; ranch houses.
Over 80 percent own their homes.

Consumption patterns: Drive a Chevrolet, Dodge or Ford 4x4 pickup truck with CD player and gun rack.
Deer hunting; target shooting.
Watch *NASCAR* races.
Read *American Rifleman*.

Icons: Camouflage hunting outfit; professional chain saw.



“When you’re running down our country, man,
You’re walking on the fightin’ side of me.”

– Merle Haggard



EXURBAN SUBURBANITES

Configuration: Singles and married couples.
Average household size—2 persons.
Predominant age range of adults—45 to 64.

Characteristics: High-school graduates.
Middle-income households.
Employed in manufacturing, construction; waiters and waitresses.

Housing preferences: Exurban towns that are growing rapidly.
Three-quarters own their homes.
Detached houses; two-family houses; mobile homes.

Consumption patterns: Drive a Dodge Ram.
Fast food.
NASCAR races.
Watch *The Speed Channel*.
Read *Four Wheeler*.
Listen to country music radio.

Icons: Dale Earnhardt; Lowe's.



“A hard-working man and a thrifty woman are the real treasures of any family.”

– Chinese Proverb



HEARTLAND EMPTY NESTERS

Configuration: Older married couples, a small percentage with adult children living at home.
Average household size—2 persons.
Predominant age range of adults—55 and older.

Characteristics: Working-class households.
More than half were born and raised in the same town; the rest
moved from nearby small towns.
High-school graduates.
Well-paid skilled craftsmen; machinists; farmers.

Housing preferences: Small middle-class towns.
New ranch-house developments surrounding old town centers.
Most own their own detached homes, be it two-story, bi-level, ranch, or
mobile home.

Consumption patterns: GMC Sierra 2500.
Hunting; fishing; boating; other outdoor activities.
Vegetable gardens.
Watch *NASCAR Winston Cup*.
Read *Field & Stream*.

Icons: “His” and “hers” backpacks and sleeping bags; fly fishing gear.



“His first, best country ever is, at home.”

– Oliver Goldsmith



COUNTRY COUPLES

Configuration: Married couples.
Average household size—2 persons.
Predominant age range of adults—45 to 64.

Characteristics: Lower-middle-class rural couples.
High-school graduates.
Comfortable rural lifestyle.
Job base includes forestry, fishing, ranching, mining and agriculture.

Housing preferences: The American heartland; isolated farms and villages.
Brick homes on several acres, with barns and grain silos.
Mobile homes for the 20 percent who rent.

Consumption patterns: New Caterpillar tractor.
Hunting, fishing for him; crafts and needlework for her.
Country music.
Watch Country Music Television.
Read *Farm & Ranch Living*.

Icons: Antlers from a 12-point buck; worn Levis.



“Ah too fortunate farmers, if they knew their own good fortune!”

– Virgil



SMALL-TOWN SENIORS

Configuration: Older couples, some singles.
Average household size—2 persons.
Predominant age range of adults—70 and over.

Characteristics: Lower-middle-class households.
Conservative; usually vote Republican.
Some have limited mobility or chronic health problems.
Former blue-collar workers, retired for years; significant percentage served in the military.

Housing preferences: Rural small towns.
Mobile homes or older wood-framed houses on acre-plus lots.
Most own their homes, having paid off the mortgage years ago.

Consumption patterns: Older American pick-up trucks and large sedans.
Veterans' organizations.
Hunt, fish, and attend tractor pulls.
Watch *Wheel of Fortune*.
Read *TV Guide*.

Icons: A recliner; false teeth.



“Do not go gentle into that good night,
Old age should burn and rave at close of day;
Rage, rage against the dying of the light.”

– Dylan Thomas



RURAL SINGLES

Configuration: Singles; a few couples.
 Average household size—1 and 2 persons.
 Predominant age range of adults—45 to 64.

Characteristics: Lower-middle-income blue-collar singles and couples.
 High-school graduates; few went on to college.
 Self-reliant and cautious.
 A variety of blue-collar occupations, none high-paying.

Housing preferences: Small towns and villages.
 Mobile homes; small ramblers and cottages.
 Most live within 50 miles of where they were born.

Consumption patterns: Dodge Ram pick-up truck.
 Three freezers and two refrigerators stocked with venison and homegrown
 vegetables.
 Handguns.
 Watch Great American Country TV.
 Read *Deer & Deer Hunting Magazine*.

Icons: Bass Pro shop; Stihl chain saw.



“There is a passion for hunting something
 deeply implanted in the human breast.”

– Charles Dickens



BACK COUNTRY SENIORS

Configuration: Predominantly white households headed by seniors.
Average household size—1 to 2 persons.
Predominant age range of adults—60 and over.

Characteristics: Aging farmers and small-town retirees.
Few went to college.
Other family members contribute to the household income.
Farm-related occupations.

Housing preferences: Tiny farm communities.
A few own old farmhouses, most need fixing-up.
Most own their '50s ranch houses (ramblers) or mobile homes.

Consumption patterns: Old pick-up trucks.
Hunting and fishing; sewing and canning vegetables.
Playing cards.
Watch the evening news shows.
Read the *Farmers' Almanac*.

Icons: John Deere gimme hats; farmer tans.



“Some folks rail against other folks,
because other folks have what some folks would be glad of.”

– Henry Fielding



RURAL SENIORS

Configuration: Older singles, few couples.
Average household size—1.3 persons.
Predominant age range of adults—75 and over.

Characteristics: Many households are below the poverty level.
Former blue-collar employment.
More than 60 percent were high school graduates.
Most have no income other than social security.

Housing preferences: On the outskirts of rural towns.
Many live in seniors facilities, from independent apartments to nursing homes.
Because of affordability, mobile homes and small ranch houses predominate.

Consumption patterns: Community bus.
Bingo, television, craft projects.
Active in the local churches.
Watch soap operas, talk shows and game shows.
Read *Creative Knitting*.

Icons: Cane or walker; hand-embroidered aprons.



“Cast me not off in the time of old age; forsake me not when my strength faileth.”

– Psalms 71:9



STRUGGLING RETIREES

Configuration: Older singles; few couples.
Average household size—1 person.
Predominant age range of adults—65 and over.

Characteristics: Downscale lifestyles.
Former employment in mining and mill work.
High school educations.
Most live on social security, supplemented with small pensions.

Housing preferences: Small manufacturing and mill towns.
Two-thirds own their homes; one-third are renters.
Mobile homes, ranch houses and two-family houses.

Consumption patterns: Rebuilt Oldsmobile.
Fishing, hunting and camping.
Members of veterans' clubs and religious organizations.
Watch *The Price Is Right*.
Read *Quilter's World*.

Icons: TV antennae; plastic lawn chairs in the driveway.



“Use it up, wear it out;
Make it do, or do without.”

– Aphorism





TRADITIONAL & NON-TRADITIONAL FAMILIES

– Metropolitan Cities –



FULL-NEST URBANITES

Configuration: Traditional and non-traditional families; multi-generational households.
Average household size—3 to 4 persons.
Predominant age range of adults—35 to 44.

Characteristics: Ethnically diverse, upper-middle-class.
Many immigrants, second-generation Americans.
Well-educated—two-thirds have attended or graduated from college.
Multi-racial, multi-lingual.
White-collar office and “knowledge” workers; government and arts.

Housing preferences: Single-family houses, duplexes or apartments in urban neighborhoods.
Relatively settled—more than half have lived in the same dwelling for more than five years.
Just under two-thirds own their homes.

Consumption patterns: Toyota Sienna.
Patrons of the arts.
Foreign movies.
Watch *24*.
Read *Esquire*.
Listen to urban contemporary radio.

Icons: Kate Spade pocketbook; transit card.



“America, the land of unlimited possibilities.”

– Ludwig Max Goldberger



MULTI-CULTURAL FAMILIES

Configuration: Families with several children; single-parent families.

Average household size—5 persons.

Predominant age range of adults—25 to 44.

Characteristics: Middle-income immigrant families.

High-school graduates.

First-generation Americans.

Jobs range from day laborers to management professionals.

Housing preferences: Older urban rowhouse and bungalow neighborhoods.

Half own, half rent their dwelling units.

Dream of moving to larger houses in more affluent neighborhoods.

Consumption patterns: Use public transportation.

Bodegas; Czech bakeries; Mexican restaurants; German breweries; pizzerias.

Foreign-language newspapers.

Watch *BET*.

Read *Jet Magazine*.

Listen to contemporary hit radio

Icons: Blue Cult jeans; U.S. Savings Bonds.



“America is God’s crucible, the great melting pot where all
the races are melting and reforming.”

– Israel Zangwill



INNER-CITY FAMILIES

Configuration: Single parents with children; multi-generations.

Average household size—5 persons.

Predominant age range of adults—21-34.

Characteristics: Many recent immigrants.

Half are Hispanic, 30 percent are African-American; the rest multi-cultural.

More than 40 percent did not finish high school.

Manual laborers; maintenance workers; government clerks.

Housing preferences: High-rise and low-rise apartments in older neighborhoods; rowhouses.

Highly mobile: more than half have moved within the last six years.

More than 82 percent are renters.

Consumption patterns: Nissan Sentra.

Vibrant street life; sitting on the stoop chatting with the neighbors.

Social clubs.

Watch *Belleza y poder* telenove.

Read *Estylo*.

Icons: Salsa; Café Cubano.



“Con pan y vino se anda el camino.

[With bread and wine you can walk your road.]”

– Proverb



SINGLE-PARENT FAMILIES

Configuration: Single parents with children.
 Average household size—5 to 6 persons.
 Predominant age range of adults—21-34.

Characteristics: Significant percentage require public assistance to survive.
 African-American; Hispanic; immigrant households.
 Nearly 60 percent did not finish high school.
 High unemployment; those who can find work are employed in
 blue-collar or service jobs.

Housing preferences: High-density apartments or rowhouses in inner-city,
 often distressed neighborhoods.
 More than two-thirds have moved within the past six years.
 More than 85 percent are renters.

Consumption patterns: Older American cars.
 Gospel music.
 Church groups.
 Watch *Oprah*.
 Read *Jet*.

Icons: DKNY; Destiny's Child CDs.



“Before a group can enter the open society,
 it must first close ranks.”

– Stokely Carmichael and
 Charles Vernon Hamilton





TRADITIONAL & NON-TRADITIONAL FAMILIES

– *Small Cities/Satellite Cities* –



UNIBOX TRANSFEREES

Configuration: Families with school-age children.
Average household size—4 persons.
Predominant age range of adults—35 to 50.

Characteristics: Upper-middle-income families; both spouses work.
One-third graduated from college.
On the move; frequent transfers for better jobs, better pay.
Career-oriented middle managers; many are computer literate with home offices.

Housing preferences: Single-family detached houses in brand-new subdivisions just outside second- and third-tier cities.
Two-story uniboxes, easy to resell when the next transfer comes.
Less than half live in the same house for five years or more.

Consumption patterns: Drive a Chevy Suburban.
Cleaning service; laundry service.
Soccer Moms and Dads.
Watch *The Disney Channel*.
Read *Parenting*.
Listen to the radio on the Internet.

Icons: Blackberries; frequent flyer cards.



“They change their clime, not their disposition.”

– Horace



MULTI-ETHNIC FAMILIES

Configuration: Middle-class families with children.
Average household size—4-plus persons.
Predominant age range of adults—25 to 44.

Characteristics: A large percentage of Spanish-speaking households; many recent immigrants from the Near and Far East.
More than 75 percent finished high school.
A high percentage are in the Armed Forces.
Construction workers; maintenance workers; government employees.

Housing preferences: Low-rise apartments in older neighborhoods; rowhouses; cottages.
Just under 35 percent are renters.
Highly mobile: nearly two-thirds have moved within the last five years.

Consumption patterns: Drive a Ford Excursion.
Vibrant street life; sitting on the stoop chatting with the neighbors.
Social clubs.
Watch *El Gordo y La Flaca*.
Read *Vibe*.
Listen to contemporary hit radio.

Icons: Fast-food containers; Home remodeling projects.



“Con pan y vino se anda el camino.

[With bread and wine you can walk your road.]”

– Proverb



IN-TOWN FAMILIES

Configuration: One- and two-parent families with several children.

Average household size—5 to 6 persons.

Predominant age range of adults—18 to 34.

Characteristics: Ethnically diverse, white and Latinos, African-Americans.

A few are college-educated; 28 percent graduated from high school;
nearly 20 percent have only a grade-school education.

Multi-generational households.

Wide range of entry-level jobs, including lower-echelon white-collar
salespeople, clerks, and technicians; military service.

Housing preferences: Downtown neighborhoods of small cities and “second cities.”

Sixty percent rent apartments in rowhouses, small apartment buildings or
mid-rises; the rest own small detached cottages and bungalows.

The majority have recently moved into the neighborhood.

Consumption patterns: Kia Spectra.

Used-furniture shops.

Children’s movies.

Watch *MTV*.

Read *Parenting* magazine.

Icons: Basketball sneakers in all sizes; yard-sale toys.



“It’s no disgrace t’ be poor, but it might as well be.”

– Frank McKinney Hubbard





TRADITIONAL & NON-TRADITIONAL FAMILIES

– *Metropolitan Suburbs* –



THE SOCIAL REGISTER

Configuration: Older families with teen-aged children.
Average household size—4 to 5 persons.
Predominant age range of adults—35 to 54.

Characteristics: Very high-income families.
Pre-empty nesters; professional parents who had their children in their 30s.
80 percent are college-educated; more than a quarter with advanced degrees.
Prominent professionals and executives in local business, finance, law, and communications industries.

Housing preferences: Million-dollar homes.
Detached houses in wealthy enclaves, often near the country club; expensive condominiums in the city.
Nearly 30 percent have moved within the past five years.

Consumption patterns: Mom drives a Range Rover, Dad drives a Mercedes-Benz, and the kids drive a Volkswagen Jetta and a Jeep.
Family membership at the country club.
Involvement in civic activities—historic preservation, culture and the arts.
Watch the *History Channel*.
Read *Fortune*.
Listen to all-news radio.

Icons: Flat-screen TV in the multi-media room; family membership in English Heritage.



“Wealth is not without its advantages.”

– John Kenneth Galbraith



NOUVEAU MONEY

Configuration: Families with children.
Average household size—4 to 5 or more persons.
Predominant age range of adults—35 to 54.

Characteristics: Big spenders with high incomes.
Highly mobile; more than half moved within the past five years.
Highly-educated; multiple millionaires.
Investment analysts; business owners; high-tech careers.

Housing preferences: New-money subdivisions.
McMansions in the suburbs; penthouses in the city.
Second homes in resort areas.

Consumption patterns: Drive a BMW X3.
Downhill skiing.
Designer logo clothes.
Watch *Home & Garden TV*.
Read *House & Garden*.
Listen to classic hits radio.

Icons: Tiered-seating home theater; Centurion Black American Express card.



“A sumptuous dwelling the rich man hath.”

– Mary Elizabeth Hewitt



LATE-NEST SUBURBANITES

Configuration: Older families with younger children.
Average household size—3 or 4 persons.
Predominant age range of adults—40 to 55.

Characteristics: Middle-aged Baby Boomers who married late; had children even later.
High percentage of college graduates.
White-collar employment.
Technicians; financial specialists; accountants; engineers.

Housing preferences: Suburban subdivisions outside fast-growing metro areas.
Detached houses—two-story colonials.
More than 87 percent own their homes, but have just started payments on a mortgage.

Consumption patterns: Drive a Chrysler Town & Country minivan.
Televisions in every room.
Family vacations.
Watch *Saturday Night Live*.
Read *PC World*.
Listen to soft contemporary radio.

Icons: Cell phone family plan; Whole Foods.



“Welcome to the great American two-career family
and pass the aspirin, please.”

– Anastasia Toufexis



FULL-NEST SUBURBANITES

Configuration: Families with two or more children.
Average household size—4-plus persons.
Predominant age range of adults—35 to 54.

Characteristics: Upper-middle-income suburban families.
Significant numbers of stay-at-home Moms.
Well educated—more than two-thirds went to college.
Officers of small corporations; sales managers; communications and technology.

Housing preferences: Upscale suburban subdivisions.
Nearly two-thirds have moved within the past six years.
Relatively high property values.

Consumption patterns: Practical family automobiles—mini-vans for carpooling (*e.g.*—Honda Odyssey) and SUVs for show (*e.g.*—Ford Expedition).
Family-oriented activities.
Frequent visits to Disney World.
Watch *Nickelodeon*.
Read *Parents*.
Listen to alternative rock radio.

Icons: Digital camcorder; “My child is an honor student at . . .” bumper stickers.



“Hail wedded love, mysterious law, true source of human offspring.”

– John Milton



BLUE-COLLAR BUTTON-DOWNS

Configuration: Married couples with several children.
Average household size—5+ persons.
Predominant age range of adults—25 to 44.

Characteristics: Ethnically diverse, middle-class households with working-class values.
Multi-generational households.
Most are high-school grads; many also attended two-year colleges or technical schools.
Military families, policemen/firemen, technical or sales workers.

Housing preferences: Older single-family detached houses in post-war subdivisions of “carpenter capes” and ranches.
A significant number live in townhouses, both rental and ownership.
Two-thirds own their homes.

Consumption patterns: Drive a Ford Focus.
Community-oriented activities.
Do-it-yourself home and auto maintenance.
Watch *Nick at Night*.
Read *Star Magazine*.
Listen to contemporary hit radio.

Icons: Above-ground swimming pool; backyard gas grill.



“Nice work if you can get it,
And you can get it if you try.”

– Ira Gershwin



WORKING-CLASS FAMILIES

Configuration: Young single-parent families, many recently divorced.

Average household size—5 persons.

Predominant age range of adults—20 to 30.

Characteristics: Working class single parents and some married couples.

Half graduated from high school and some went to college.

Young, ethnically mixed, and often on the move.

Primary employment in construction, transportation and health care support.

Housing preferences: Inner-ring suburbs of major metropolitan areas.

Sixty percent own, forty percent rent; more than half are recent arrivals.

Small apartment buildings, rowhouses, duplexes and modest
single-family houses.

Consumption patterns: Hyundai Accent.

Dog owners.

Attend professional sports games.

Watch *Entertainment Tonight*.

Read *People* magazine.

Icons: RC Cola; Nintendo Game Cube.



“It [tradition] cannot be inherited, and if
you want it you must obtain it by great labor.”

– T.S. Eliot





TRADITIONAL & NON-TRADITIONAL FAMILIES

– Town & Country/Exurbs –



EX-URBAN ELITE

Configuration: Married couples with children.
Average household size—4 persons.
Predominant age range of adults—35 to 54.

Characteristics: Wealthy families living in private luxury.
Highly-educated; 80 percent went to college.
Former residents of cities or metropolitan suburbs who have “escaped” urban stress.
Executives; professionals; entrepreneurs; freelance consulting businesses.

Housing preferences: “Retreat” locations—the Maine coast; horse farms in Virginia; Taos, NM.
“Estate” homes—custom if new; restored if old.
Among the highest home values in the nation.

Consumption patterns: Drive a Lexus LX 570.
Country club sports.
The children attend boarding school.
Watch *The Late Show With David Letterman*.
Read *Martha Stewart Living*.
Listen to classic hits radio.

Icons: Ralph Lauren; private stables.



“Far from the madding crowd’s ignoble strife,
Their sober wishes never learn’d to stray;
Along the cool sequester’d vale of life
They kept the noiseless tenor of their way.”

– Thomas Gray



FULL-NEST EXURBANITES

Configuration: Older couples with children.
Average household size—4 persons.
Predominant age range of adults—35 to 54.

Characteristics: Upper-middle-income families who relocate frequently.
Family- and outdoor-oriented.
Well educated, with college degrees.
Professional and managerial workers, following high-tech companies.

Housing preferences: Rural, upscale boomtowns.
Detached houses in new subdivisions, often on recently-developed farmland.
Close to corporations located along major highway corridors.

Consumption patterns: Drive a GMC Yukon.
Camping in state forests; hiking; backpacking; canoeing.
Video cameras, DVDs, flat-screen TVs and TiVo.
Watch the *Outdoor Channel*.
Read *Country Living*.
Listen to country music radio.

Icons: Garden tiller; Newcomers Club membership.



“A piece of land not so very large, which would contain a garden,
and near the house a spring of ever-flowing water,
and beyond these a bit of wood.”

– Horace



NEW-TOWN FAMILIES

Configuration: Families with children of all ages.
Average household size—4 persons.
Predominant age range of adults—25 to 44.

Characteristics: Dual-income families.
High-school graduates, half have gone to local universities.
Cost-conscious early adopters.
Local white- and blue-collar occupations.

Housing preferences: New subdivisions, both infill and greenfields.
New ranches, capes, cottages, bungalows, colonials.
Nearly 75 percent own their homes, which are mortgaged to the hilt.

Consumption patterns: Drive an Infiniti QX.
Volunteer at schools and sporting clubs.
Little League baseball; children's soccer and football leagues.
Watch *Cartoon Network*.
Read *Redbook*.
Listen to classic rock radio.

Icons: Home fitness equipment; maxed-out credit cards.



“The root of the state is in the family.”

– Mencius



SMALL-TOWN FAMILIES

Configuration: Married couples, with one to three school-aged children.
Average household size—3-5 persons.
Predominant age range of adults—35 to 44.

Characteristics: Solid middle-class citizens.
High-school graduates.
Raising kids in an old-fashioned way of life.
Blue-collar and farming-related employment.

Housing preferences: Rural middle-class towns.
Farmhouses, of the front-porch variety; ranches, ramblers, and mobile homes.
Predominantly homeowners.

Consumption patterns: Drive a Chevy Silverado.
Friday night football at the local high school.
Boats and campers for fishing and hunting.
Watch the *Outdoor Channel*.
Read *Hunting* magazine.
Listen to country radio.

Icons: American flag; ATVs.



“No Farmers, No Food.”

– Bumper Sticker



KIDS 'R' US

Configuration: Large families with several young children.
Average household size—5-plus persons.
Predominant age range of adults—20 to 30.

Characteristics: Early child-rearing families concerned with cost and convenience.
High proportion of military personnel.
High-school graduates with conservative values.
Construction, transportation and manufacturing jobs.

Housing preferences: Former exurban towns/now bedroom suburbs.
Older brick houses and double-wides; base housing.
Two-thirds own their homes.

Consumption patterns: Pontiac Montana minivan.
Maternity clothes.
Bargain shopping at Kmart, Sears and Wal-Mart.
Watch *Wonderful World of Disney*.
Read *Baby Talk*.

Icons: Disposable diapers; garage sales.



“There’s always room for one more.”

– Saying



RUSTIC FAMILIES

Configuration: Married couples with children of all ages.
Average household size—4 persons.
Predominant age range of adults—25 to 34; under 24.

Characteristics: Lower-income families.
High school educated.
Respectful children, well-tended gardens, a few cattle for extra money.
Farmers; blue-collar workers, many in the lumber industry; military recruits.

Housing preferences: Rural crossroads villages.
Modest detached houses or mobile homes; ranch houses on small lots.
Just under 80 percent own their homes.

Consumption patterns: Chevrolet, Dodge and Ford 4x4 pickup trucks with CD players
and gun racks.
Deer hunting; target shooting.
Woodworking; auto repair; country music; needlepoint.
Watch *Family Feud*.
Read *Guns & Ammo*.

Icons: Camouflage hunting outfit; double-barreled 12-gauge shotgun.



“When you’re running down our country, man,
You’re walking on the fightin’ side of me.”

– Merle Haggard



SUBSISTENCE FAMILIES

Configuration: Very young married couples and single parents with children.
Average household size—5-plus persons.
Predominant age range of adults—18 to 25.

Characteristics: Significant number of families below the poverty level.
Grade school graduates; 50 percent are high-school drop-outs.
Constant worry over lay-offs.
Farming, logging and mining jobs.

Housing preferences: Small, isolated rural settlements.
Older clapboard houses that require constant upkeep, and mobile homes.
Houses are a quarter-mile apart.

Consumption patterns: Ford and Chevrolet pick-up trucks.
Fishing, hunting and camping for entertainment.
Shop at Dollar stores.
Watch *America's Most Wanted*.
Read *4-Wheel and Off-Road*.

Icons: Lunch boxes; NASCAR tee-shirts.



“When a great many people are unable to find work,
unemployment results.”

– Calvin Coolidge





YOUNGER SINGLES & COUPLES

– Metropolitan Cities –



E-TYPES

Configuration: Mostly singles, some couples, just a few years out of college.
Average household size—1 to 2 persons.
Predominant age range of adults—25 to 44.

Characteristics: High-living, high-energy city-dwellers.
More than 25 percent hold advanced degrees.
Multi-ethnic, with significant numbers of Asians.
E-businesses, information technologies.

Housing preferences: Upscale urban neighborhoods, often near universities.
60 percent rent; 40 percent own urban apartments.
Median home value is second highest in the nation.

Consumption patterns: Drive convertibles, from Beetle to Mercedes.
Everything on-line.
Concert-goers.
Watch the *Independent Film Channel*.
Read *Wired*.
Listen to *NPR*.

Icons: Bandwidth; IPO red herring.



“In the future, everything will be digital”

– Bill Gates



NEW BOHEMIANS

Configuration: Mostly singles; some couples.
Average household size—1 person.
Predominant age range of adults—25 to 40.

Characteristics: Unconventional, ethnically-diverse, upper-middle-income households.
The heart of the “creative class.”
The social and political *avant-garde*; one-third are gay.
Executives; students; actors; artists; writers; boutique owners; public-interest advocates.

Housing preferences: In-town and downtown neighborhoods.
Three-quarters rent; the rest own flats in brownstones, apartment houses, and converted lofts.

Consumption patterns: Transit cards; drive a Prius.
Early adaptors.
Poetry readings and gallery openings.
Watch *Family Guy*.
Read the *New York Times*.
Listen to urban contemporary radio.

Icons: Jean-Michèl Basquiat; state-of the-art haircuts.



“Sacred cows make the tastiest hamburger.”

– Abbie Hoffman



URBAN ACHIEVERS

Configuration: Mostly singles, some couples.
Average household size—1.5 persons.
Predominant age range of adults—21 to 30.

Characteristics: College-educated.
One-third are foreign-born.
Ethnically diverse; many are recent immigrants.
Students; junior administrators; entertainment and media occupations.

Housing preferences: Diverse urban neighborhoods.
More than 82 percent are renters.
Lofts, apartments and townhouses.

Consumption patterns: Transit cards; drive a VW GTI.
Ethnic clubs and restaurants.
Imported food, newspapers, videos and CDs.
Watch *The Simpsons*.
Read *Blender* magazine.
Listen to alternative music radio.

Icons: Running shoes with business suits; credit cards and green cards.



“¿Qué pasa, dude?”

– Greeting



SOUL CITY SINGLES

Configuration: Young singles, a few couples.
Average household size—1 person.
Predominant age range of adults—18 to 25.

Characteristics: Ethnically-diverse households.
Three-quarters have college or high school educations;
a quarter are still in school.
Alternative lifestyles: hippies, political leftists, community activists.
Low-paying jobs as waiters or waitresses, bartenders, factory workers on the
night shift, sales clerks in small neighborhood stores.

Housing preferences: Downtown neighborhoods of small cities – the “poor man’s Bohemia.”
Mid- and high-rise apartments near universities.
Eighty percent are new to the neighborhood.

Consumption patterns: Few own cars.
Hip-hop and thrash.
Singles bars; jazz clubs; museums and galleries.
Watch *Mad TV*.
Read alternative weeklies.

Icons: Vintage Pumas; graffiti tags.



“Man, if you gotta ask you’ll never know.”

– Louis Armstrong





YOUNGER SINGLES & COUPLES

– *Small Cities/Satellite Cities* –



THE VIPS

Configuration: Couples and some singles.
 Average household size—2 persons.
 Predominant age range of adults—25 to 34.

Characteristics: Dual-income, dual-career couples.
 Half have college or post-graduate degrees.
 Yesterday: *Twentysomethings*. Tomorrow: *Nouveau Money*.
 White-collar professionals: executive vice presidents; department heads;
 architects and engineers.

Housing preferences: Upper-middle-class neighborhoods in second-tier cities.
 Upscale condos and townhouses in more urban areas.
 Three-quarters own their homes.

Consumption patterns: Drive a BMW 528i.
 Downtown commuters.
 Gallery-hopping.
 Watch the *Daily Show*.
 Read *Sailing* magazine.
 Listen to alternative rock radio.

Icons: Espresso/cappuccino maker; the I-phone.



“Power is the great aphrodisiac.”

– Henry Kissinger



TWENTYSOMETHINGS

Configuration: Mostly singles; couples.
Average household size—1 to 2 persons.
Predominant age ranges—20 to 30.

Characteristics: Middle-income singles and couples.
Recent college graduates who have moved to second- or third-tier cities.
Highly athletic, technologically advanced, active nightlife.
Starter positions in info-tech start-ups, public and private service industries.

Housing preferences: Fast-growing smaller cities; smaller-city suburbs.
Fifty-four percent rent lofts and apartments.
The 46 percent who are owners bought starter houses, townhouses, or condominiums.

Consumption patterns: Drive a Jeep Wrangler.
Take-out, fast food, and happy hour grazing.
Health clubs and night clubs; back-packing and camping; mountain-biking.
Watch *MTV*.
Read *Sports Illustrated*.
Listen to contemporary hit radio.

Icons: txt msg; Craig's List.



“You can't always get what you want
But if you try sometimes
You just might find
You get what you need.”

– Mick Jagger and Keith Richard



SMALL-CITY SINGLES

Configuration: Mostly singles and some couples (cohabs), few children.
Average household size—1 to 2 persons.
Predominant age ranges—18 to 30.

Characteristics: Students and college graduates; the highly-educated professionals that teach them.
Highly mobile—80 percent have moved in the last five years.
Recent grads who've launched start-up companies; sales and white-collar workers.

Housing preferences: College and university towns.
Sixty percent are renters in apartment complexes or houses.
Students often live off-campus.

Consumption patterns: Drive a Ford Escape.
Alternative music.
ATM card.
Watch *MTV Punk'd*.
Read *Rolling Stone*.
Listen to rock music station.

Icons: Singles bars; Grateful Dead (same as it ever was) CDs or MP3s.



“Youth is wholly experimental.”

– Robert Louis Stevenson



BLUE-COLLAR SINGLES

Configuration: Singles and unmarried singles with kids.
Average household size—1.3 persons.
Predominant age range of adults—18 to 30.

Characteristics: Ethnically- and racially-diverse.
A third attended college, a third graduated high school, and a third dropped out of high school.
Transient lifestyles.
Lower-income blue-collar jobs.

Housing preferences: Working-class neighborhoods in small cities.
Older duplexes, rowhouses, and apartments in mid-rise buildings.
Two-thirds have moved in the past five years.

Consumption patterns: Nissan Frontier pick-up truck.
Pool halls and bowling alleys.
Sparsely-furnished homes.
Watch *WWF*.
Read *Muscle & Fitness*.

Icons: Kid Rock; “wife-beater” shirts.



“To travel hopefully is a better thing than to arrive.”

– Robert Louis Stevenson





YOUNGER SINGLES & COUPLES

– *Metropolitan Suburbs* –



THE ENTREPRENEURS

Configuration: Married couples; only a small percentage have children.
Average household size—2 persons.
Predominant age range of adults—25 to 44.

Characteristics: Wealthy, dual-income couples.
High percentage of home-based businesses.
Well educated—more than 65 percent hold college or graduate degrees.
Business owners, executives and white-collar professionals.

Housing preferences: High-value condominiums in the city; townhouses in the suburbs.
More than half have moved within the past five years.
Very high property values.

Consumption patterns: Drive a BMW750i.
Theater-lovers, museum-goers.
Color-coded calendar.
Watch *The Movie Channel*.
Read *Forbes Small Business*.
Listen to alternative rock radio.

Icons: The wireless home office; scuba gear.



“A creative economy is the fuel of magnificence.”

– Ralph Waldo Emerson



FAST-TRACK PROFESSIONALS

Configuration: Singles and couples.
Average household size—1 and 2 persons.
Predominant age range of adults—25 to 34.

Characteristics: Upper-middle-income households.
Type-A college grads.
Career- and lifestyle-oriented techies.
Employed by software and IT companies, communications firms, law offices.

Housing preferences: Inner suburbs of large cities; downtowns of small cities.
Upscale condominiums, townhouses, and apartments.
Sixty percent own their residences.

Consumption patterns: Drive a Volkswagen Tiguan.
Skiing; snowboarding; whitewater rafting.
Exercise equipment and health clubs.
Watch *VH1*.
Read *Wired*.
Listen to rock radio.

Icons: Work week: Burberry; weekends: REI.



“Nothing succeeds like success.”

– Alexandre Dumas, père



UPSCALE SUBURBAN COUPLES

Configuration: Married dual-income couples.
Average household size—2 persons.
Predominant age range of adults—25 to 44.

Characteristics: Well-educated suburban couples.
Predominantly white and Asian households.
Management, computer, business and financial specialists.

Housing preferences: Close-in suburbs.
Detached residences in small new housing developments, many at cluster densities.
Colonial, Victorian, and Georgian architecture.

Consumption patterns: Drive an Audi A3.
DVD movie collection.
Home recycling center.
Watch *E! Entertainment*.
He: Reads *GQ*; *She*: Read *Elle*.
Listen to rock radio.

Icons: Labrador Retriever; Plasma TV.



“The home should be the treasure chest of living”

– Le Corbusier



SUBURBAN ACHIEVERS

Configuration: Mostly singles, some couples.
Average household size—1.5 persons.
Predominant age range of adults—21 to 34.

Characteristics: Nearly 90 percent have moved in the past five years.
Recent college grads.
High-tech employment; entertainment, sports and media jobs.
White-collar workers looking for upward mobility.

Housing preferences: Older suburbs near the big city.
One-third own their homes—soft lofts and townhouses.
Two-thirds are renters living in suburban apartment complexes.

Consumption patterns: Drive a Mazda or a Hyundai.
Shopping at the malls.
Commute to downtown.
Watch *That '70s Show*.
Read *Maxim*.
Listen to alternative rock radio.

Icons: Hooters T-shirt; Sony Vaio.



“What’s up?!”

– Greeting



WORKING-CLASS SINGLES

Configuration: Ethnically-mixed singles; some couples.
 Average household size—1 and 2 persons.
 Predominant age range of adults—18 to 34.

Characteristics: Multi-lingual, multi-ethnic households in the heart of suburbia.
 High-school and college graduates.
 First- and second-generation immigrants; young people in transition.
 Blue- and white-collar workers looking for upward mobility.

Housing preferences: Older suburbs within commuting distance of the big city.
 Just over 20 percent own their homes—starter single-family, townhouses,
 or condominiums.
 The rest are renters in suburban apartment complexes.

Consumption patterns: Used Saturns.
 Shopping at the malls.
 Commute to downtown.
 Watch *Jerry Springer Show*.
 Read *Time*.

Icons: Internet dating; ESL classes.



“In America, getting on in the world means getting
 out of the world we have known before.”

– Ellery Sedgwick





YOUNGER SINGLES & COUPLES

– Town & Country/Exurbs –



EX-URBAN POWER COUPLES

Configuration: Older married couples, no children.
Average household size—2 persons.
Predominant age range of adults—35 to 54.

Characteristics: Well-educated upper-income urban-exile couples.
Urban tastes in a rural environment.
High-powered jobs/laid-back leisure.

Housing preferences: An hour's drive from the closest metro in scenic, formerly rural areas.
Large detached residences in small new housing developments, many at cluster densities.
Home office.

Consumption patterns: Drive a Toyota Land Cruiser.
Caribbean travel.
Chocolate labradors.
Watch *Cinemax*.
Read *The Wall Street Journal* on line.
Listen to the radio on the Internet.

Icons: Six-burner professional range; e-Trade account.



“Knowledge is power”

– Francis Bacon



CROSS-TRAINING COUPLES

Configuration: Married couples, very few children.
Average household size—2 persons.
Predominant age range of adults—25 to 44.

Characteristics: College-educated; 10 percent with advanced degrees.
Active engagement in outdoor activities.
Engineers; high school teachers; physical therapists.

Housing preferences: New construction in or just outside small towns.
Detached houses and townhouses close to their jobs.
Plenty of storage for their skis, bikes, kayaks.

Consumption patterns: Drive a Ford F360 Super Duty XLT truck.
Mountain biking; skiing; canoeing; backpacking; boating.
Self-help books.
Watch *Discovery Channel*.
Read *Outdoor Life*.
Listen to classic hits radio.

Icons: Carabiners; Gore-Tex XCR pullover.



“Sport is the bloom and glow of a perfect health.”

– Ralph Waldo Emerson



SMALL-TOWN SINGLES

Configuration: Mostly singles.
Average household size—1 person.
Predominant age range of adults—25 to 34.

Characteristics: Lower-income small-town singles.
High-school graduates, who move frequently.
Fast-paced lifestyle.
Construction workers, waiters and waitresses, medical assistants.

Housing preferences: Exurban towns.
Small garden apartments and townhouses.
More than 45 percent have bought their first house.

Consumption patterns: Harley-Davidson Sportster 1200.
Pick-up basketball.
7-11s.
Watch *Days of Our Lives*.
Read *Easyriders* magazine.

Icons: Marlon Brando; white tee-shirts.



“Every man loves what he is good at.”

– Thomas Shadwell



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Research & Strategic Analysis

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Research & Strategic Analysis

East Hempfield Township *Lancaster County, Pennsylvania* September, 2013

NOTE: Supporting data are found at the end of this document, and include demographic information from the 2000 Census, the 2011 American Community Survey five-year estimates, and the 2013 estimates from the Nielsen Company; building permit data from the Census Bureau; sales data from the Lancaster County Multiple Listing Service; and market potential information from Zimmerman/Volk Associates' target market methodology. All data are found in Appendices One through Four of the Housing Market Analysis of Lancaster County, Pennsylvania, dated September 2013 and compiled by Zimmerman/Volk Associates.

This document exemplifies how to use the data; policy recommendations should be tailored to each municipality in Lancaster County based on community input as well as each municipality's existing conditions, including location of urban growth areas, infrastructure, and zoning.

CURRENT CONTEXT: EAST HEMPFIELD TOWNSHIP

The housing stock in East Hempfield Township increased by 1,480 units, or 16.9 percent, between 2000 and 2013. With a 96 percent occupancy rate, the township's 10,231 housing units are at functional full occupancy. Seventy-two percent of the occupied units are owned, and 28 percent are rented.

Median housing value of owner-occupied units is \$235,969, nearly 25 percent higher than the county median of \$189,315.

The median monthly rent of renter-occupied units is \$920, 10.3 percent higher than the county median of \$834.

The higher values in the township are attributable in part to its comparatively young housing stock: the median year built of all units in the township is 1979, compared to the county-wide median year built of 1973. Over 6.4 percent of the township's housing stock has been built since 2005.

Two-thirds of the current housing stock in the township is comprised of single-family detached houses; 11.7 percent are single-family attached (*e.g.*—townhouses or duplexes), just two percent are two-family units, nearly 17 percent are multi-family units, and 2.1 percent are mobile homes or trailers.

ISSUE: From 2008 through 2012, East Hempfield Township issued 275 building permits, of which 255, or 93 percent, were for single-family dwelling units; four, or just 1.5 percent were for two-family units; and 16, or 5.8 percent, were for units in buildings with five or more units.

From 2008 through 2012, all but 66 of the 1,122 dwelling units sold in the township through the Multiple Listing Service were for single-family dwelling units. Sales prices reflected the impacts of the housing recession, which began in 2007, with the average sales prices of single-family units falling from \$264,470 in 2008 to \$227,290 in 2011; the average sales price rose to \$245,853 in 2012. The average sales price of condominiums have not yet rebounded, falling from \$208,638 in 2009 to \$183,596 in 2012.

Because of declining home values, the ownership affordability index in East Hempfield Township is 195 (*i.e.*—the median income of owner households is 95 percent higher than the income required to qualify for the median-priced owner-occupied dwelling unit). In contrast, the rental affordability index is 92 (*i.e.*—the median income of township renter households is eight percent lower than the income required to qualify for the median-priced rental unit).

ISSUE: For individual households, in terms of cost burden—where more than 30 percent of gross income is spent on housing costs—nearly 28 percent of township owner households with mortgages are cost-burdened and just over 17 percent of township owner households with no mortgages are cost-burdened.

ISSUE: Nearly 46 percent of township renter households are cost-burdened.

It would appear that, based on standard affordability indices, housing affordability for either homeowners or renters is not an issue in the township. However, the more nuanced measure of individual household housing costs shows that almost 30 percent of the households currently living in the township are paying more than 30 percent of their incomes on housing costs, constraining their ability to pay for non-housing-related goods and services.

MARKET POTENTIAL: EAST HEMPFIELD TOWNSHIP

Currently, in terms of lifestage, empty nesters and retirees comprise the largest segment of township households, at 50.9 percent of all households. Traditional and non-traditional families represent 19.1 percent, and younger singles and couples 30 percent.

Over the next five years, those households most likely to move within or to the township will reflect a different mix of lifestages: empty nesters and retirees will represent just 20.5 percent of the potential market, traditional and non-traditional families will represent 26.8 percent, and younger singles and couples will comprise the largest share of the market potential, at 52.7 percent, since younger households move far more frequently than families and older households.

ISSUE: More than half of all households in the township are older households; approximately two-thirds of the housing stock is comprised of single-family detached houses, many of them owned by older households who have aged in place. An increasingly important issue for the township will be: Who will be the buyers of those single-family houses when the empty nesters and retirees either must sell because of health or mobility reasons or choose to sell in order to move to housing more compatible with their lifestage? The township's market potential over the next five years will be dominated by younger single- and two-person households, and family households seeking detached houses may not be sufficient in number to fill the gap.

In terms of tenure propensities, approximately 57 percent of the potential market would be likely to own their units, and 43 percent would be likely to rent. Of the households that would be

likely to own their units, 11.8 percent would prefer condominiums (multi-family), 18.7 percent would prefer rowhouses, townhouses, or duplexes (single-family attached), and 69.5 percent would prefer single-family detached houses.

Based on the tenure propensities and housing preferences of the target market households most likely to move within or to East Hempfield Township over the next five years, the optimal mix of housing units would:

**Five-Year Market Potential
 For New and Existing Housing Units
 East Hempfield Township, Lancaster County, Pennsylvania
 2013 - 2017**

HOUSING TYPE	NUMBER OF HOUSEHOLDS	PERCENT OF TOTAL
Multi-family for-rent (lofts/apartments, leaseholder)	3,985	43.1%
Multi-family for-sale (lofts/apartments, condo/co-op ownership)	620	6.7%
Single-family attached for-sale (townhouses/live-work, fee-simple/ condominium ownership)	985	10.6%
Single-family detached for-sale (houses, fee-simple ownership)	3,660	39.6%
Total	9,250	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

The five-year market potential preferences shown in this table indicate that there is a significant under-supply of rental units in the township and a significant over-supply of single-family detached houses.

SUGGESTED ACTION: Less than 30 percent of the township's housing stock is currently rental, which will not be sufficient to satisfy market preferences over the next five years. When new construction is proposed, the township should encourage the development of new rental properties to provide housing opportunities for older and younger single- and two-person resident and non-resident households. Since detached units represent less than 40 percent of market preferences over the next five years, but two-thirds of the township's housing stock is currently comprised of

single-family detached houses, the township should encourage the development of additional ownership options—multi-family and single-family attached for-sale units—in greater numbers than have been permitted in the past, and limit the development of new single-family houses to projects with a mix of housing types.

In terms of financial capabilities, 26.5 percent of the potential market have incomes below 50 percent of AMI, 30.1 percent have incomes between 50 and 100 percent of AMI, and 55.4 percent have incomes above 100 percent of AMI.

SUGGESTED ACTION: Although East Hempfield is one of the more affluent townships in the county, a significant percentage of resident households, particularly renters but including owners as well, are cost-burdened. That fact, and given the financial capabilities of potential resident households over the next five years, when new construction is proposed, the township should encourage the development of a percentage of affordable housing units along with market-rate housing units.

To reflect the financial capabilities of the target renter households, the appropriate unit mix should include approximately a third affordable to households with incomes at or below 50 percent of AMI, 34 percent affordable to households with incomes between 50 and 100 percent of AMI, and 36.7 percent affordable to households with incomes above 100 percent AMI (market-rate).

To reflect the financial capabilities of the target owner households, the appropriate unit mix should include approximately 22 percent affordable to households with incomes at or below 50 percent of AMI, 27.4 percent affordable to households with incomes between 50 and 100 percent of AMI, and 50.7 percent affordable to households with incomes above 100 percent AMI (market-rate).

EAST HEMPFIELD TOWNSHIP HOUSING DATA SHEET

—2000 CENSUS; 2013 NIELSEN ESTIMATES—

Number of Housing Units 2000:	8,751	
Number of Housing Units 2013:	10,231	
Number Occupied:	9,804	96 percent
Number Owner-Occupied:	7,020	72 percent
Median Housing Value:	\$235,969	
Number Renter-Occupied:	2,784	28 percent
Median Monthly Rent:	\$920 *	
Median Year Built:	1979	11.7% prior to 1949; 6.4% since 2005
Number of Housing Units 2013:	10,231	
Single-Family Detached:	6,885	67.3 percent
Single-Family Attached:	1,202	11.7 percent
Duplex (Two Units):	201	2.0 percent
Multi-Family (Three+ Units):	1,727	16.9 percent
Mobile Home/Trailer:	216	2.1 percent
Number of Households 2000:	8,552	
Number of Households 2013:	9,804	
1- and 2-Person Households:	1,334	64.3 percent
Average Household Size:	2.43	

*Estimate from 2011 American Community Survey.

—2008 – 2012 BUILDING PERMITS—

Five-Year Total:	275
Single-Family:	255
Two-Family:	4
Five-Plus-Family:	16
2008 Total:	79
Single-Family:	63
Five-Plus-Family:	16
2009 Total:	44
Single-Family:	42
Two-Family:	2
2010 Total:	43
Single-Family:	43
2011 Total:	70
Single-Family:	70
2012 Total:	39
Single-Family:	37
Two-Family:	2

—2008 – 2012 MLS SALES—

Five-Year Total:	1,122	
Single-Family:	1,056	
Condominium:	66	
2008 Total:	239	
Single-Family:	225	Average Sales Price: \$264,470
Condominium:	14	Average Sales Price: \$206,970
2009 Total:	212	
Single-Family:	201	Average Sales Price: \$245,033
Condominium:	11	Average Sales Price: \$208,638
2010 Total:	187	
Single-Family:	176	Average Sales Price: \$238,357
Condominium:	11	Average Sales Price: \$175,944
2011 Total:	221	
Single-Family:	209	Average Sales Price: \$227,290
Condominium:	12	Average Sales Price: \$196,399
2012 Total:	263	
Single-Family:	245	Average Sales Price: \$245,853
Condominium:	18	Average Sales Price: \$183,596

—2011 AMERICAN COMMUNITY SURVEY ESTIMATES—

Median Household Income:	\$71,152
Median Owner Income:	\$87,181
Ownership Affordability Index:	195
Cost-Burdened w/ Mortgage:	27.7%
Cost-Burdened No Mortgage:	17.2%
Median Renter Income:	\$40,562
Renter Affordability Index:	92
Cost-Burdened:	45.8%

—MARKET POTENTIAL FOR EAST HEMPFIELD TOWNSHIP: 2013-2017—

Households by Lifestage 2013:	9,805 Households
Empty Nesters & Retirees:	4,990 50.9 percent
Traditional & Non-Traditional Families:	1,870 19.1 percent
Younger Singles & Couples:	2,945 30.0 percent
Five-Year Market Potential 2013-2017:	9,250 Households
Empty Nesters & Retirees:	1,900 20.5 percent
Traditional & Non-Traditional Families:	2,475 26.8 percent
Younger Singles & Couples:	4,875 52.7 percent
Tenure Preferences 2013-2017:	9,250 Households
Renter Households:	3,985 43.1 percent
Owner Households:	5,265 56.9 percent
Empty Nesters & Retirees:	1,900 Households
Rental Preferences:	485 25.5 percent
Owner Preferences:	1,415 74.5 percent
Traditional & Non-Traditional Families:	2,475 Households
Rental Preferences:	750 30.3 percent
Owner Preferences:	1,725 69.7 percent
Younger Singles & Couples:	4,875 Households
Rental Preferences:	2,750 56.4 percent
Owner Preferences:	2,125 43.6 percent
Target Market Incomes 2013-2017:	9,250 Households
Incomes Below 30% AMI:	1,337 14.5 percent
Incomes Between 30-50% AMI:	1,112 12.0 percent
Incomes Between 50-80% AMI:	1,677 18.1 percent
Incomes Between 80-100% AMI:	995 10.8 percent
Incomes Above 100% AMI:	4,129 44.6 percent
Renter Households:	3,985 Households
Incomes Below 30% AMI:	730 18.3 percent
Incomes Between 30-50% AMI:	564 14.2 percent
Incomes Between 50-80% AMI:	791 19.8 percent
Incomes Between 80-100% AMI:	437 11.0 percent
Incomes Above 100% AMI:	1,463 36.7 percent
Owner Households:	5,265 Households
Incomes Below 30% AMI:	607 11.5 percent
Incomes Between 30-50% AMI:	548 10.4 percent
Incomes Between 50-80% AMI:	886 16.8 percent
Incomes Between 80-100% AMI:	558 10.6 percent
Incomes Above 100% AMI:	2,666 50.7 percent

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Research & Strategic Analysis

Manheim Borough *Lancaster County, Pennsylvania* September, 2013

NOTE: Supporting data are found at the end of this document, and include demographic information from the 2000 Census, the 2011 American Community Survey five-year estimates, and the 2013 estimates from the Nielsen Company; building permit data from the Census Bureau; sales data from the Lancaster County Multiple Listing Service; and market potential information from Zimmerman/Volk Associates' target market methodology. All data are found in Appendices One through Four of the Housing Market Analysis of Lancaster County, Pennsylvania, dated September 2013 and compiled by Zimmerman/Volk Associates.

This document exemplifies how to use the data; policy recommendations should be tailored to each municipality in Lancaster County based on community input as well as each municipality's existing conditions, including location of urban growth areas, infrastructure, and zoning.

CURRENT CONTEXT: MANHEIM BOROUGH

The housing stock in Manheim Borough increased by just 86 units, or four percent, between 2000 and 2013. With a 95 percent occupancy rate, the borough's 2,161 housing units are at functional full occupancy. Two-thirds of the occupied units are owned, and one-third are rented.

ISSUE: Median housing value of owner-occupied units is \$161,523, 15 percent lower than the county median of \$189,315.

ISSUE: The median monthly rent of renter-occupied units is \$749, 10 percent lower than the county median of \$834.

The lower values in the borough are attributable in part to its comparatively older housing stock: the median year built of all units in the borough is 1958, compared to the county-wide median year built of 1973. Just 4.4 percent of the borough's housing stock has been built since 2005.

Sixty-three percent of the current housing stock in the borough is comprised of single-family detached houses; just 13.6 percent are single-family attached (*e.g.*—townhouses or duplexes), 8.7 percent are two-family units, 12.2 percent are multi-family units, and 2.7 percent are mobile homes or trailers.

ISSUE: From 2008 through 2012, Manheim Borough issued only 11 building permits, all for single-family dwelling units.

From 2008 through 2012, all but two of the 211 dwelling units sold in the borough through the Multiple Listing Service were for single-family dwelling units. Sales prices reflected the impacts of the housing recession, which began in 2007, with the average sales prices of single-family units falling from \$158,146 in 2008 to \$130,956 in 2012.

Because of declining home values, the ownership affordability index in Manheim Borough is 177 (*i.e.*—the median income of owner households is 77 percent higher than the income required to qualify for the median-priced owner-occupied dwelling unit). The rental affordability index is 98 (*i.e.*—the median income of borough renter households is two percent lower than the income required to qualify for the median-priced rental unit).

ISSUE: For individual households, in terms of cost burden—where more than 30 percent of gross income is spent on housing costs—over 41 percent of borough owner households with mortgages are cost-burdened and almost 20 percent of borough owner households with no mortgages are cost-burdened.

ISSUE: Nearly 47 percent of borough renter households are cost-burdened.

It would appear that, based on standard affordability indices, housing affordability should not be a significant issue in the borough; however, the more nuanced measure of individual household housing costs shows that almost half the households currently living in the borough are paying more than 30 percent of their incomes on housing costs, constraining their ability to pay for non-housing-related goods and services.

MARKET POTENTIAL: MANHEIM BOROUGH

Currently, in terms of lifestage, empty nesters and retirees comprise the largest segment of borough households, at 61.6 percent of all households. Traditional and non-traditional families represent 24.8 percent, and younger singles and couples 13.6 percent. However, over the next five years, those households most likely to move within or to the borough will reflect a different mix of lifestages: empty nesters and retirees will represent just 27 percent of the potential market, traditional and non-traditional families will represent 34.6 percent, and younger singles and couples will comprise the largest share of the market potential, at 38.5 percent, since younger households move far more frequently than families and older households.

In terms of tenure propensities, approximately 60 percent of the potential market would be likely to own their units, and 40 percent would be likely to rent. Of the households that would be likely to own their units, 8.5 percent would prefer condominiums (multi-family), 16.6 percent would prefer rowhouses, townhouses, or duplexes (single-family attached), and 74.9 percent would prefer single-family detached houses.

Based on the tenure propensities and housing preferences of the target market households most likely to move within or to Manheim Borough over the next five years, the optimal mix of housing units would be:

**Five-Year Market Potential
 For New and Existing Housing Units
 Manheim Borough, Lancaster County, Pennsylvania
 2013 - 2017**

HOUSING TYPE	NUMBER OF HOUSEHOLDS	PERCENT OF TOTAL
Multi-family for-rent (lofts/apartments, leaseholder)	775	39.7%
Multi-family for-sale (lofts/apartments, condo/co-op ownership)	100	5.1%
Single-family attached for-sale (townhouses/live-work, fee-simple/ condominium ownership)	195	10.0%
Single-family detached for-sale (houses, fee-simple ownership)	880	45.1%
Total	1,175	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

The five-year market potential preferences show that there is an under-supply of rental units in the borough and an over-supply of single-family detached houses.

SUGGESTED ACTION: Since only a third of the borough's housing stock is currently rental, when new construction is proposed, the borough should encourage the development of new rental properties to match market propensities of almost 40 percent rental. Since detached units represent approximately 45 percent of market preferences but 63 percent of the borough's housing stock is currently comprised of single-family detached houses, the borough should encourage the development of multi-family and single-family attached for-sale units and limit the development of new single-family houses to replacement of units so badly deteriorated that they cannot be renovated.

In terms of financial capabilities, 30.3 percent of the potential market have incomes below 50 percent of AMI, 31.4 percent have incomes between 50 and 100 percent of AMI, and 38.3 percent have incomes above 100 percent of AMI.

SUGGESTED ACTION: Given the current cost burden for owners as well as renters, and the financial capabilities of the target market households, when new construction is proposed, the borough should encourage the development of affordable as well as market-rate housing.

To reflect the financial capabilities of the target renter households, the appropriate unit mix should include approximately 34 percent affordable to households with incomes at or below 50 percent of AMI, 32 percent affordable to households with incomes between 50 and 100 percent of AMI, and 34 percent affordable to households with incomes above 100 percent AMI (market-rate).

To reflect the financial capabilities of the target owner households, the appropriate unit mix should include approximately 27 percent affordable to households with incomes at or below 50 percent of AMI, 31 percent affordable to households with incomes between 50 and 100 percent of AMI, and 42 percent affordable to households with incomes above 100 percent AMI (market-rate).

Manheim Borough
 Lancaster County, Pennsylvania
 September, 2013

MANHEIM BOROUGH HOUSING DATA SHEET

—2000 CENSUS; 2013 NIELSEN ESTIMATES—

Number of Housing Units 2000:	2,075	
Number of Housing Units 2013:	2,161	
Number Occupied:	2,061	95 percent
Number Owner-Occupied:	1,367	67 percent
Median Housing Value:	\$161,523	
Number Renter-Occupied:	682	33 percent
Median Monthly Rent:	\$749 *	
Median Year Built:	1958	38% prior to 1949; 4.4% since 2005
Number of Housing Units 2013:	2,161	
Single-Family Detached:	1,357	62.8 percent
Single-Family Attached:	294	13.6 percent
Duplex (Two Units):	187	8.7 percent
Multi-Family (Three+ Units):	264	12.2 percent
Mobile Home/Trailer:	58	2.7 percent
Number of Households 2000:	1,985	
Number of Households 2013:	2,061	
1- and 2-Person Households:	1,334	64.7 percent
Average Household Size:	2.37	

*Estimate from 2011 American Community Survey.

—2008 – 2012 BUILDING PERMITS—

Five-Year Total:	11
Single-Family:	11
2008 Total:	2
Single-Family:	2
2009 Total:	2
Single-Family:	2
2010 Total:	5
Single-Family:	5
2011 Total:	0
2012 Total:	2
Single-Family:	2

—2008 – 2012 MLS SALES—

Five-Year Total:	211	
Single-Family:	209	
Condominium:	2	
2008 Total:	46	
Single-Family:	45	Average Sales Price: \$158,146
Condominium:	1	Average Sales Price: \$127,500
2009 Total:	42	
Single-Family:	41	Average Sales Price: \$139,349
Condominium:	1	Average Sales Price: \$130,000
2010 Total:	43	
Single-Family:	43	Average Sales Price: \$148,714
2011 Total:	39	
Single-Family:	39	Average Sales Price: \$131,139
2012 Total:	40	
Single-Family:	40	Average Sales Price: \$130,956

—2011 AMERICAN COMMUNITY SURVEY ESTIMATES—

Median Household Income:	\$46,039
Median Owner Income:	\$52,935
Ownership Affordability Index:	177
Cost-Burdened w/ Mortgage:	41.4%
Cost-Burdened No Mortgage:	19.9%
Median Renter Income:	\$32,250
Renter Affordability Index:	98
Cost-Burdened:	46.9%

—MARKET POTENTIAL FOR MANHEIM BOROUGH: 2013-2017—

Households by Lifestage 2013:	2,060 Households
Empty Nesters & Retirees:	1,270 61.6 percent
Traditional & Non-Traditional Families:	510 24.8 percent
Younger Singles & Couples:	280 13.6 percent
Five-Year Market Potential 2013-2017:	1,950 Households
Empty Nesters & Retirees:	525 26.9 percent
Traditional & Non-Traditional Families:	675 34.6 percent
Younger Singles & Couples:	750 38.5 percent
Tenure Preferences 2013-2017:	1,950 Households
Renter Households:	775 39.7 percent
Owner Households:	1,175 60.3 percent
Empty Nesters & Retirees:	525 Households
Rental Preferences:	135 25.7 percent
Owner Preferences:	390 74.3 percent
Traditional & Non-Traditional Families:	675 Households
Rental Preferences:	220 32.6 percent
Owner Preferences:	455 67.4 percent
Younger Singles & Couples:	750 Households
Rental Preferences:	420 56.0 percent
Owner Preferences:	330 44.0 percent
Target Market Incomes 2013-2017:	1,950 Households
Incomes Below 30% AMI:	323 16.6 percent
Incomes Between 30-50% AMI:	267 13.7 percent
Incomes Between 50-80% AMI:	393 20.2 percent
Incomes Between 80-100% AMI:	218 11.2 percent
Incomes Above 100% AMI:	749 38.3 percent
Renter Households:	775 Households
Incomes Below 30% AMI:	148 19.1 percent
Incomes Between 30-50% AMI:	115 14.8 percent
Incomes Between 50-80% AMI:	162 20.9 percent
Incomes Between 80-100% AMI:	86 11.1 percent
Incomes Above 100% AMI:	264 34.1 percent
Owner Households:	1,175 Households
Incomes Below 30% AMI:	175 14.9 percent
Incomes Between 30-50% AMI:	152 12.9 percent
Incomes Between 50-80% AMI:	231 19.7 percent
Incomes Between 80-100% AMI:	132 11.2 percent
Incomes Above 100% AMI:	485 41.3 percent

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Research & Strategic Analysis

Providence Township *Lancaster County, Pennsylvania* September, 2013

NOTE: Supporting data are found at the end of this document, and include demographic information from the 2000 Census, the 2011 American Community Survey five-year estimates, and the 2013 estimates from the Nielsen Company; building permit data from the Census Bureau; sales data from the Lancaster County Multiple Listing Service; and market potential information from Zimmerman/Volk Associates' target market methodology. All data are found in Appendices One through Four of the Housing Market Analysis of Lancaster County, Pennsylvania, dated September 2013 and compiled by Zimmerman/Volk Associates.

This document exemplifies how to use the data; policy recommendations should be tailored to each municipality in Lancaster County based on community input as well as each municipality's existing conditions, including location of urban growth areas, infrastructure, and zoning.

CURRENT CONTEXT: PROVIDENCE TOWNSHIP

The housing stock in Providence Township increased by 166 units, or 6.7 percent, between 2000 and 2013. With a 96 percent occupancy rate, the township's 2,652 housing units are at functional full occupancy. Eighty-four percent of the occupied units are owned, and just 16 percent are rented.

Median housing value of owner-occupied units is \$188,995, very slightly below the county median of \$189,315.

The median monthly rent of renter-occupied units is \$913, 9.4 percent higher than the county median of \$834.

The higher values in the township are attributable in part to its comparatively young housing stock: the median year built of all units in the township is 1979, compared to the county-wide median year built of 1973. Just 4.7 percent of the township's housing stock has been built since 2005.

Two-thirds of the current housing stock in the township is comprised of single-family detached houses; 4.9 percent are single-family attached (*e.g.*—townhouses or duplexes), just 0.8 percent are two-family units, 4.2 percent are multi-family units, and 22.6 percent are mobile homes or trailers.

ISSUE: From 2008 through 2012, Providence Township issued just 48 building permits; all were for single-family dwelling units.

ISSUE: Housing choice in Providence Township is limited. Over 90 percent of the township's housing stock is comprised of single-family detached houses scattered throughout the township and mobile homes located in one of the two adjacent mobile home parks. Mobile homes account for over 22 percent of the township's housing stock, the highest concentration in both percentage and absolute numbers of any Lancaster County municipality and substantially higher than the county average of four percent.

From 2008 through 2012, all 128 dwelling units sold in the township through the Multiple Listing Service were single-family dwelling units. Sales prices ranged over the study period from the highest—\$235,757 in 2010—to the lowest—\$171,676 in 2011.

The ownership affordability index in Providence Township is 158 (*i.e.*—the median income of owner households is 58 percent higher than the income required to qualify for the median-priced owner-occupied dwelling unit). The rental affordability index is 83 (*i.e.*—the median income of township renter households is 17 percent lower than the income required to qualify for the median-priced rental unit).

ISSUE: For individual households, in terms of cost burden—where more than 30 percent of gross income is spent on housing costs—35 percent of township owner households with mortgages are cost-burdened and 17.3 percent of township owner households with no mortgages are cost-burdened.

ISSUE: Over 42.4 percent of township renter households are cost-burdened.

It would appear that, based on standard affordability indices, housing affordability is not particularly an issue for homeowners in the township, but is a significant issue for the small number of the township's renter households. The more nuanced measure of individual household housing costs shows that 29 percent of the households currently living in the township are paying more than 30 percent of their incomes on housing costs, constraining their ability to pay for non-housing-related goods and services.

MARKET POTENTIAL: PROVIDENCE TOWNSHIP

Currently, in terms of lifestage, empty nesters and retirees comprise the largest segment of township households, at nearly three-quarters of all households. Traditional and non-traditional families represent 24 percent, and younger singles and couples just 2.6 percent.

Over the next five years, those households most likely to move within or to the township will reflect a different mix of lifestages: empty nesters and retirees will represent a third of the potential market, traditional and non-traditional families will comprise the largest share of the market potential, at 43 percent, and younger singles and couples will represent just 23.7 percent, despite the fact that younger households move far more frequently than families and older households.

ISSUE: Nearly three-quarters of all households in the township are older households; approximately two-thirds of the housing stock is comprised of single-family detached houses, many of them owned by older households who have aged in place. An increasingly important issue for the township will be: Who will be the buyers of those single-family houses when the empty nesters and retirees either must sell because of health reasons or choose to sell in order to move to housing more compatible with their lifestage? The township's market potential over the next five years will be dominated by family households, who in all likelihood will not be numerous enough to fill the gap.

In terms of tenure propensities, approximately 63 percent of the potential market would be likely to own their units, and 37 percent would be likely to rent. Of the households that would be

likely to own their units, just under six percent would prefer condominiums (multi-family), 15 percent would prefer rowhouses, townhouses, or duplexes (single-family attached), and 79.2 percent would prefer single-family detached houses.

Based on the tenure propensities and housing preferences of the target market households most likely to move within or to Providence Township over the next five years, the optimal mix of housing units would be:

**Five-Year Market Potential
 For New and Existing Housing Units
 Providence Township, Lancaster County, Pennsylvania
 2013 - 2017**

HOUSING TYPE	NUMBER OF HOUSEHOLDS	PERCENT OF TOTAL
Multi-family for-rent (lofts/apartments, leaseholder)	860	37.0%
Multi-family for-sale (lofts/apartments, condo/co-op ownership)	85	3.7%
Single-family attached for-sale (townhouses/live-work, fee-simple/ condominium ownership)	220	9.5%
Single-family detached for-sale (houses, fee-simple ownership)	1,160	49.8%
Total	2,325	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2013.

The five-year market potential preferences shown in this table indicate that there is a significant under-supply of rental units and a significant over-supply of single-family detached houses in the township.

SUGGESTED ACTION: Just 16 percent of the township's housing stock is currently rental, which will not be even close to satisfying rental market propensities over the next five years. When new construction is proposed, the township should encourage the development of new rental properties to provide housing opportunities for a mix of older and younger single- and two-person resident and non-resident households. Since detached units represent slightly less than half of market preferences over the next five years, but two-thirds of the township's housing stock is currently comprised

of single-family detached houses, the township should encourage the development of additional ownership options—multi-family and single-family attached for-sale units—which have not been permitted in recent years—and limit the development of new single-family houses to projects that provide a mix of housing types.

In terms of financial capabilities, just under 30 percent of the potential market have incomes below 50 percent of AMI, 31.1 percent have incomes between 50 and 100 percent of AMI, and 39.3 percent have incomes above 100 percent of AMI.

SUGGESTED ACTION: A significant percentage of resident households, particularly renters but including owners as well, are cost-burdened. That fact, and given the financial capabilities of potential resident households over the next five years, when new construction is proposed, the township should encourage the development of affordable in addition to market-rate housing.

To reflect the financial capabilities of the target renter households, the appropriate unit mix should include nearly 36 percent affordable to households with incomes at or below 50 percent of AMI, 31.4 percent affordable to households with incomes between 50 and 100 percent of AMI, and 32.8 percent affordable to households with incomes above 100 percent AMI (market-rate).

To reflect the financial capabilities of the target owner households, the appropriate unit mix should include approximately 26 percent affordable to households with incomes at or below 50 percent of AMI, 30.8 percent affordable to households with incomes between 50 and 100 percent of AMI, and 43.1 percent affordable to households with incomes above 100 percent AMI (market-rate).

PROVIDENCE TOWNSHIP HOUSING DATA SHEET

—2000 CENSUS; 2013 NIELSEN ESTIMATES—

Number of Housing Units 2000:	2,486	
Number of Housing Units 2013:	2,652	
Number Occupied:	2,545	96 percent
Number Owner-Occupied:	2,134	84 percent
Median Housing Value:	\$188,995	
Number Renter-Occupied:	411	16 percent
Median Monthly Rent:	\$913 *	
Median Year Built:	1979	17.9% prior to 1949; 4.7% since 2005
Number of Housing Units 2013:	2,652	
Single-Family Detached:	1,792	67.5 percent
Single-Family Attached:	130	4.9 percent
Duplex (Two Units):	20	0.8 percent
Multi-Family (Three+ Units):	111	4.2 percent
Mobile Home/Trailer:	599	22.6 percent
Number of Households 2000:	2,387	
Number of Households 2013:	2,545	
1- and 2-Person Households:	1,488	58.5 percent
Average Household Size:	2.71	

*Estimate from 2011 American Community Survey.

—2008 – 2012 BUILDING PERMITS—

Five-Year Total:	48
Single-Family:	48
2008 Total:	16
Single-Family:	16
2009 Total:	11
Single-Family:	11
2010 Total:	8
Single-Family:	8
2011 Total:	7
Single-Family:	7
2012 Total:	6
Single-Family:	6

—2008 – 2012 MLS SALES—

Five-Year Total:	128	
Single-Family:	128	
2008 Total:	34	
Single-Family:	34	Average Sales Price: \$229,617
2009 Total:	18	
Single-Family:	18	Average Sales Price: \$176,026
2010 Total:	30	
Single-Family:	30	Average Sales Price: \$235,747
2011 Total:	25	
Single-Family:	25	Average Sales Price: \$171,676
2012 Total:	21	
Single-Family:	21	Average Sales Price: \$172,776

—2011 AMERICAN COMMUNITY SURVEY ESTIMATES—

Median Household Income:	\$47,454
Median Owner Income:	\$55,058
Ownership Affordability Index:	158
Cost-Burdened w/ Mortgage:	35.0%
Cost-Burdened No Mortgage:	17.3%
Median Renter Income:	\$36,224
Renter Affordability Index:	83
Cost-Burdened:	42.4%

—MARKET POTENTIAL FOR PROVIDENCE TOWNSHIP: 2013-2017—

Households by Lifestage 2013:	2,545 Households
Empty Nesters & Retirees:	1,870 73.4 percent
Traditional & Non-Traditional Families:	610 24.0 percent
Younger Singles & Couples:	65 2.6 percent
Five-Year Market Potential 2013-2017:	2,325 Households
Empty Nesters & Retirees:	775 33.3 percent
Traditional & Non-Traditional Families:	1,000 43.0 percent
Younger Singles & Couples:	550 23.7 percent
Tenure Preferences 2013-2017:	2,325 Households
Renter Households:	860 37.0 percent
Owner Households:	1,465 63.0 percent
Empty Nesters & Retirees:	775 Households
Rental Preferences:	185 23.9 percent
Owner Preferences:	590 76.1 percent
Traditional & Non-Traditional Families:	1,000 Households
Rental Preferences:	330 33.0 percent
Owner Preferences:	670 67.0 percent
Younger Singles & Couples:	550 Households
Rental Preferences:	345 62.7 percent
Owner Preferences:	205 37.3 percent
Target Market Incomes 2013-2017:	2,325 Households
Incomes Below 30% AMI:	376 16.2 percent
Incomes Between 30-50% AMI:	314 13.5 percent
Incomes Between 50-80% AMI:	464 20.0 percent
Incomes Between 80-100% AMI:	257 11.1 percent
Incomes Above 100% AMI:	914 39.3 percent
Renter Households:	860 Households
Incomes Below 30% AMI:	176 20.5 percent
Incomes Between 30-50% AMI:	132 15.3 percent
Incomes Between 50-80% AMI:	179 20.8 percent
Incomes Between 80-100% AMI:	91 10.6 percent
Incomes Above 100% AMI:	282 32.8 percent
Owner Households:	1,465 Households
Incomes Below 30% AMI:	200 13.7 percent
Incomes Between 30-50% AMI:	182 12.4 percent
Incomes Between 50-80% AMI:	285 19.5 percent
Incomes Between 80-100% AMI:	166 11.3 percent
Incomes Above 100% AMI:	632 43.1 percent

MAPS

Housing Market Analysis Of Lancaster County, Pennsylvania

October, 2013

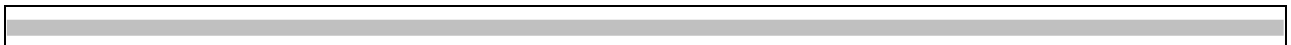
Prepared by



Sarcinello
Planning & GIS Services

On Behalf of

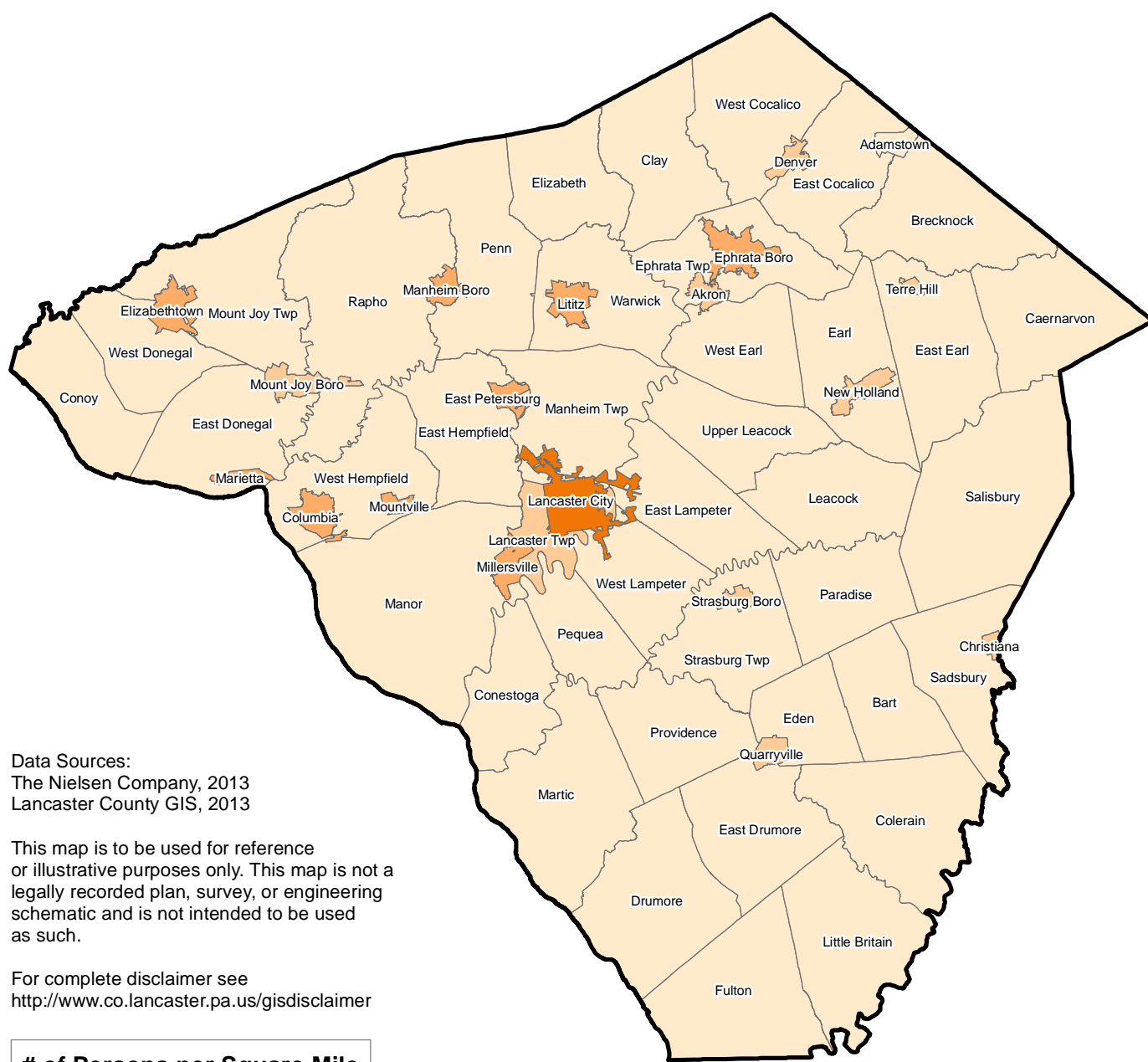
Lancaster Housing Opportunity Partnership
123 East King Street
Lancaster, Pennsylvania 17602



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Population Density Lancaster County, Pennsylvania




Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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For complete disclaimer see <http://www.co.lancaster.pa.us/gisdisclaimer>

# of Persons per Square Mile by Municipality	
	88 - 1709
	1710 - 3329
	3330 - 4950
	4951 - 6570
	6571 - 8191

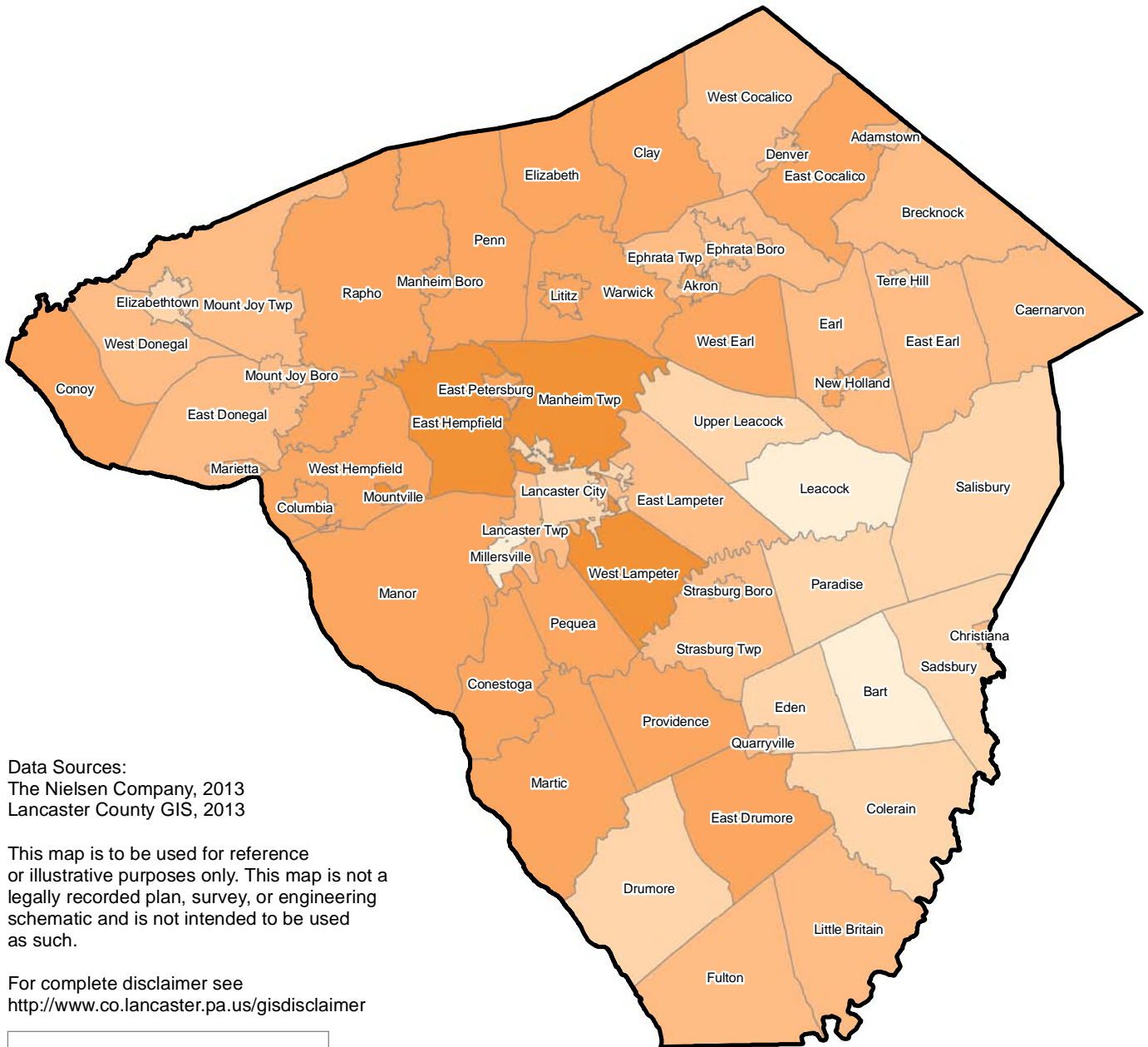


Map prepared by:
 **Sarcinello**
 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Median Age of Population Lancaster County, Pennsylvania



Data Sources:
The Nielsen Company, 2013
Lancaster County GIS, 2013

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Median Age of Population

by Municipality

- 23.9 - 28.8
- 28.9 - 33.7
- 33.8 - 38.6
- 38.7 - 43.5
- 43.6 - 48.4



Map prepared by:

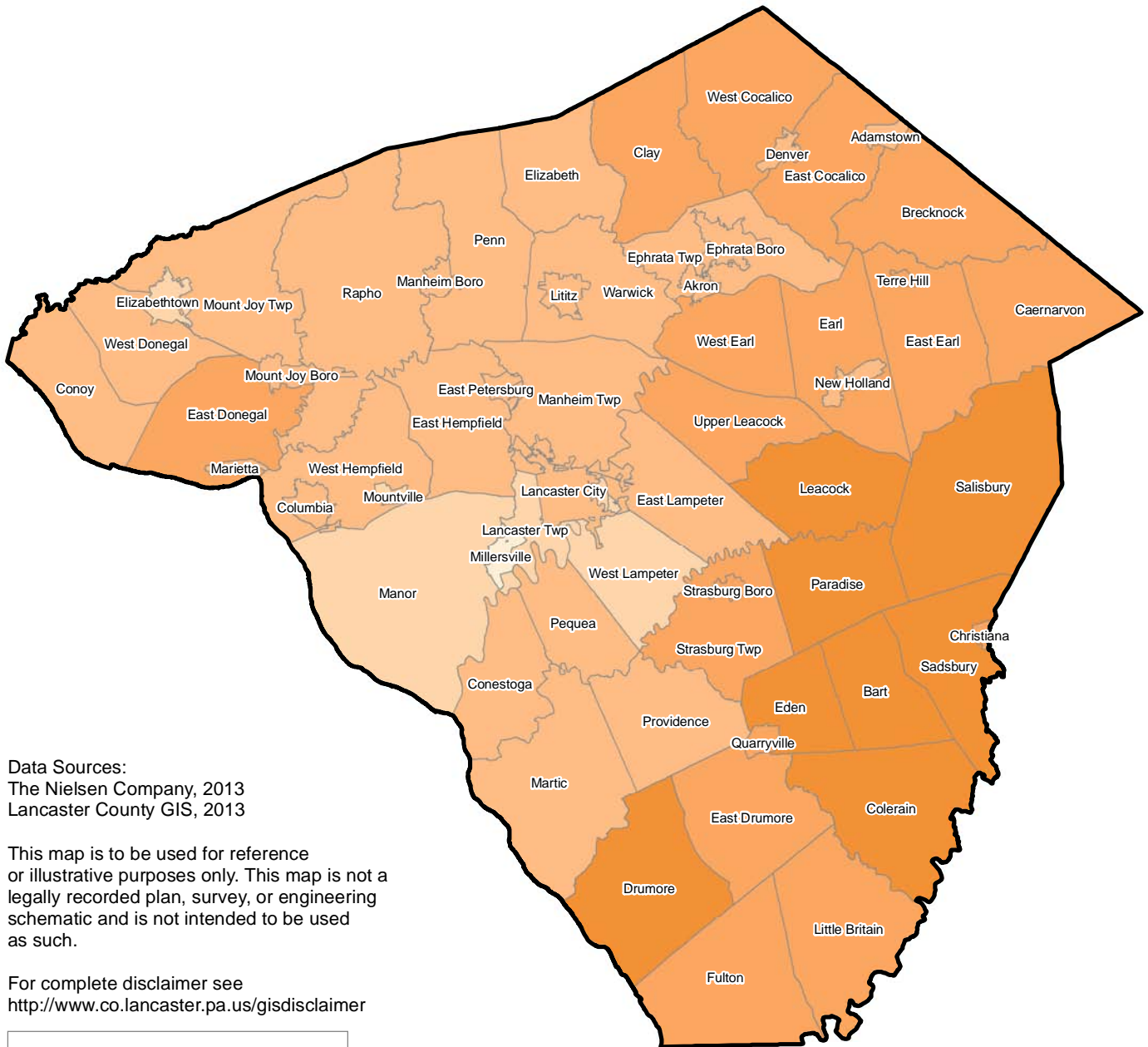
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October, 2013

*Based on 2013 estimates

Population Under Age 17

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Population Under Age 17

by Municipality

- 10.9% - 16%
- 16.1% - 21%
- 21.1% - 26%
- 26.1% - 31.1%
- 31.2% - 36.1%



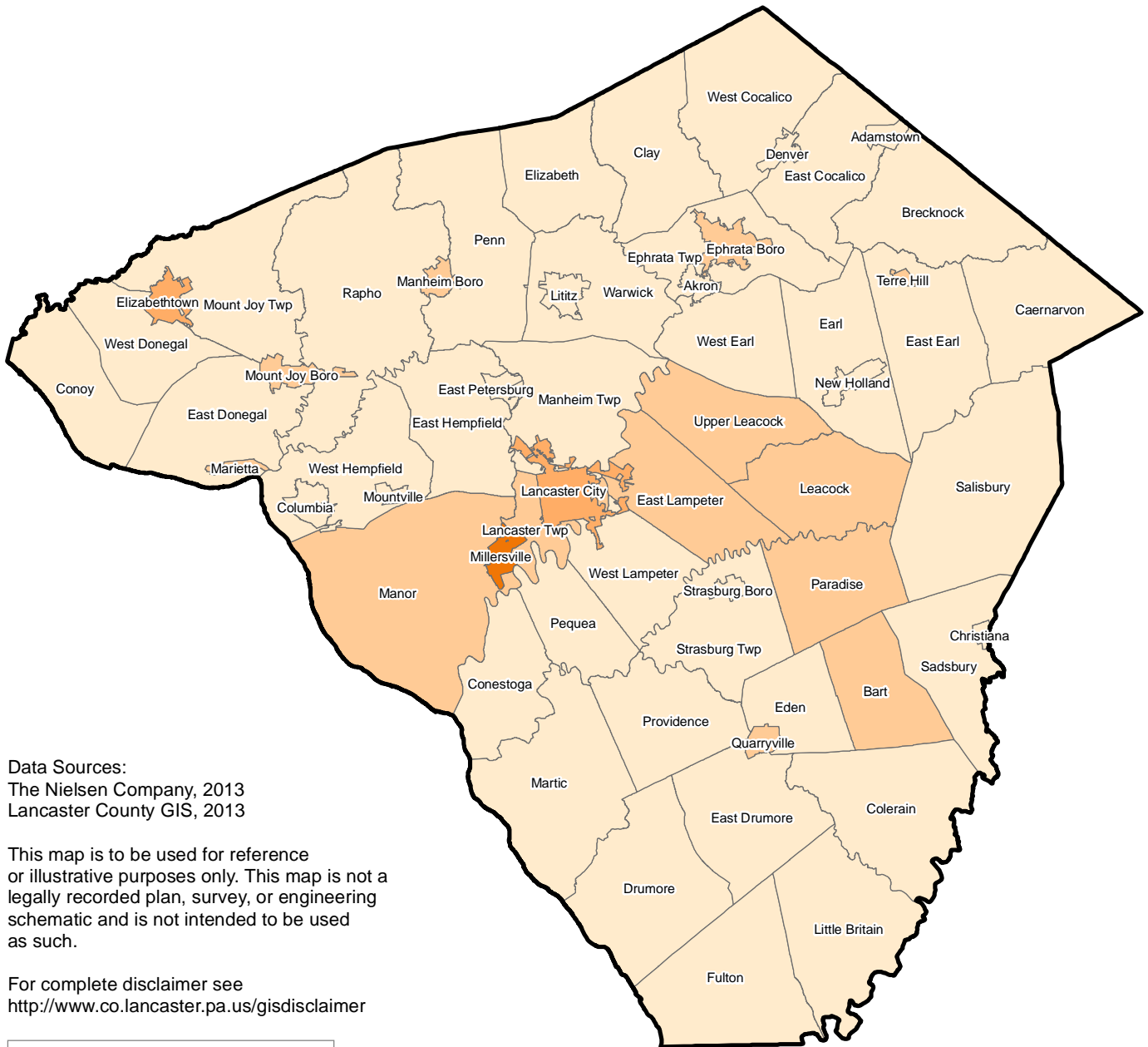
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October, 2013

*Based on 2013 estimates

Population Age 18 to 34 Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Population Age 18 to 34 by Municipality

- 14% - 21.6%
- 21.7% - 29.2%
- 29.3% - 36.8%
- 36.9% - 44.4%
- 44.5% - 52%

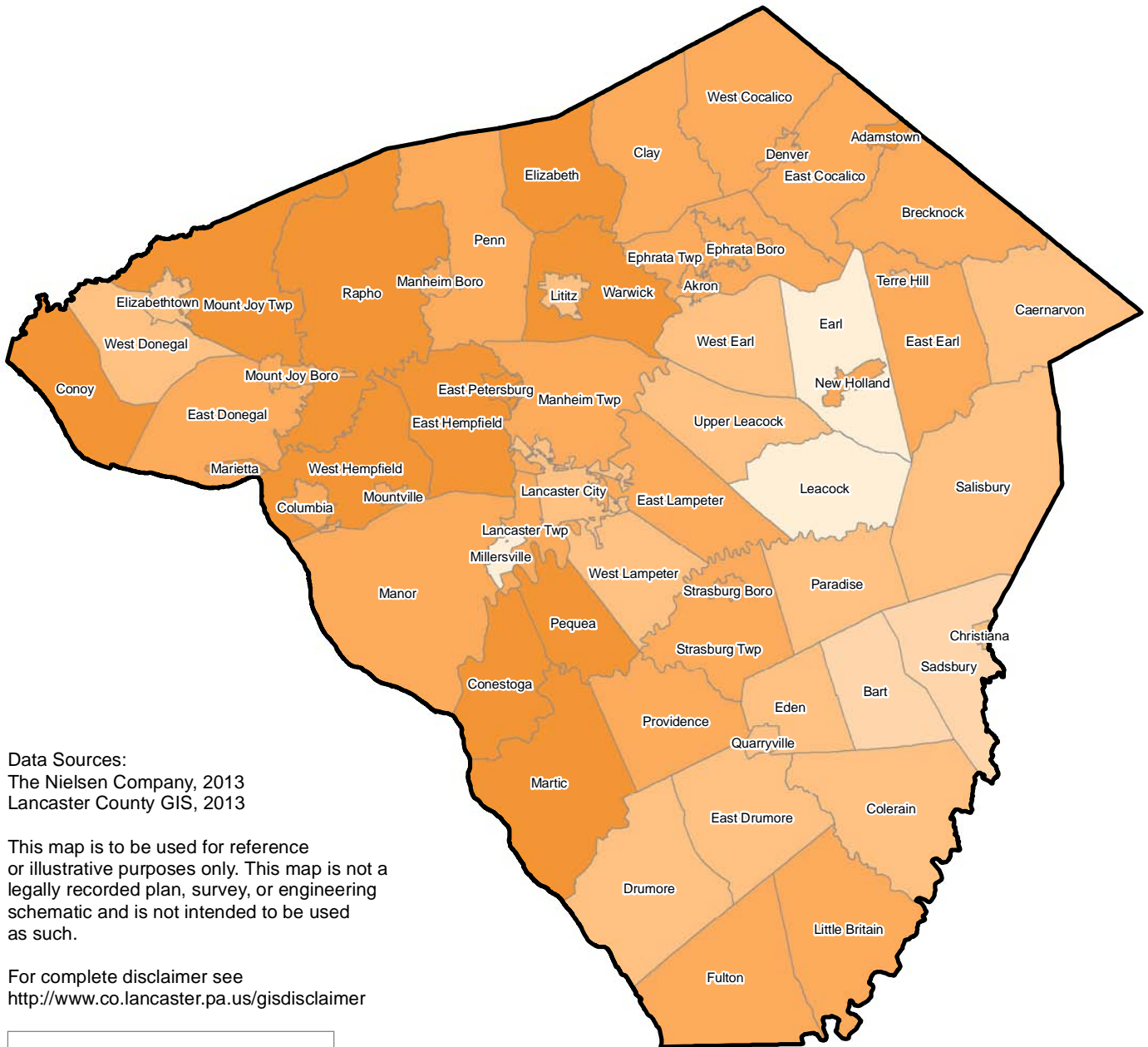


Map prepared by:
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 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Population Age 35 to 64 Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Population Age 35 to 64

by Municipality

- 23.2% - 27.7%
- 27.8% - 32.2%
- 32.3% - 36.7%
- 36.8% - 41.2%
- 41.3% - 45.7%



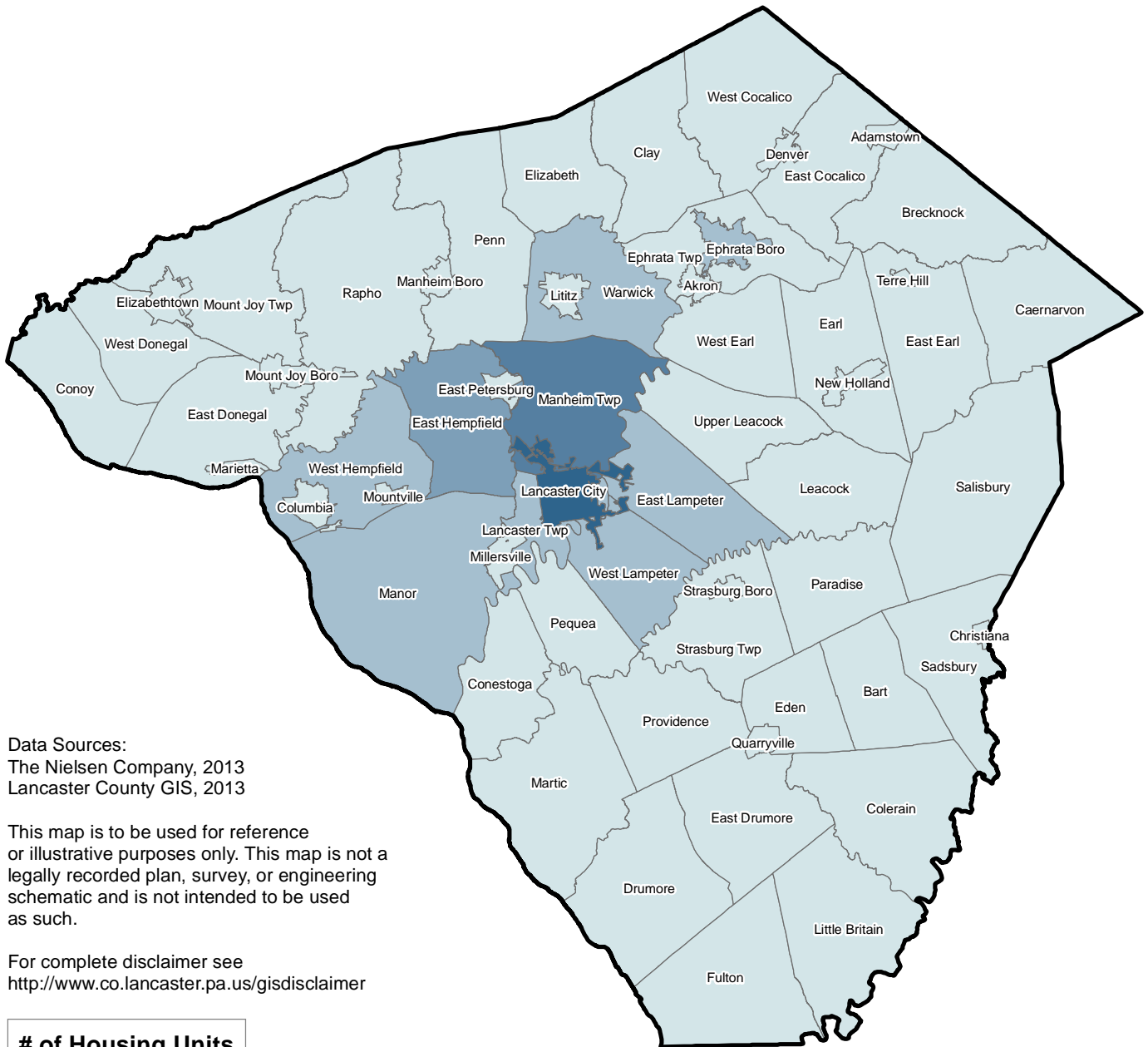
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Sarcinello
 Planning & GIS Services

October, 2013

*Based on 2013 estimates






Number of Housing Units Lancaster County, Pennsylvania

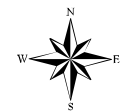



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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# of Housing Units by Municipality	
	430 - 5129
	5130 - 9828
	9829 - 14526
	14527 - 19225
	19226 - 23924



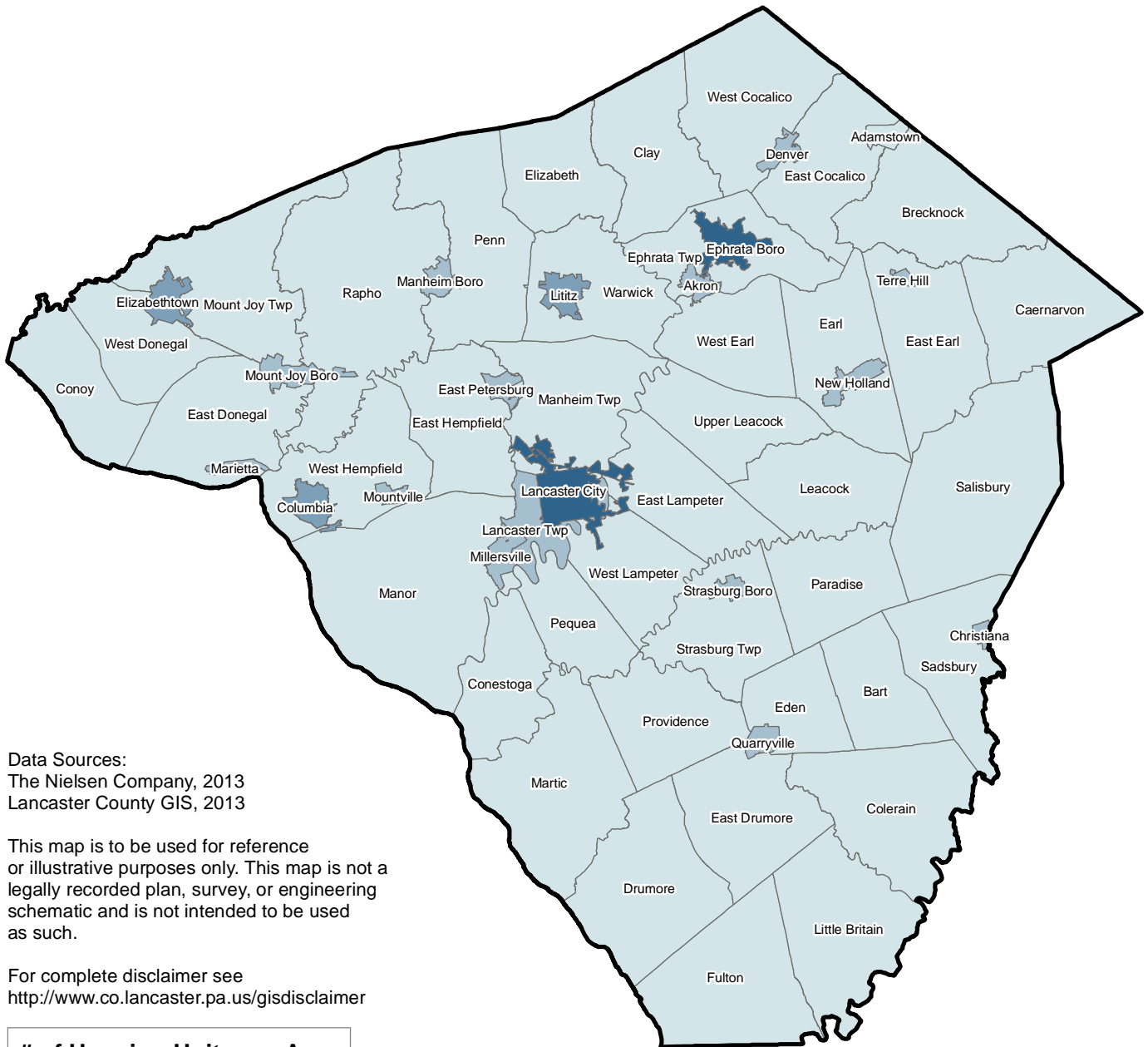
Map prepared by:
 **Sarcinello**
 Planning & GIS Services

October, 2013

**Based on 2013 estimates*

Housing Unit Density

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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For complete disclaimer see <http://www.co.lancaster.pa.us/gisdisclaimer>

of Housing Units per Acre

by Municipality

- 0.1 - 1.3
- 1.4 - 2.5
- 2.6 - 3.7
- 3.8 - 4.9
- 5.0 - 6.1

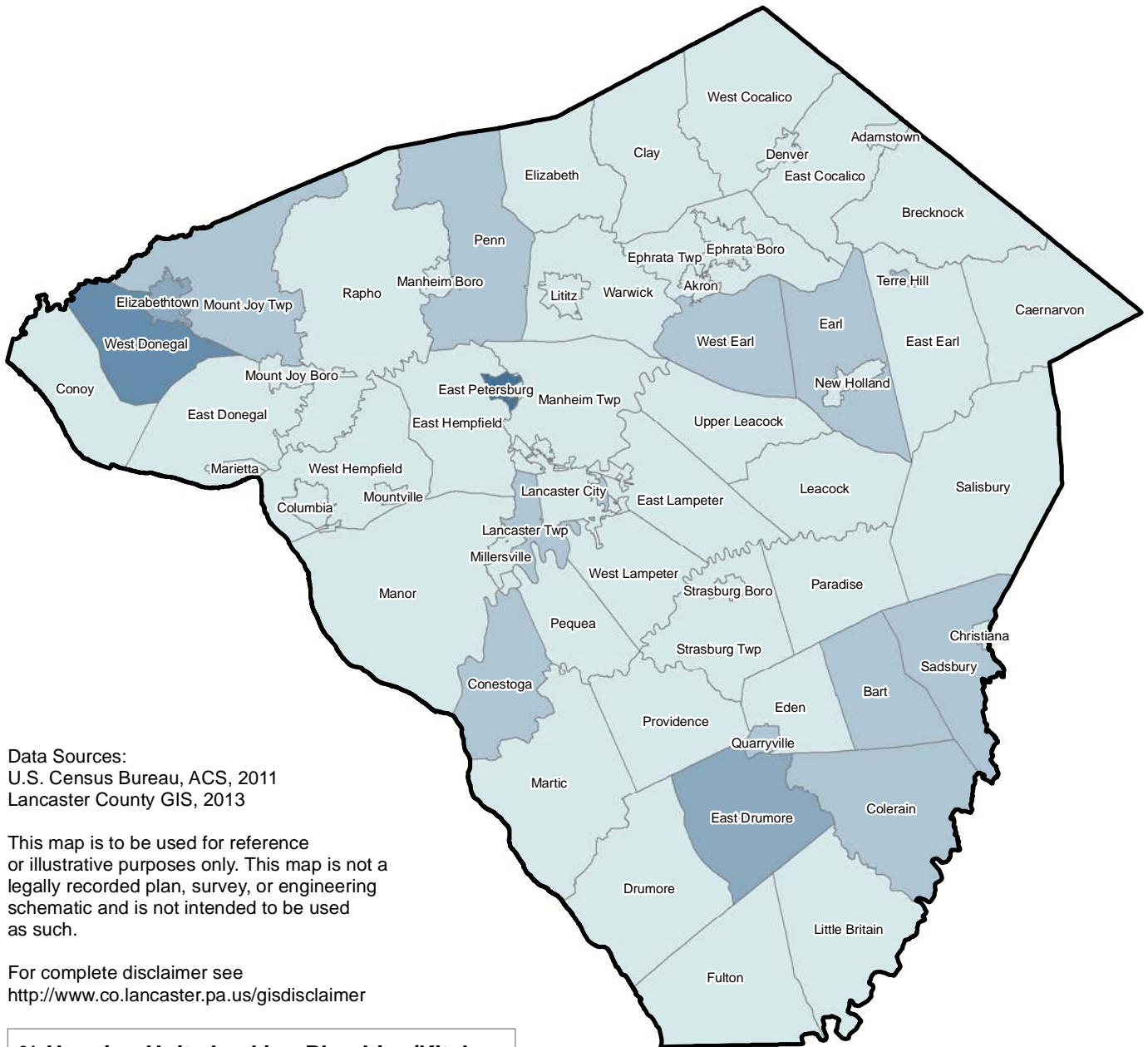


Map prepared by:
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 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Housing Units Lacking Plumbing and/or Kitchen Facilities Lancaster County, Pennsylvania



Data Sources:
U.S. Census Bureau, ACS, 2011
Lancaster County GIS, 2013

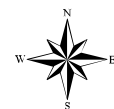
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% Housing Units Lacking Plumbing/Kitchen

by Municipality

- 0% - 2.5%
- 2.6% - 4.9%
- 5% - 7.4%
- 7.5% - 9.8%
- 9.9% - 12.3%



Map prepared by:

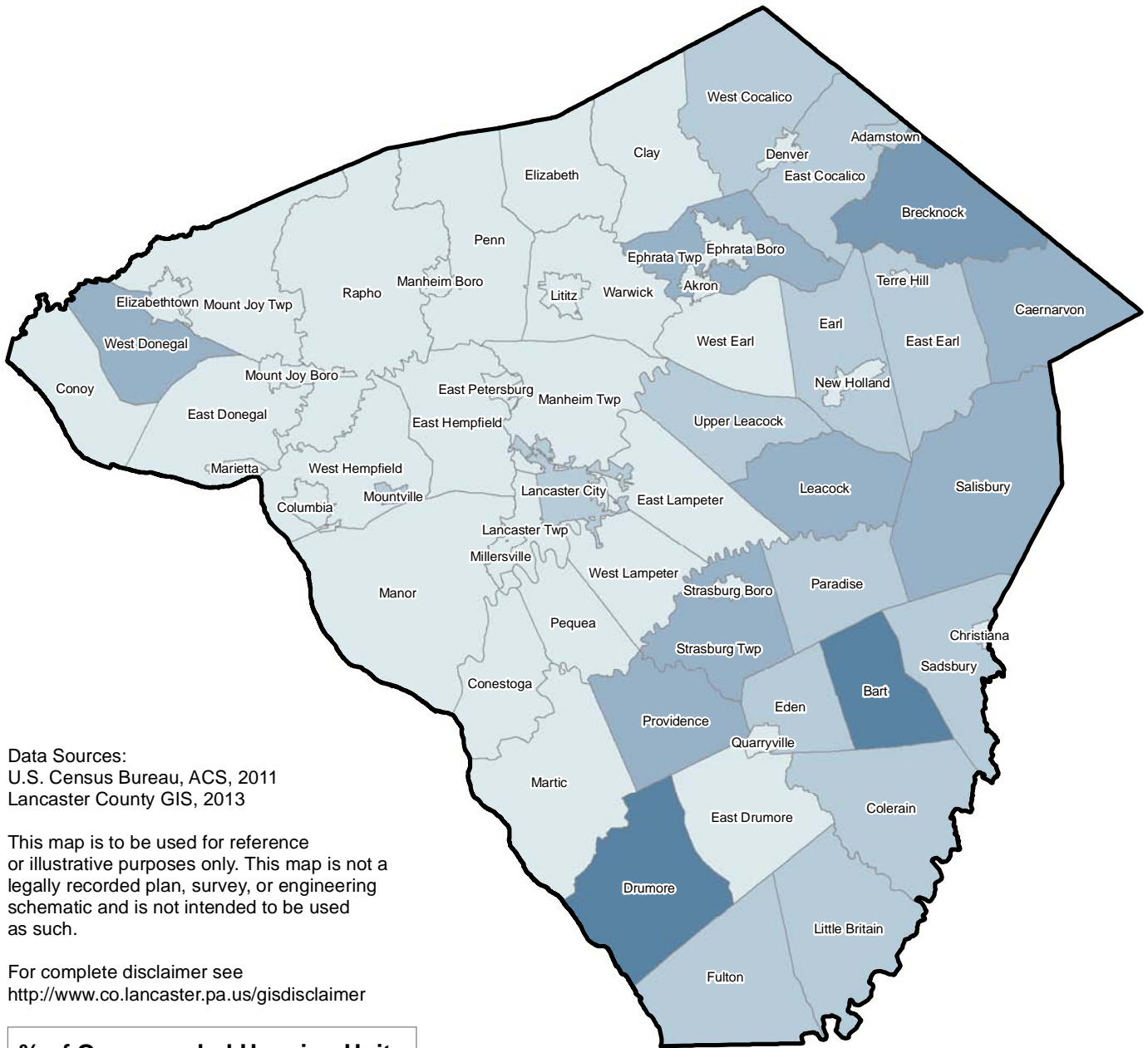
Sarcinello
Planning & GIS Services

October, 2013

*Based on 2011 estimates

Overcrowded Housing Units

Lancaster County, Pennsylvania



Data Sources:
 U.S. Census Bureau, ACS, 2011
 Lancaster County GIS, 2013

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% of Overcrowded Housing Units by Municipality

- 0% - 1.8%
- 1.9% - 3.7%
- 3.8% - 5.5%
- 5.6% - 7.3%
- 7.4% - 9.2%

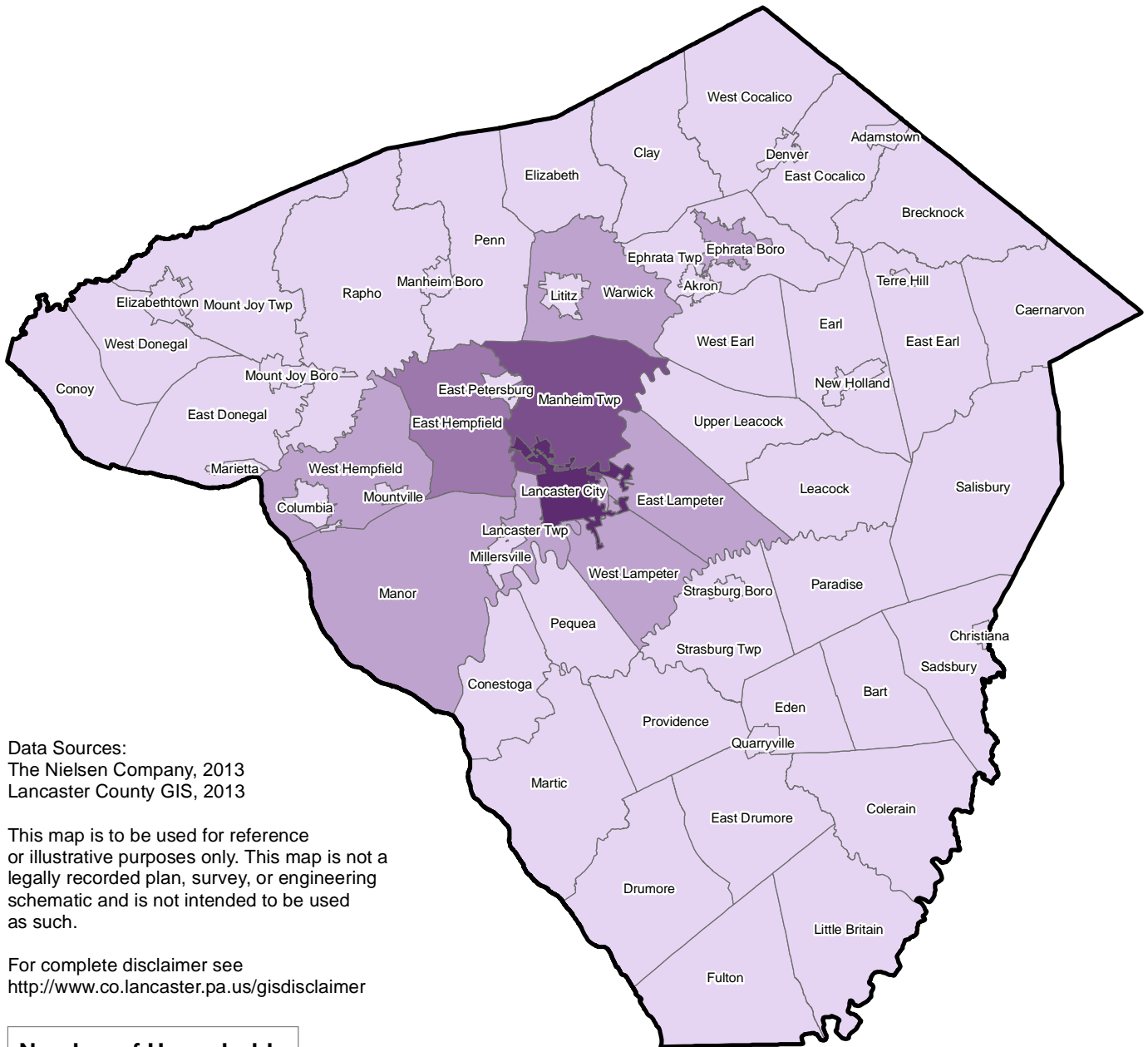


Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013

**Based on 2011 estimates*

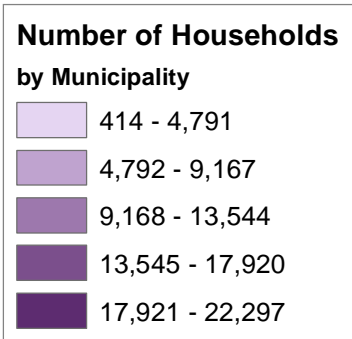
Number of Households Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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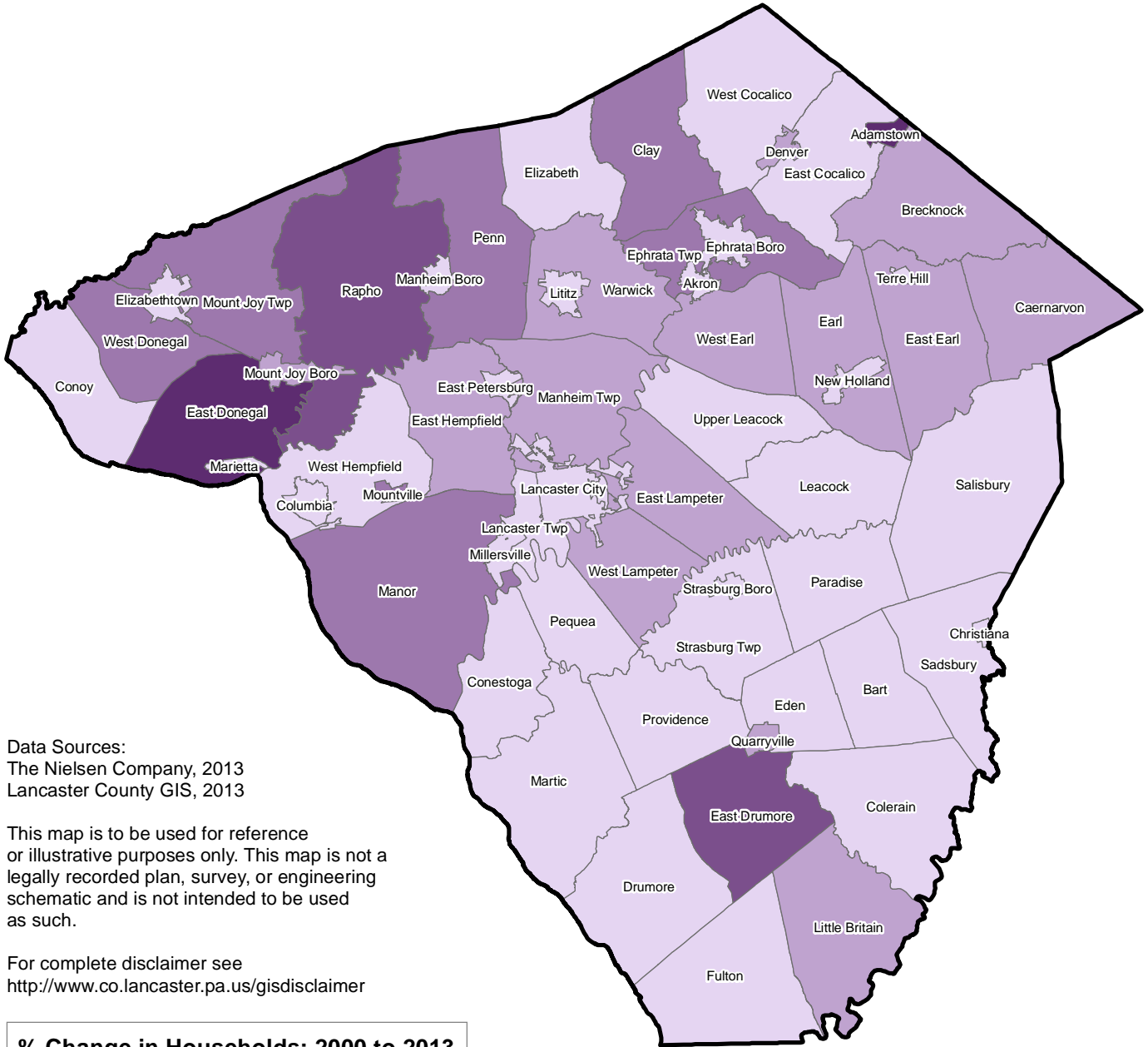
Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013

**Based on 2013 estimates*

Percentage Change in Households: 2000 to 2013

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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**% Change in Households: 2000 to 2013
 by Municipality**

- 2% - 12.6%
- 12.7% - 23.2%
- 23.3% - 33.8%
- 33.9% - 44.4%
- 44.5% - 55%

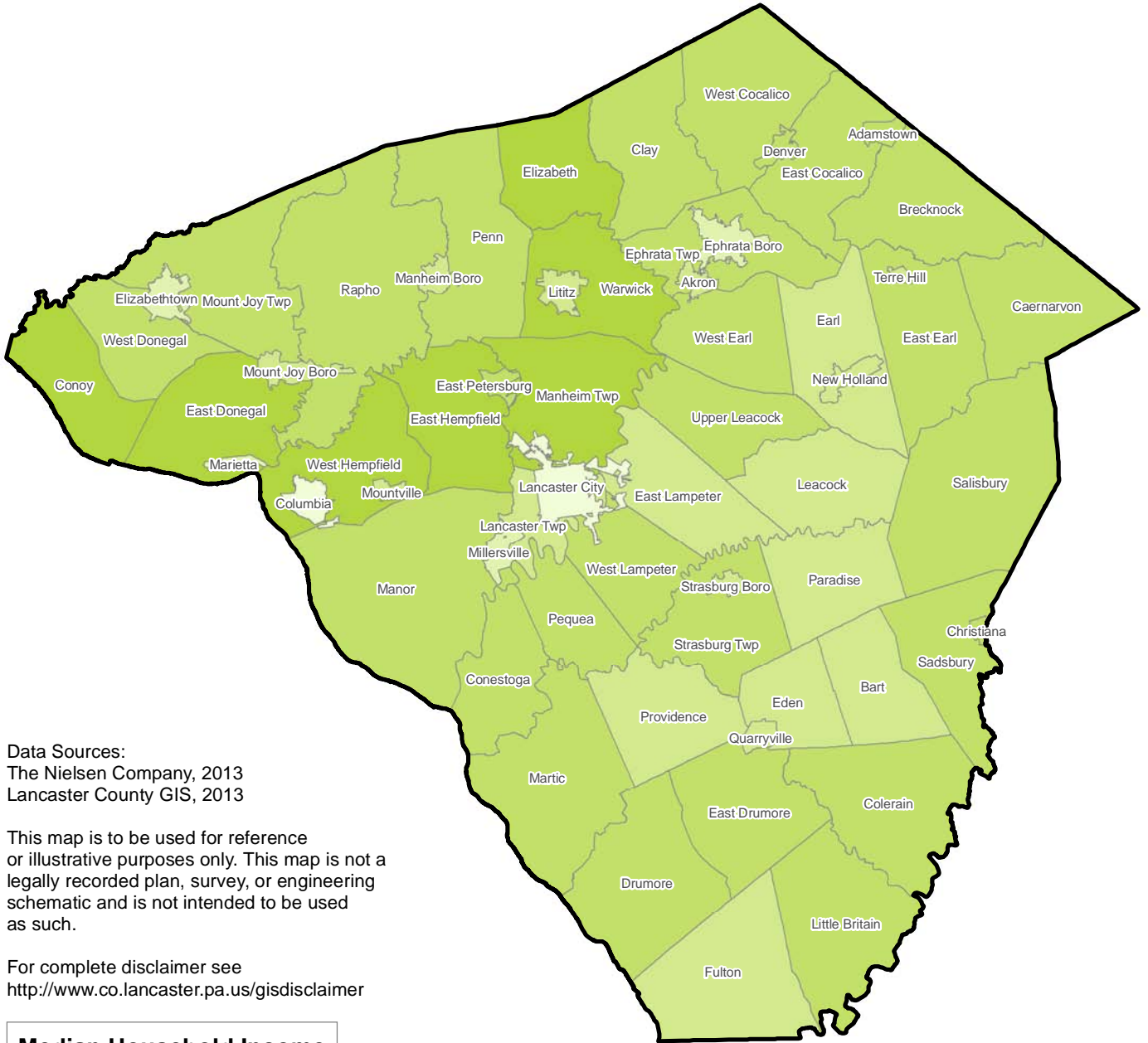


Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013

**Based on 2013 estimates*






Median Household Income Lancaster County, Pennsylvania

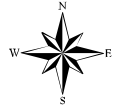



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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Median Household Income by Municipality	
	\$29,686 - \$37,199
	\$37,200 - \$44,712
	\$44,713 - \$52,224
	\$52,225 - \$59,737
	\$59,738 - \$67,250

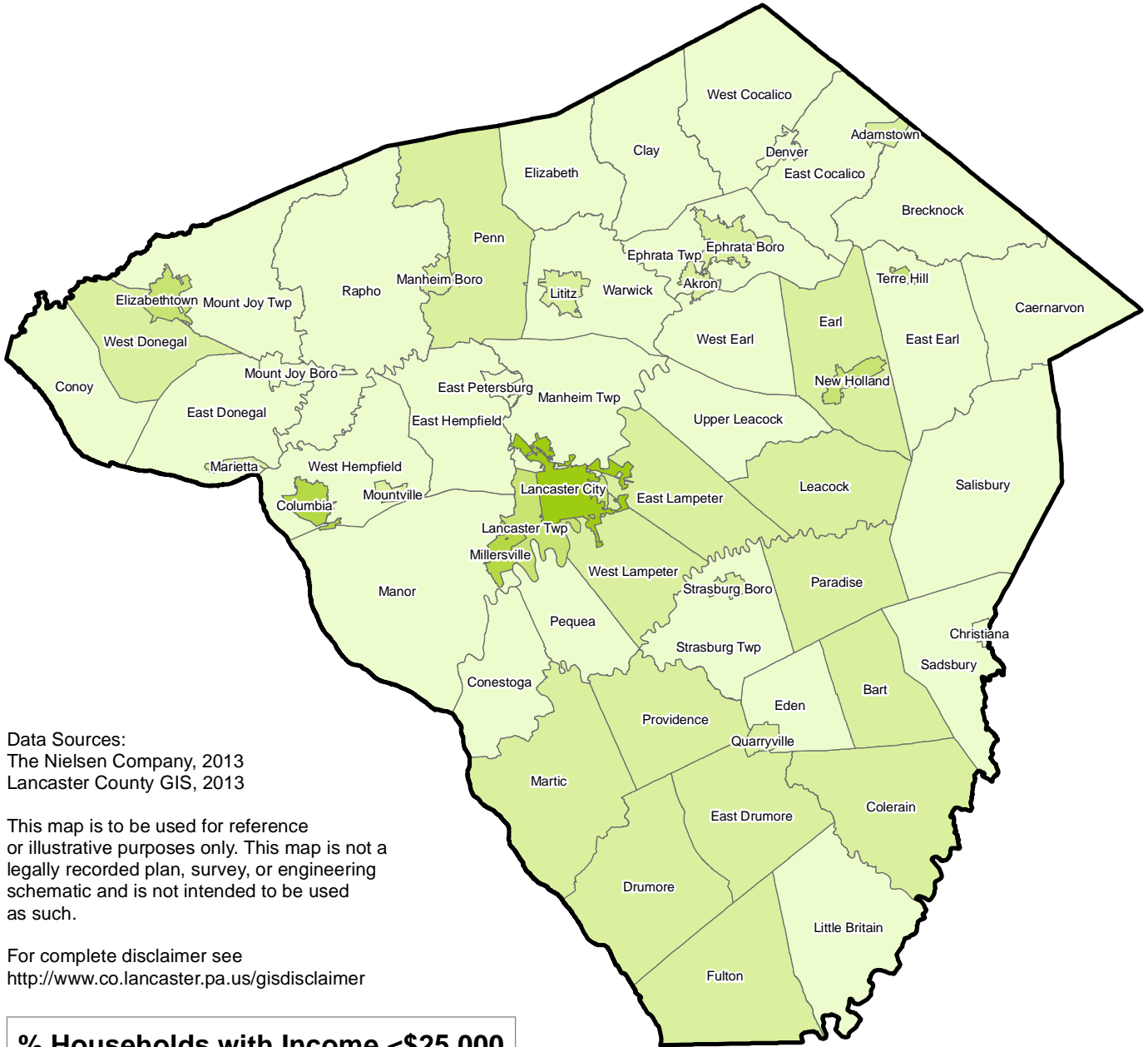


Map prepared by:
 **Sarcinello**
 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Households with Income Under \$25,000 Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Households with Income <\$25,000 by Municipality

- 12.4% - 18.6%
- 18.7% - 24.8%
- 24.9% - 31%
- 31.1% - 37.2%
- 37.3% - 43.4%

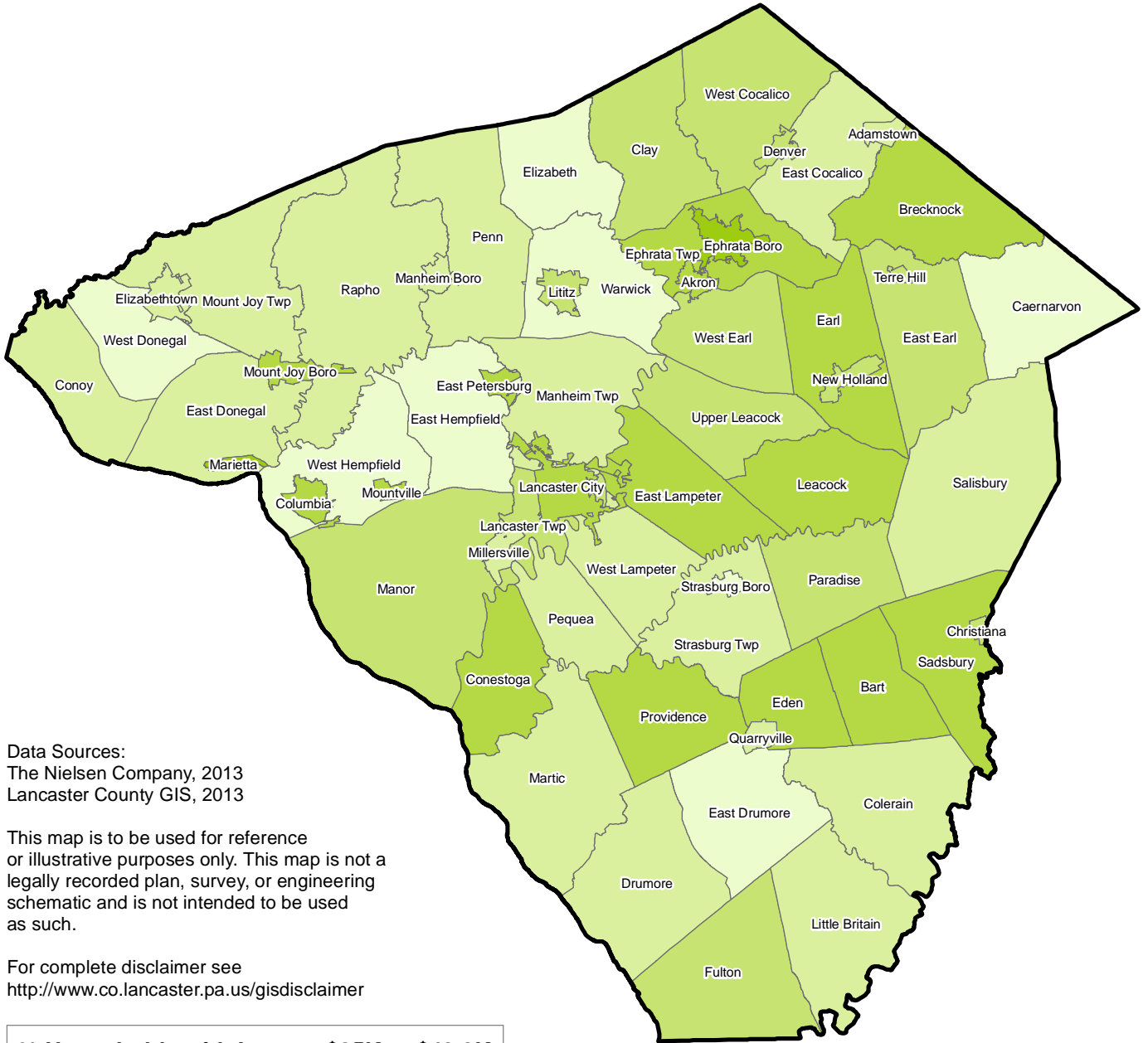


Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Households with Income \$25,000 to \$49,999 Lancaster County, Pennsylvania



Data Sources:
The Nielsen Company, 2013
Lancaster County GIS, 2013

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For complete disclaimer see
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% Households with Income \$25K to \$49.9K

by Municipality

- 19.7% - 23.2%
- 23.3% - 26.7%
- 26.8% - 30.1%
- 30.2% - 33.6%
- 33.7% - 37.1%



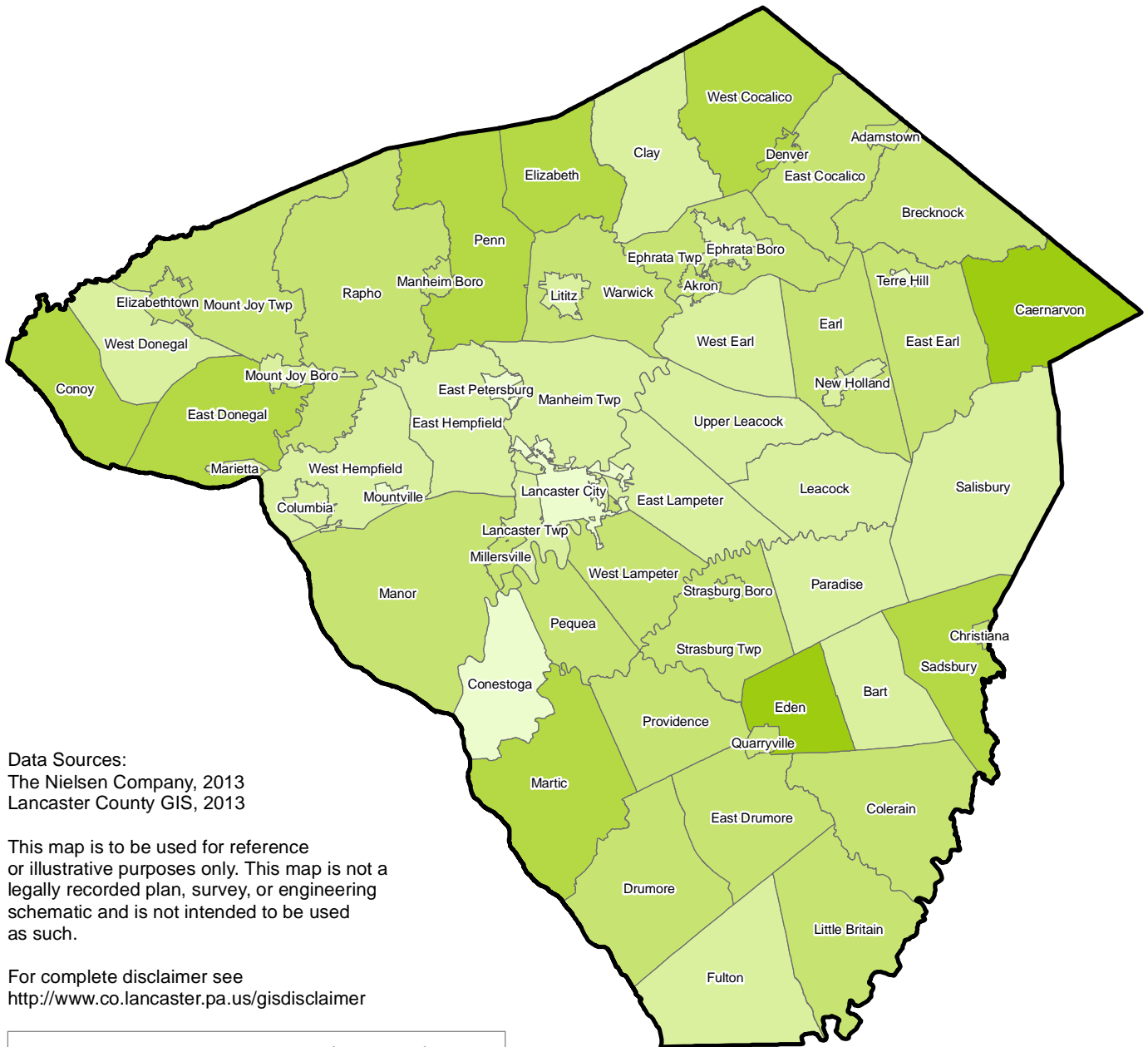
Map prepared by:

Sarcinello
Planning & GIS Services

October, 2013

**Based on 2013 estimates*

Households with Income \$50,000 to \$74,999 Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

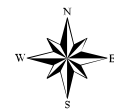
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% Households with Income \$50K to \$74.9K

by Municipality

- 15.2% - 18.3%
- 18.4% - 21.4%
- 21.5% - 24.5%
- 24.6% - 27.6%
- 27.7% - 30.8%



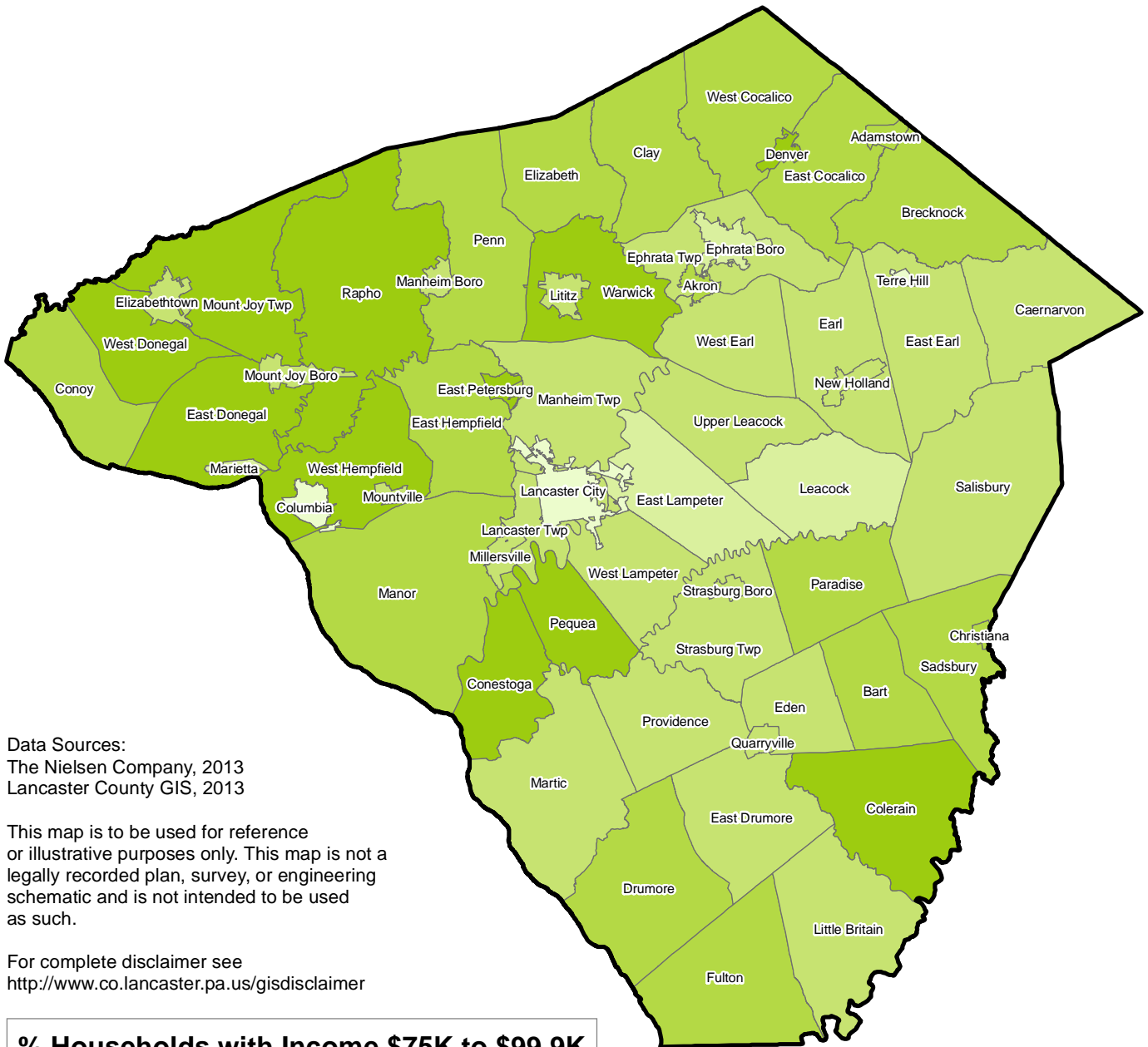
Map prepared by:

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October, 2013

*Based on 2013 estimates

Households with Income \$75,000 to \$99,999 Lancaster County, Pennsylvania



Data Sources:
The Nielsen Company, 2013
Lancaster County GIS, 2013

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% Households with Income \$75K to \$99.9K by Municipality

- 5.4% - 8.3%
- 8.4% - 11.2%
- 11.3% - 14%
- 14.1% - 16.9%
- 17% - 19.8%

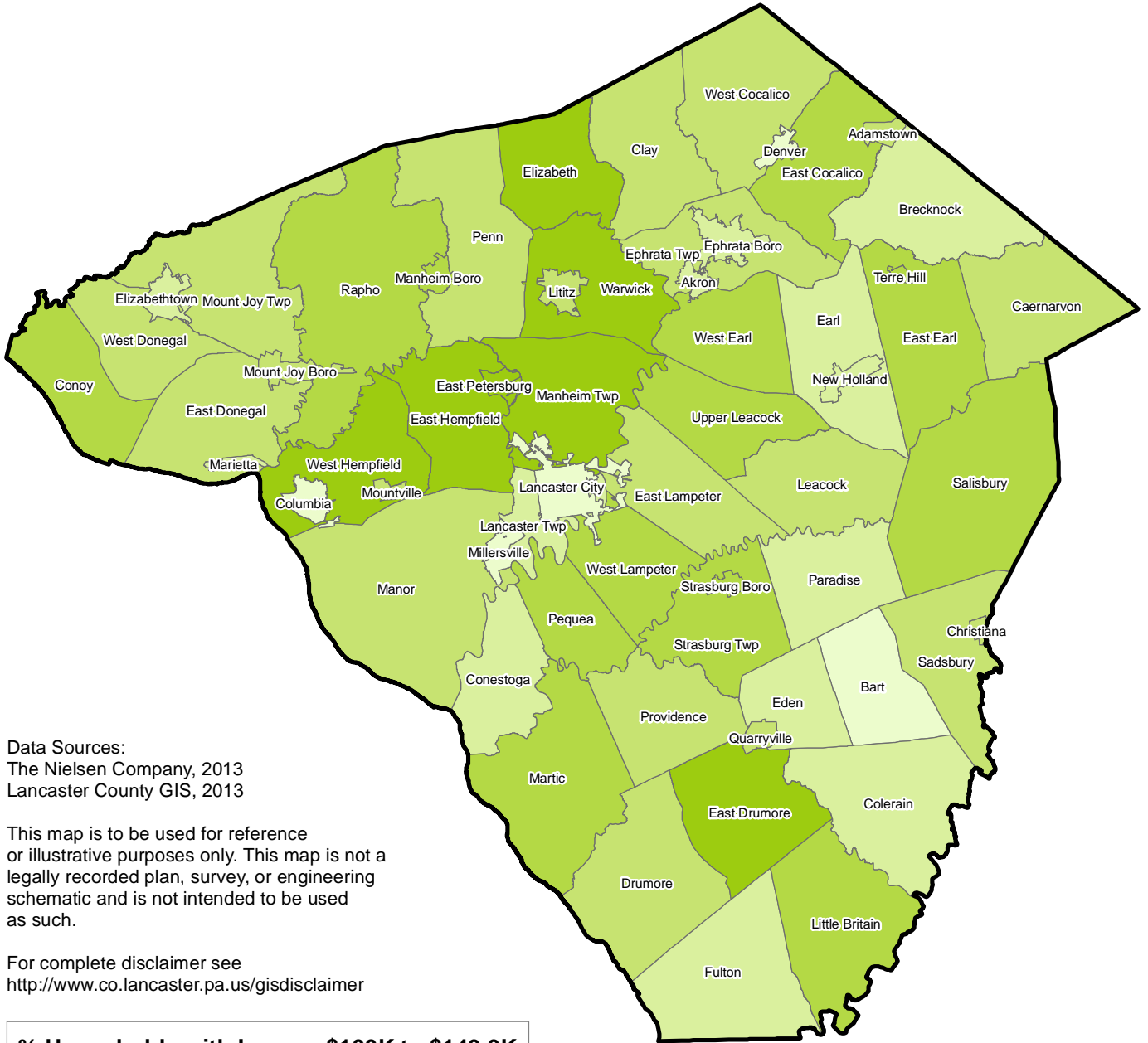


Map prepared by:
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October, 2013

*Based on 2013 estimates

Households with Income \$100,000 to \$149,999 Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Households with Income \$100K to \$149.9K

by Municipality

- 4.1% - 6.8%
- 6.9% - 9.4%
- 9.5% - 12.1%
- 12.2% - 14.7%
- 14.8% - 17.4%



Map prepared by:

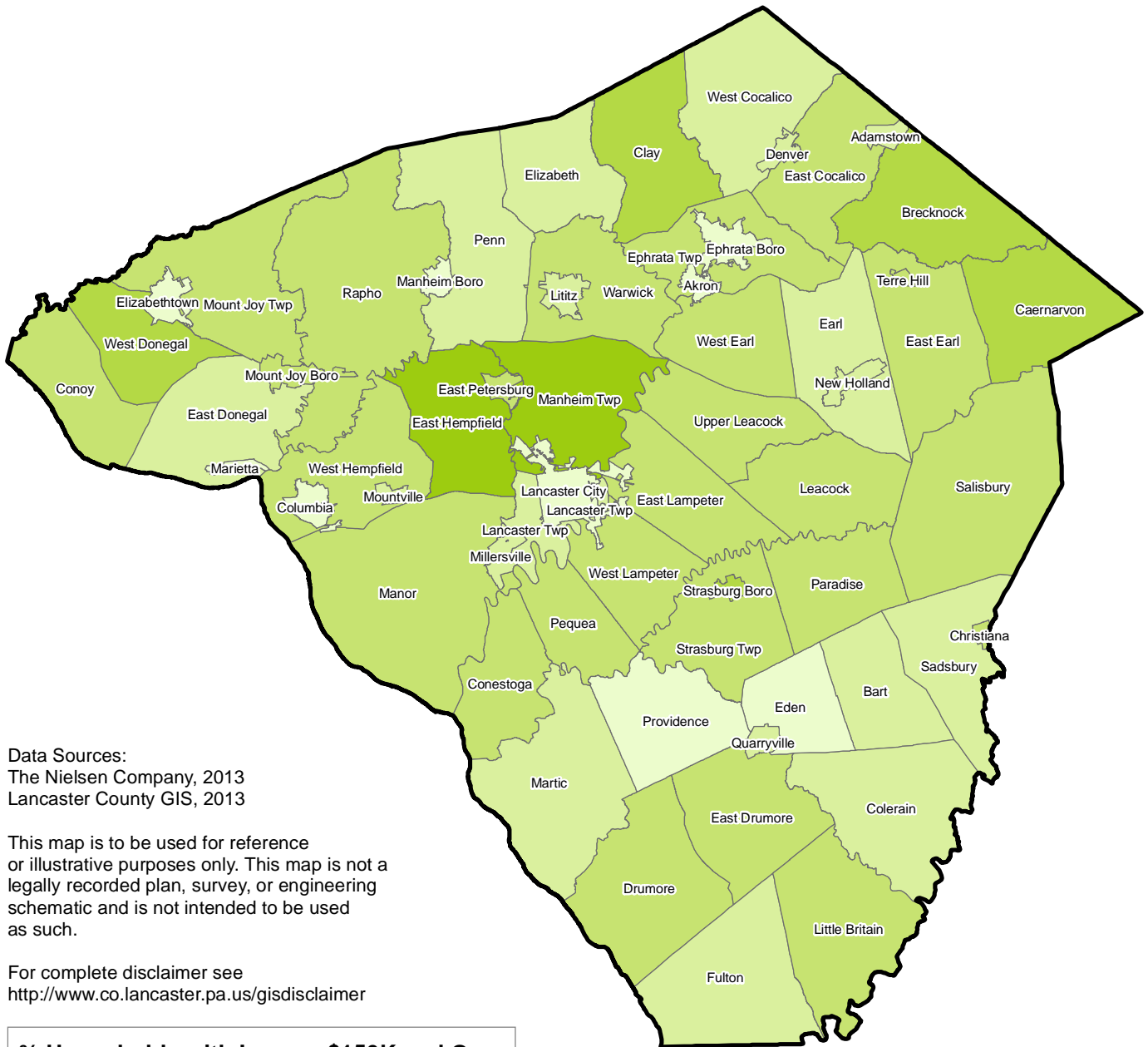
Sarcinello
 Planning & GIS Services

October, 2013

*Based on 2013 estimates

Households with Income \$150,000 and Over

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Households with Income \$150K and Over by Municipality

- 0.6% - 2.9%
- 3% - 5.2%
- 5.3% - 7.5%
- 7.6% - 9.8%
- 9.9% - 12.1%

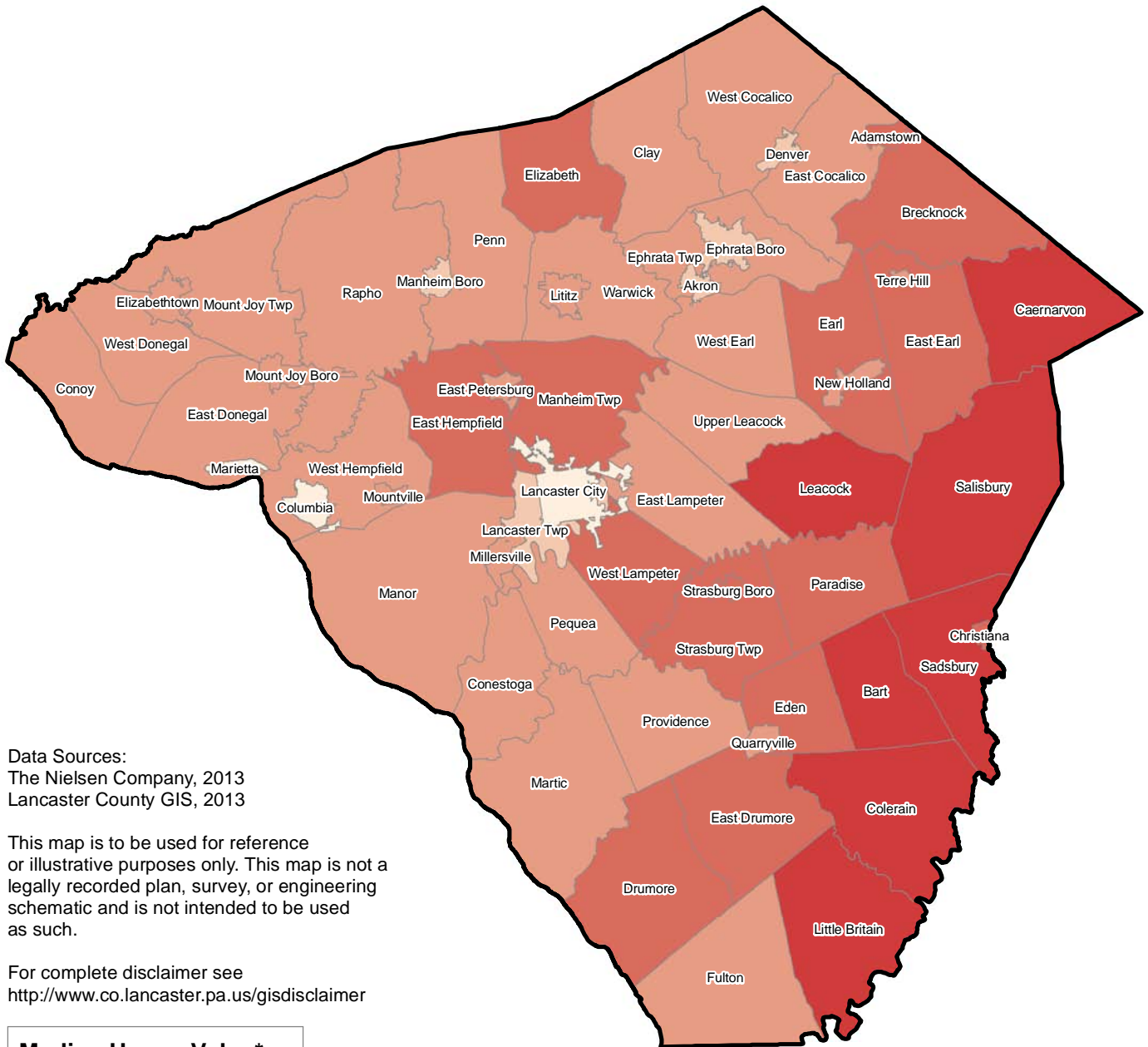


Map prepared by:
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October, 2013

*Based on 2013 estimates

Median House Value Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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Median House Value*

by Municipality

	\$106,129 - \$138,714
	\$138,715 - \$171,299
	\$171,300 - \$203,884
	\$203,885 - \$236,469
	\$236,470 - \$269,054

*Based on 2013 estimates

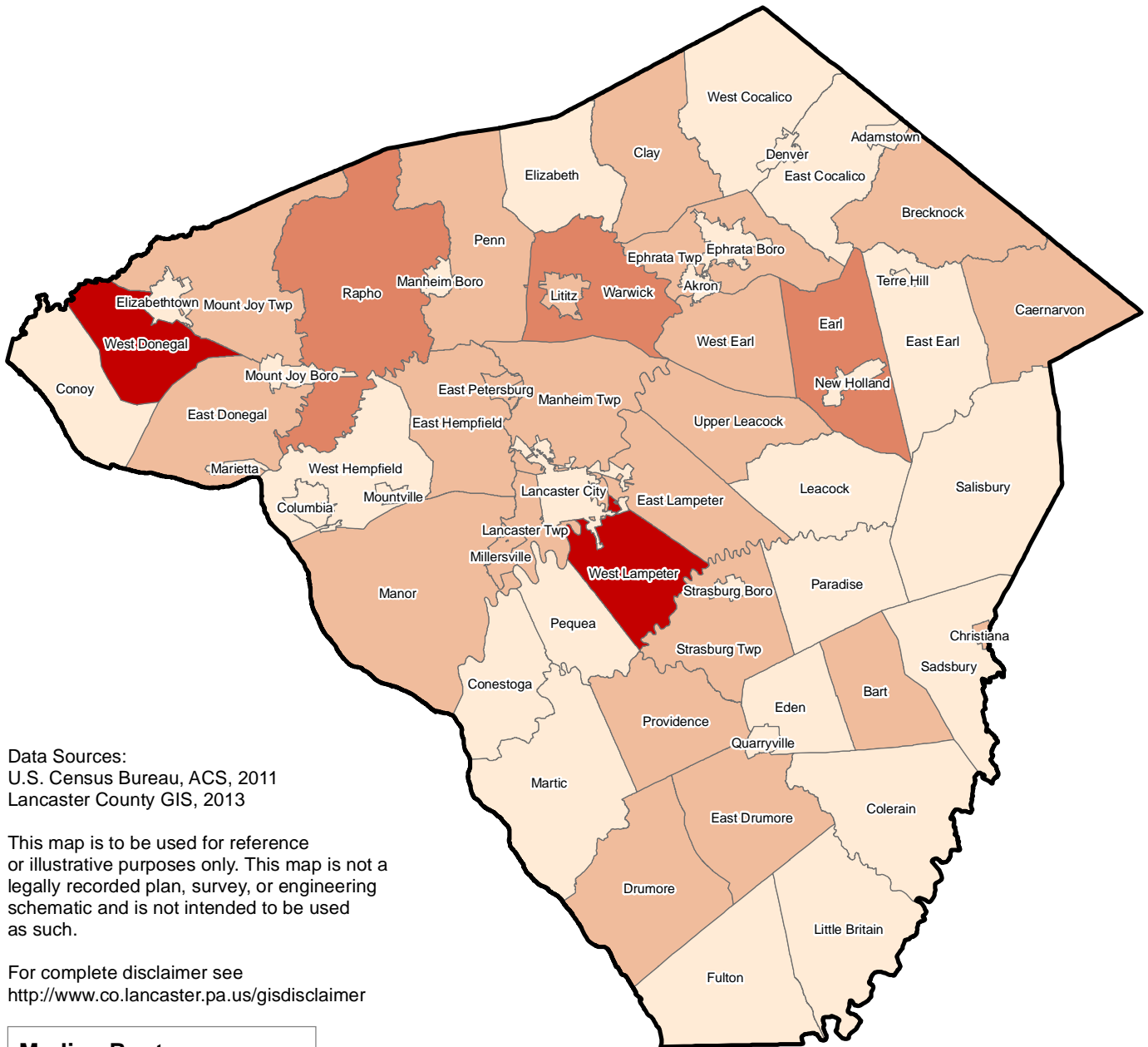


Map prepared by:

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October, 2013

Median Rent Lancaster County, Pennsylvania



Data Sources:
 U.S. Census Bureau, ACS, 2011
 Lancaster County GIS, 2013

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Median Rent by Municipality	
	\$580.00 - \$808.20
	\$808.21 - \$1,036.40
	\$1,036.41 - \$1,264.60
	\$1,264.61 - \$1,492.80
	\$1,492.81 - \$1,721.00



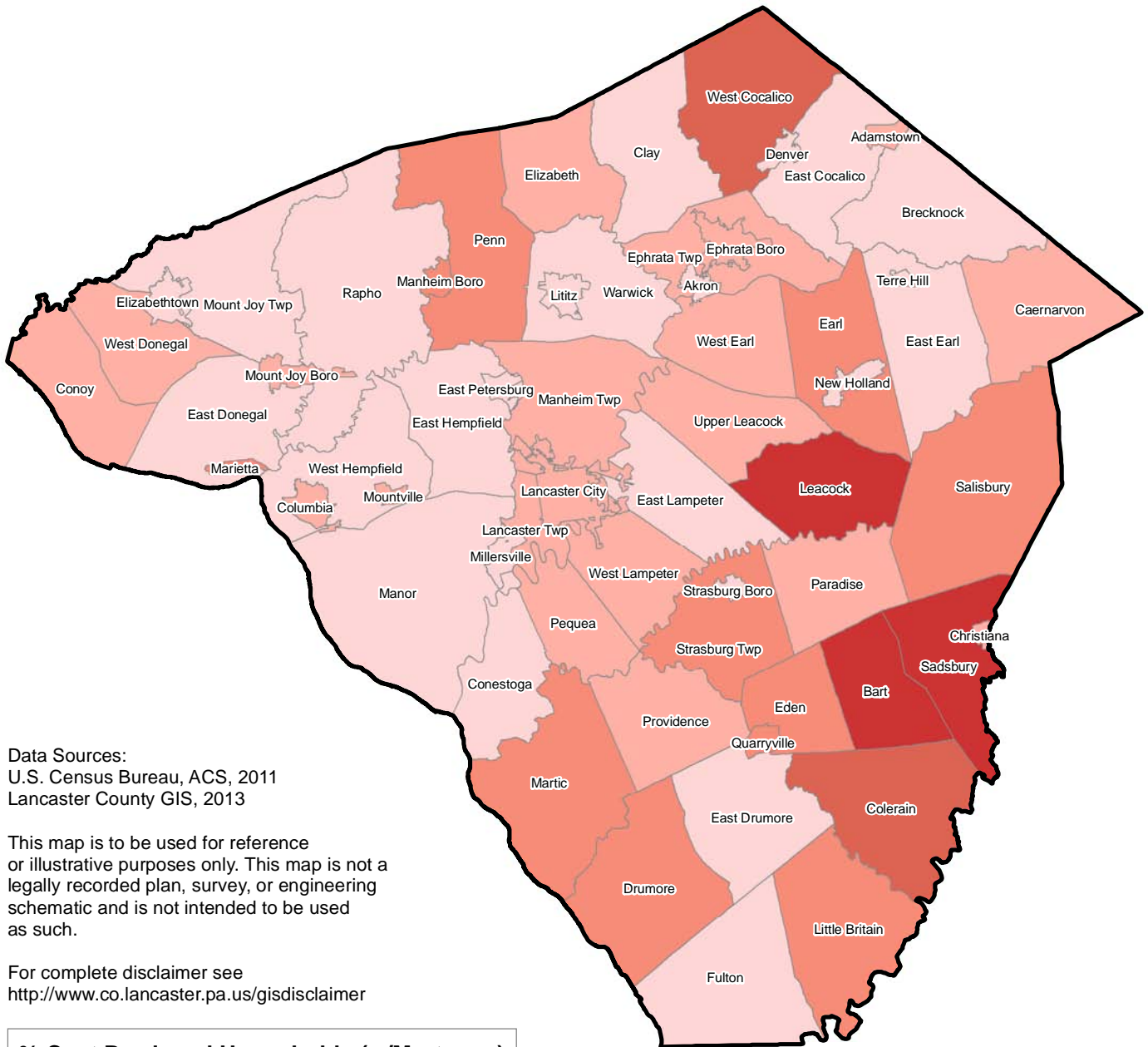
Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013

*Based on 2011 estimates

Cost Burdened Households (With a Mortgage)

Lancaster County, Pennsylvania



Data Sources:
U.S. Census Bureau, ACS, 2011
Lancaster County GIS, 2013

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% Cost Burdened Households (w/Mortgage)

By Municipality

- 23.3% - 31%
- 31.1% - 38.7%
- 38.8% - 46.4%
- 46.5% - 54.1%
- 54.2% - 61.7%

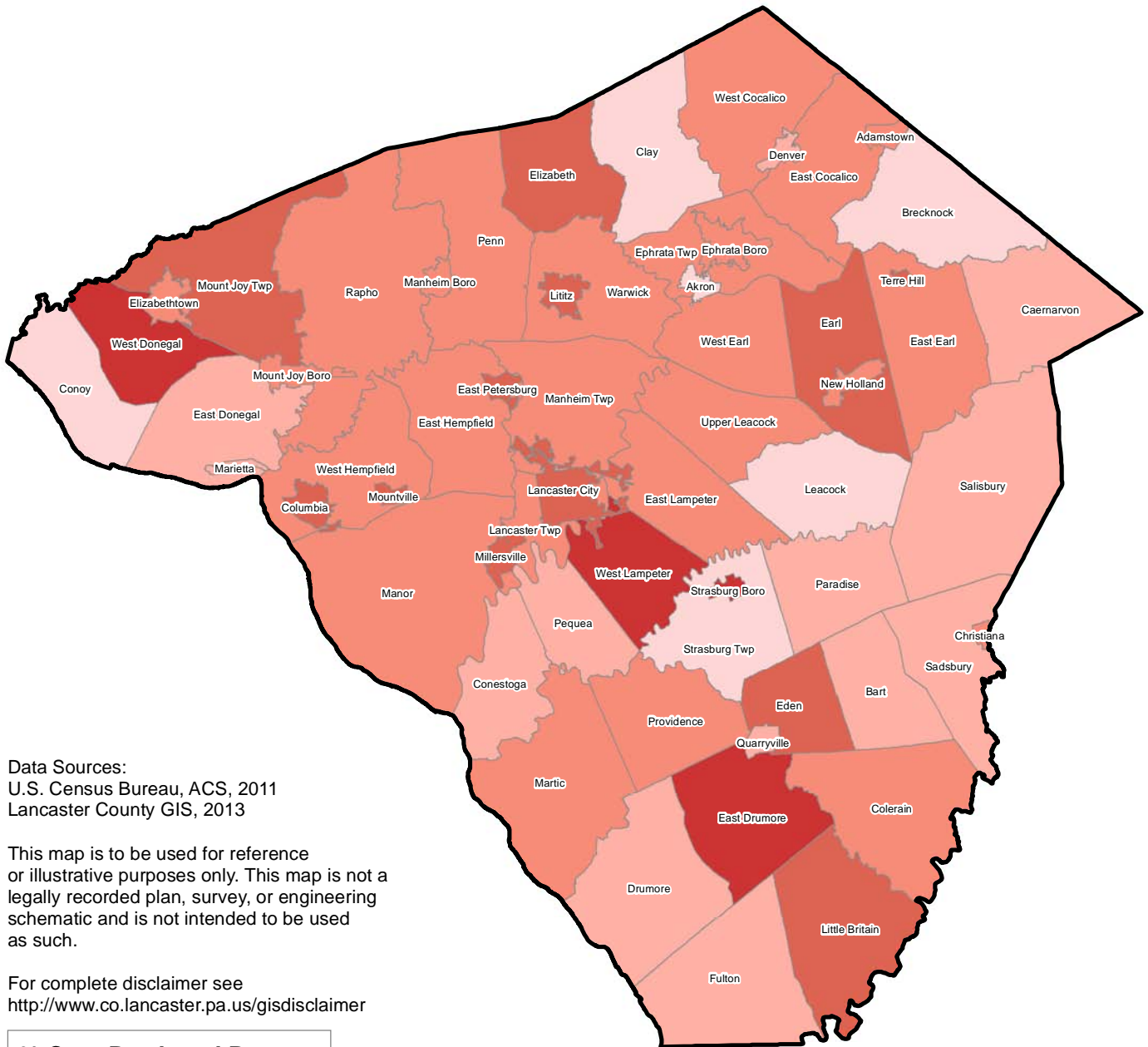


Map prepared by:
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October, 2013

*Based on 2011 estimates

Cost Burdened Renters Lancaster County, Pennsylvania



Data Sources:
 U.S. Census Bureau, ACS, 2011
 Lancaster County GIS, 2013

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% Cost Burdened Renters by Municipality

- 15% - 26%
- 26.1% - 37.1%
- 37.2% - 48.2%
- 48.3% - 59.3%
- 59.4% - 70.4%

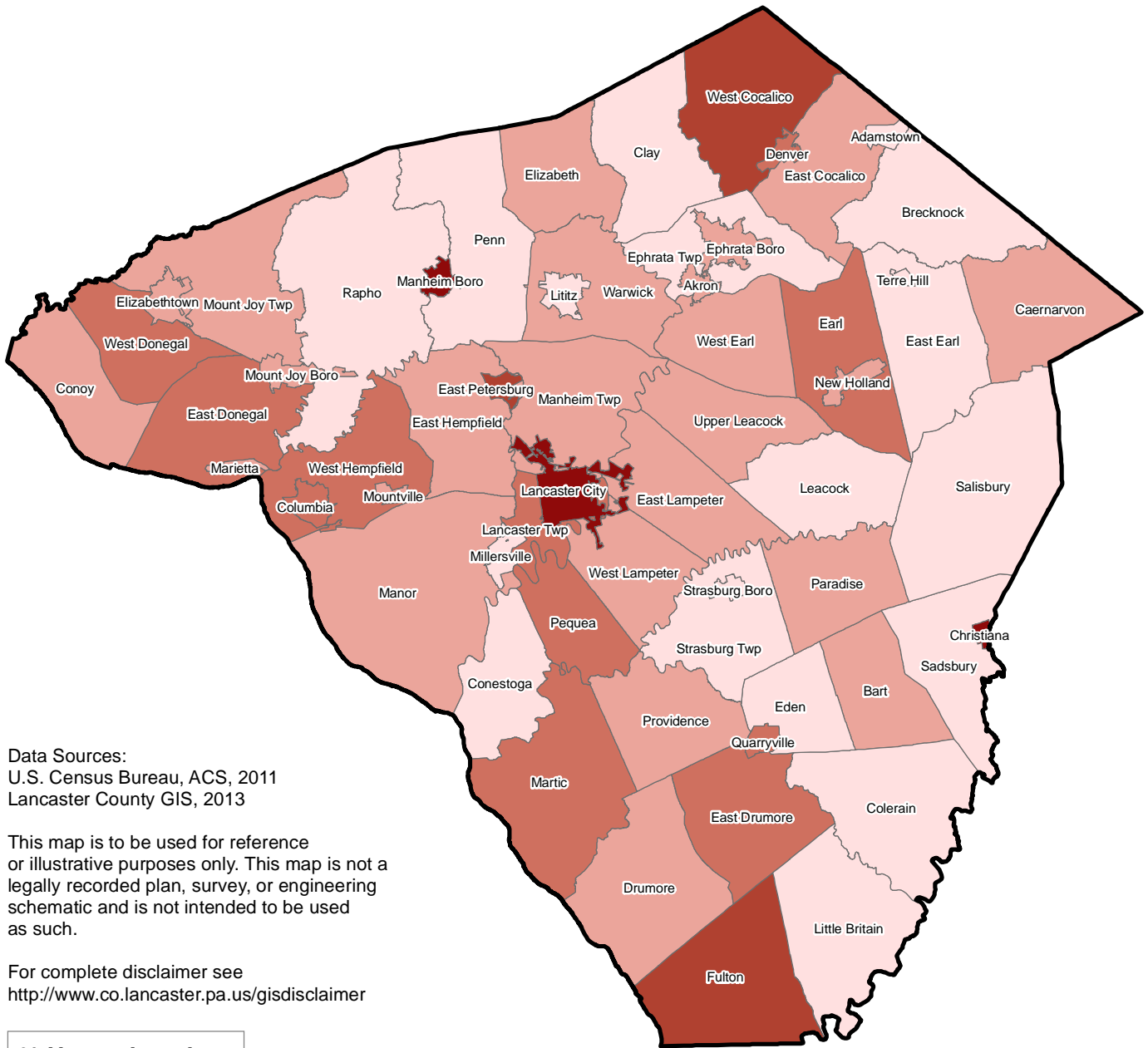


Map prepared by:
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*Based on 2011 estimates

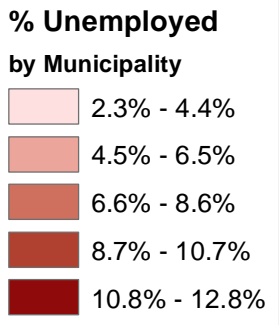
Unemployed Civilian Labor Force Lancaster County, Pennsylvania



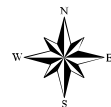
Data Sources:
 U.S. Census Bureau, ACS, 2011
 Lancaster County GIS, 2013

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*Based on 2011 estimates

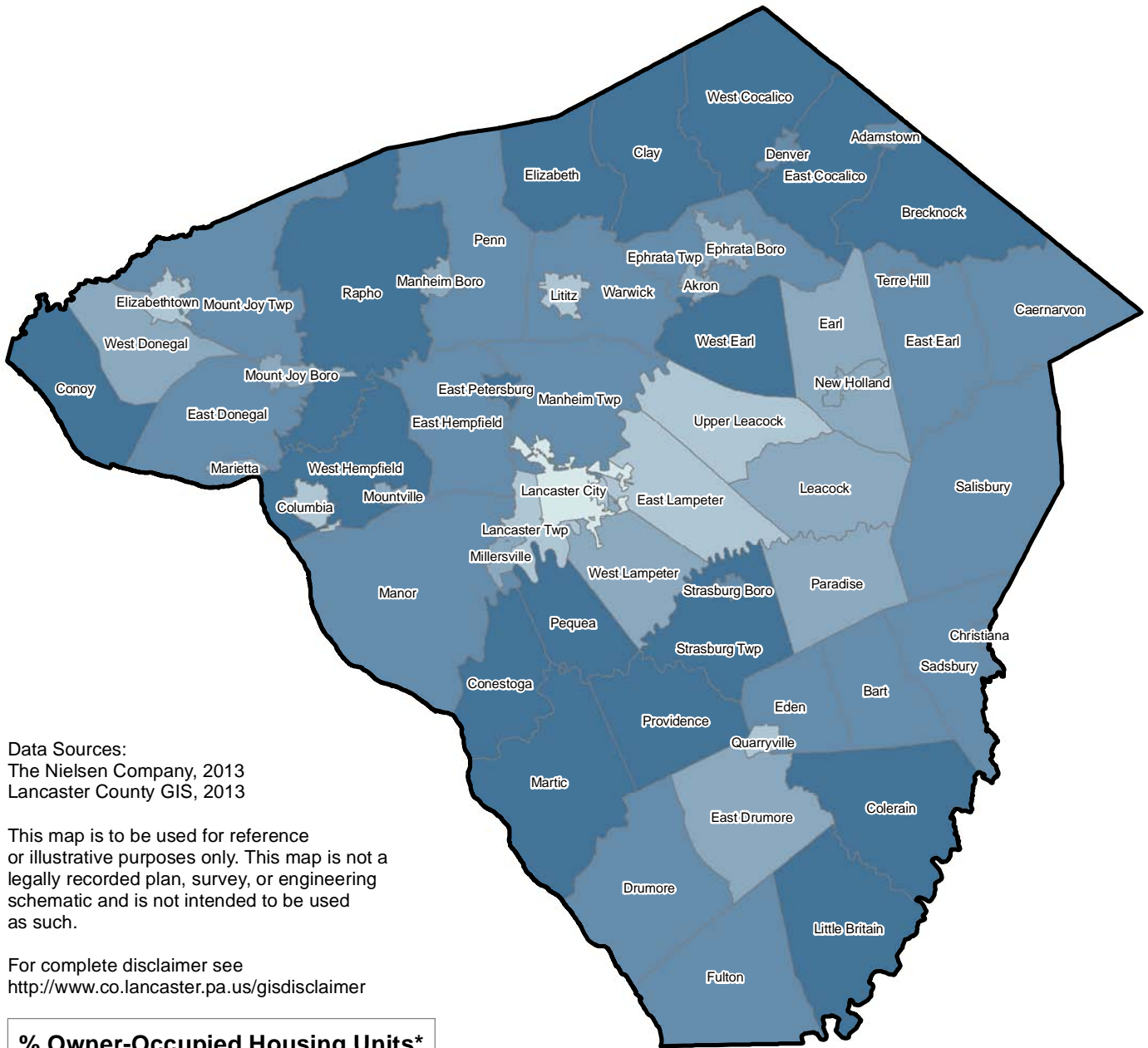


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October, 2013

Owner-Occupied Housing Units

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Owner-Occupied Housing Units*

by Municipality

- 44% - 52.8%
- 52.9% - 61.5%
- 61.6% - 70.3%
- 70.4% - 79%
- 79.1% - 87.7%

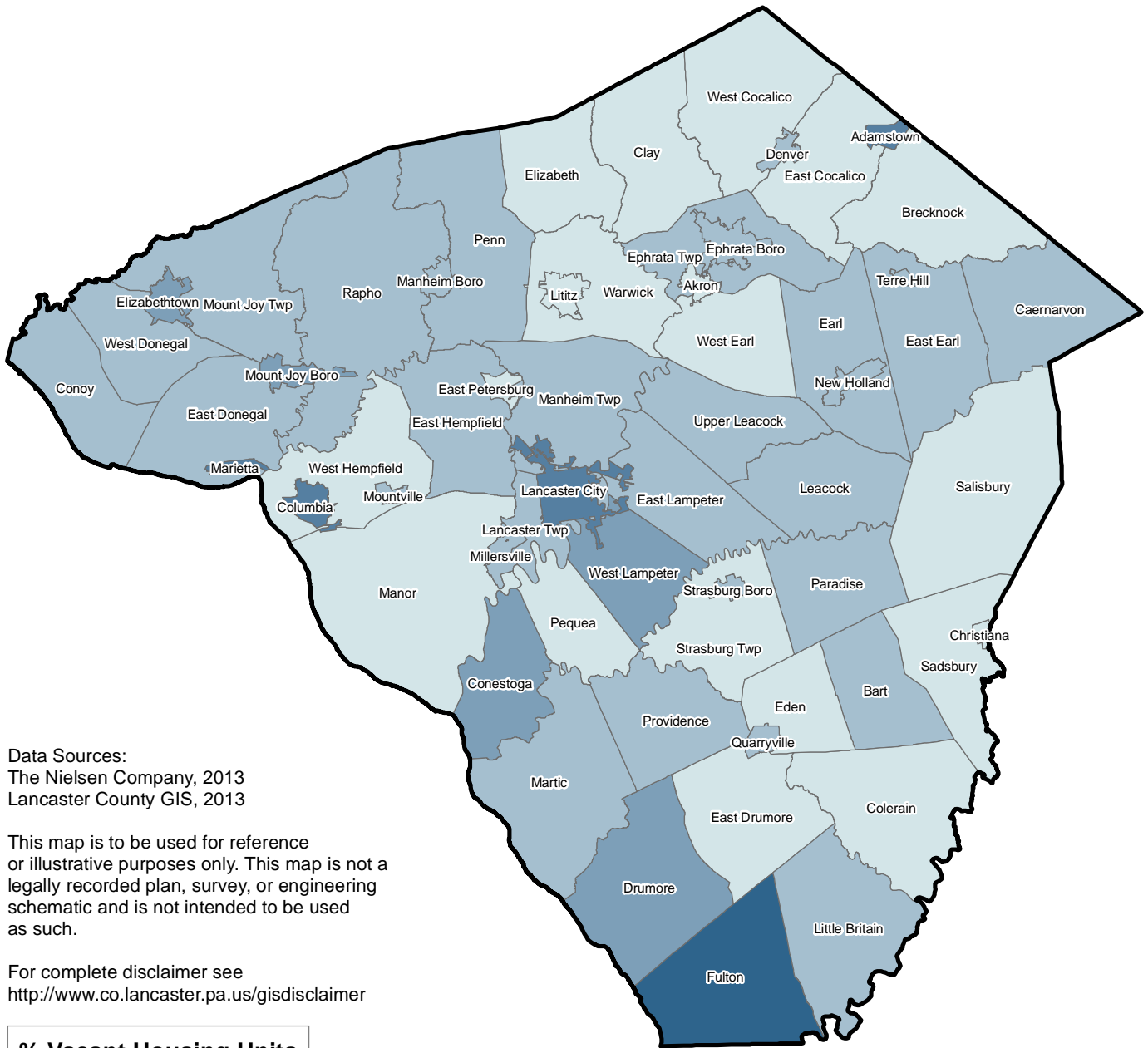


Map prepared by:
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October, 2013

*Based on 2013 estimates

Vacant Housing Units Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Vacant Housing Units by Municipality

- 2.3% - 3.8%
- 3.9% - 5.2%
- 5.3% - 6.7%
- 6.8% - 8.2%
- 8.3% - 9.7%



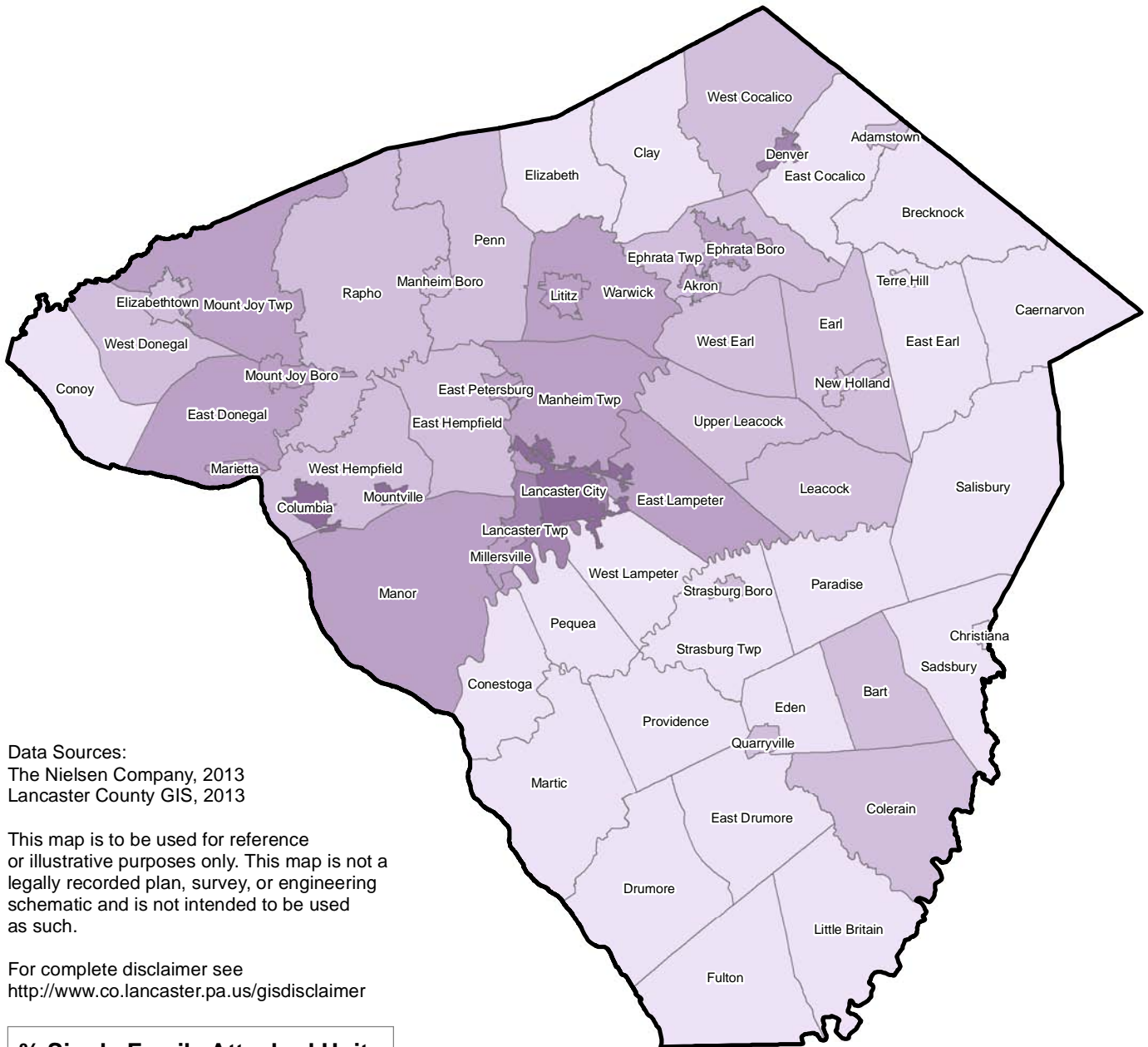
Map prepared by:
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October, 2013

**Based on 2013 estimates*

Single Family Attached Housing Units

Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Single Family Attached Units by Municipality

- 1.9% - 10.1%
- 10.2% - 18.2%
- 18.3% - 26.4%
- 26.5% - 34.6%
- 34.7% - 42.8%

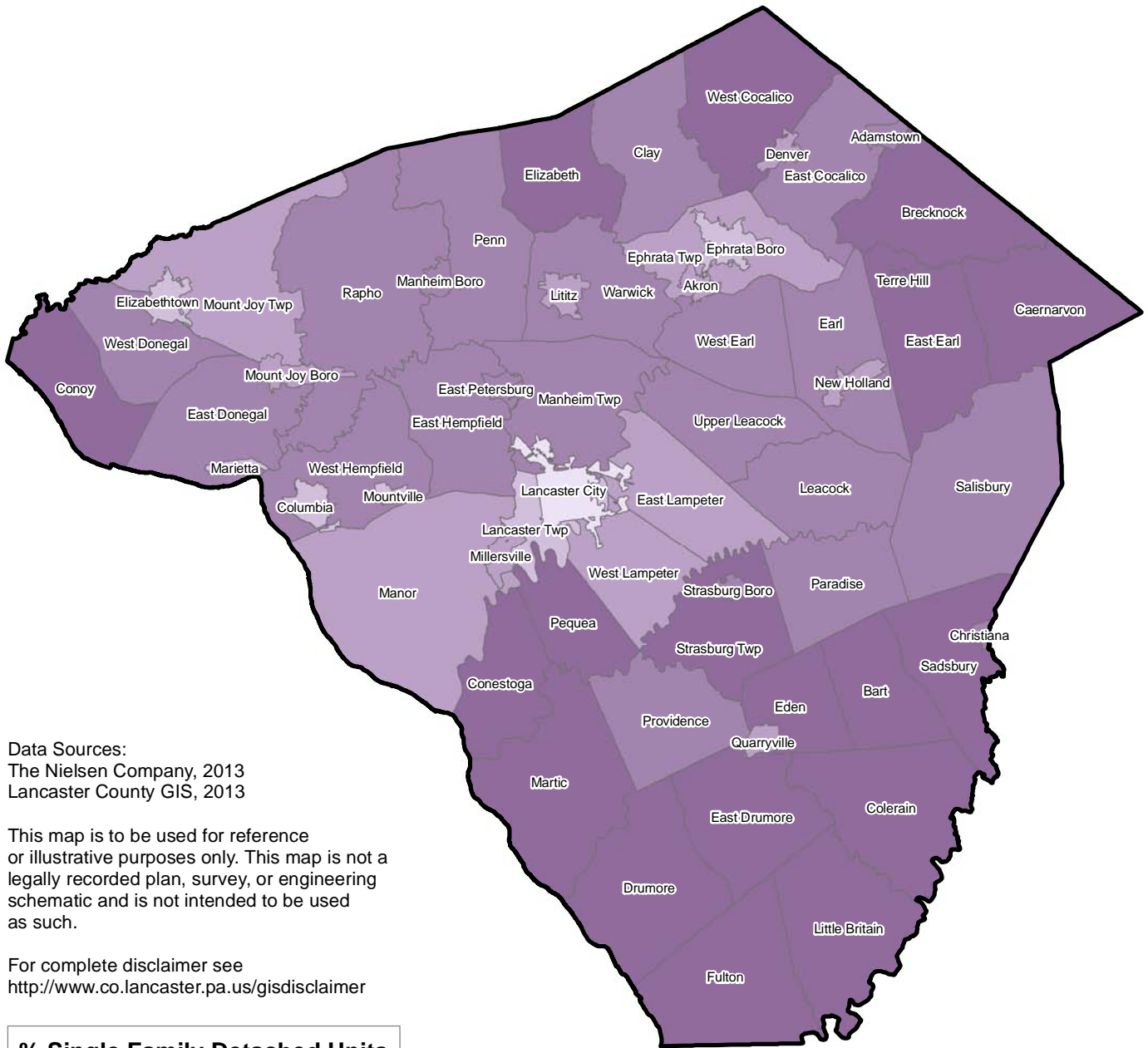


Map prepared by:
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October, 2013

**Based on 2013 estimates*

Single Family Detached Housing Units Lancaster County, Pennsylvania



Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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% Single Family Detached Units by Municipality

- 16% - 30.7%
- 30.8% - 45.3%
- 45.4% - 60%
- 60.1% - 74.6%
- 74.7% - 89.3%

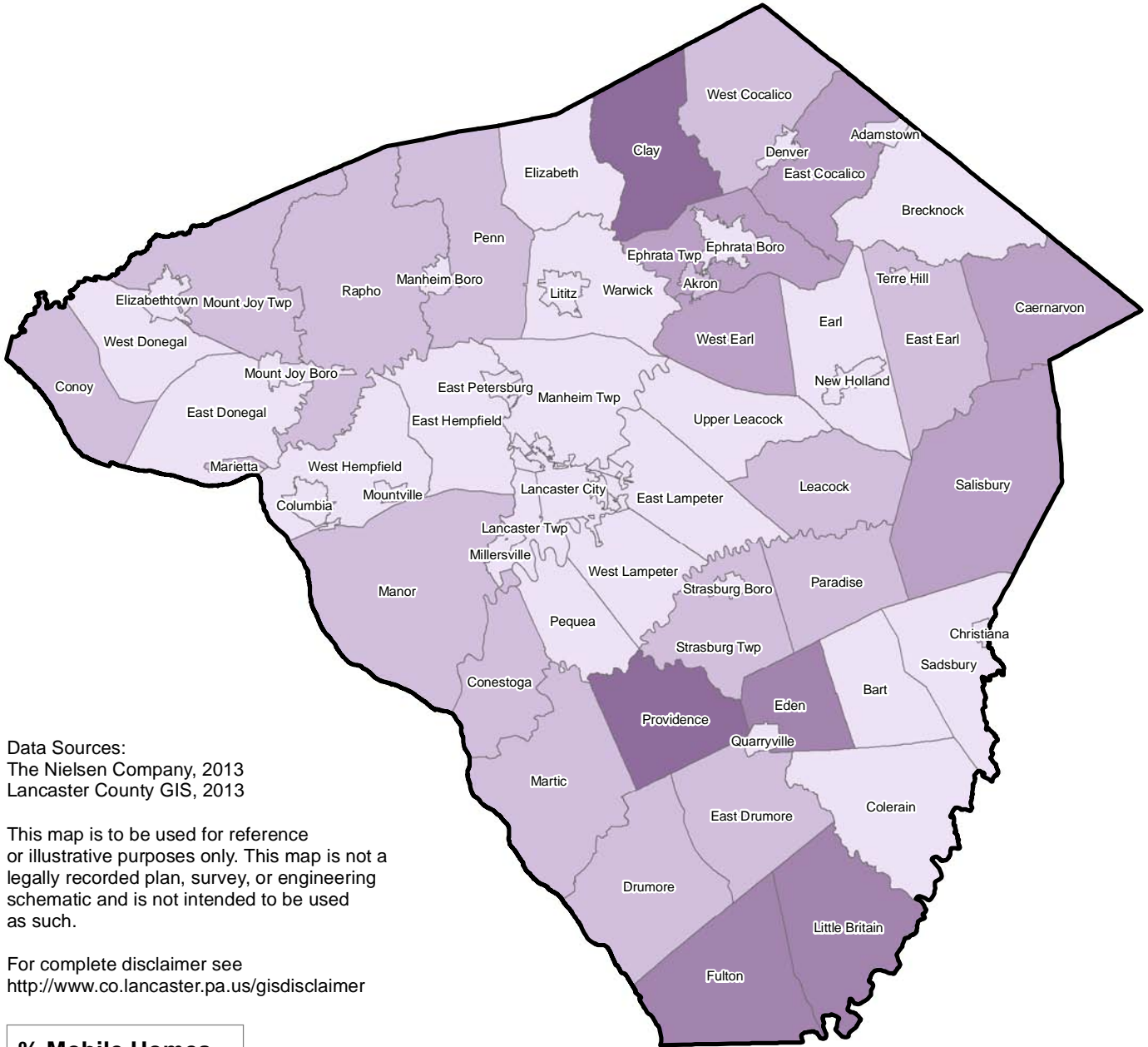


Map prepared by:
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October, 2013

*Based on 2013 estimates

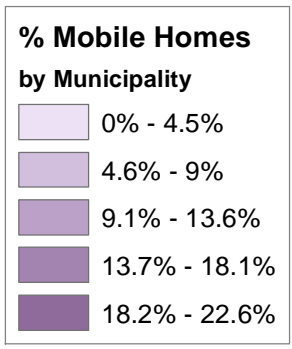
Mobile Homes Lancaster County, Pennsylvania



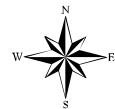
Data Sources:
 The Nielsen Company, 2013
 Lancaster County GIS, 2013

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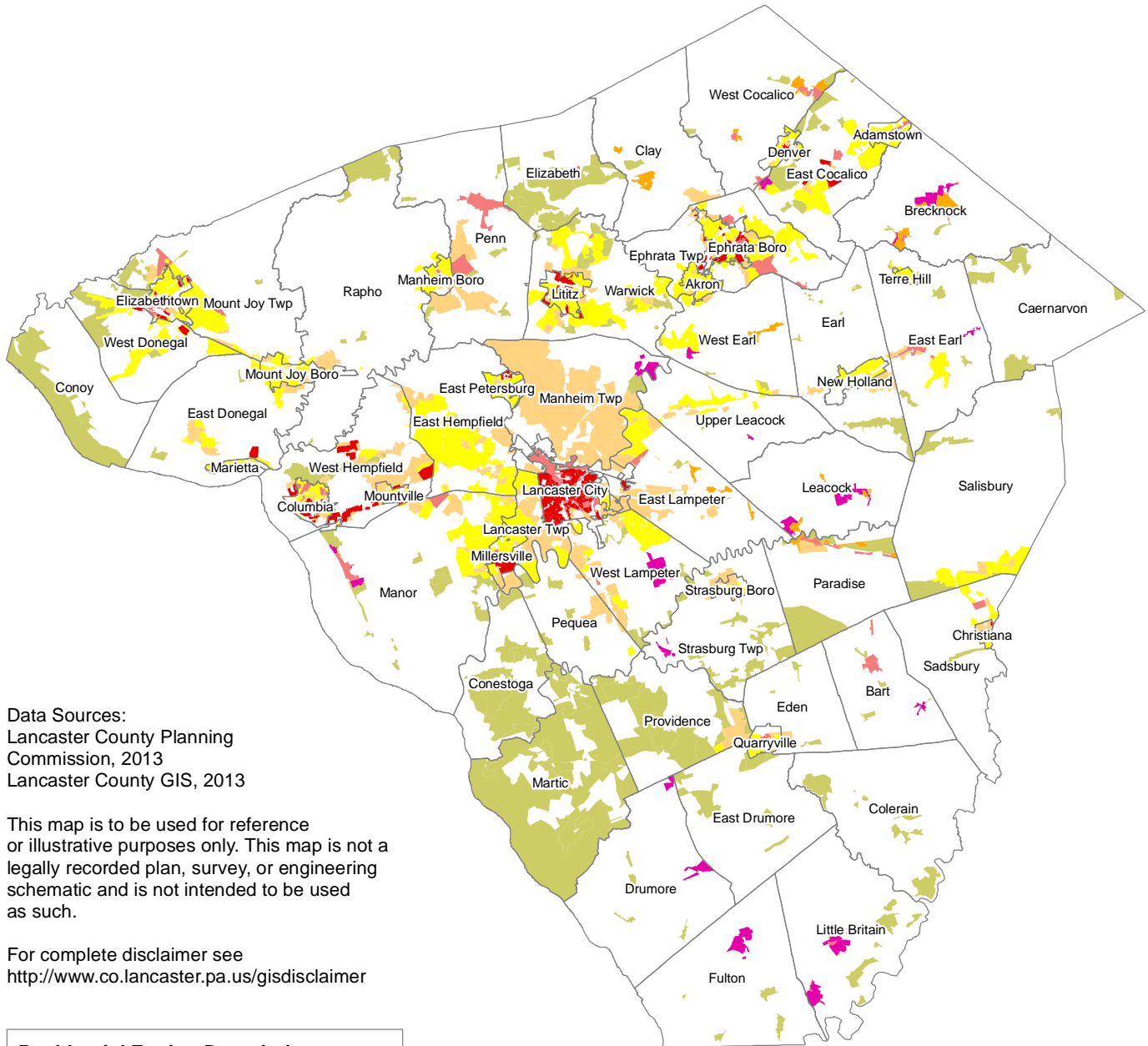
*Based on 2013 estimates



Map prepared by:
Sarcinello
 Planning & GIS Services

October, 2013








Residential Zoning (from Zoning Lexicon) Lancaster County, Pennsylvania




Data Sources:
 Lancaster County Planning
 Commission, 2013
 Lancaster County GIS, 2013

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Residential Zoning Description	
	Urban Residential
	Multi-family Village Residential
	Mixed Use Residential
	Traditional Village Residential
	Single/Multi-family Residential
	Single-family Residential
	Rural Residential

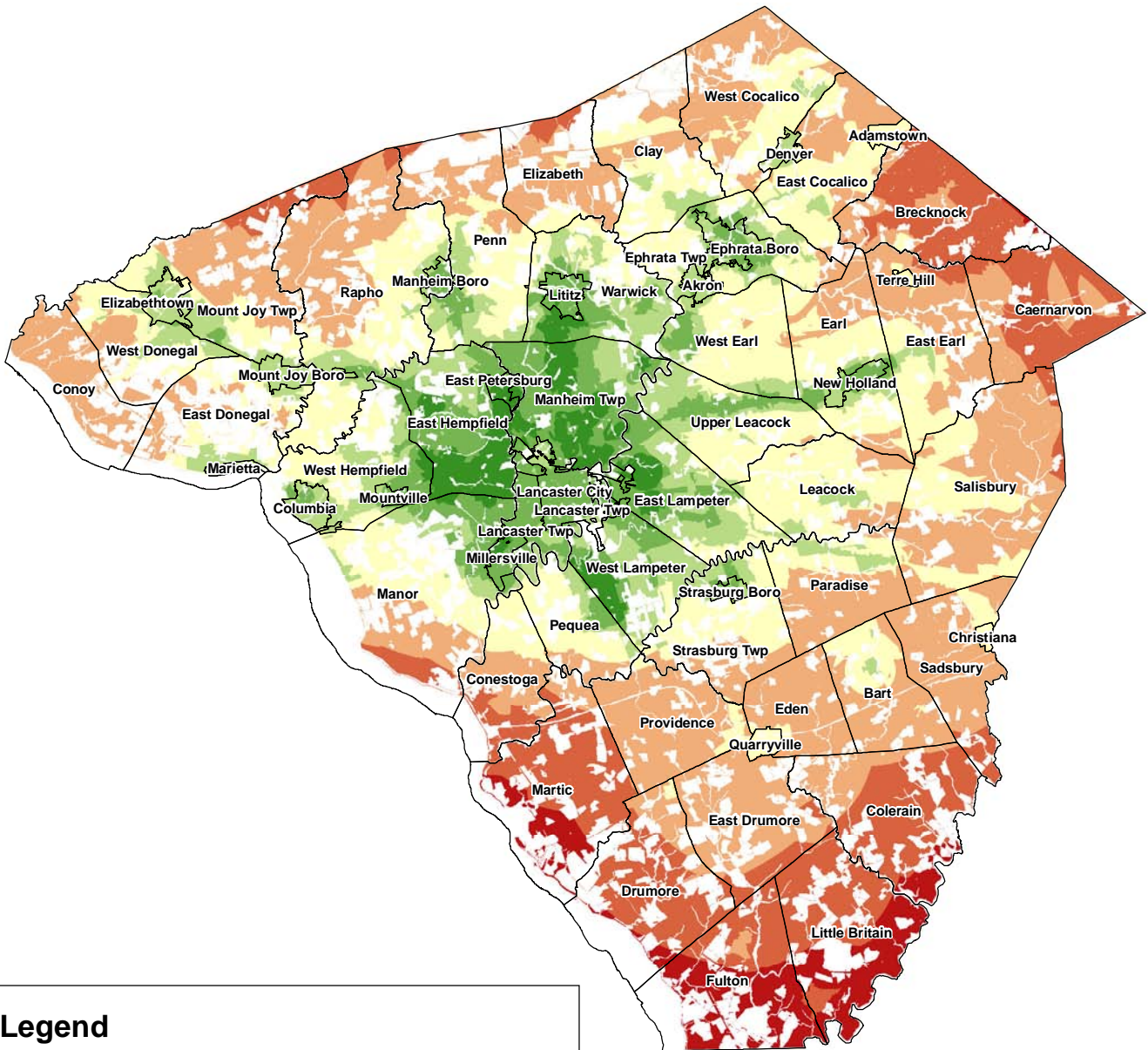


Map prepared by:
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October, 2013

Suitability for Affordable Renter Housing

Lancaster County, Pennsylvania



Legend

Suitability for Affordable Rental Housing

Suitability Score

- 2.48 - 3.49 (Low Suitability)
- 3.5 - 4.5
- 4.51 - 5.51
- 5.52 - 6.51
- 6.52 - 7.52
- 7.53 - 8.53
- 8.54 - 9.54 (High Suitability)





THOMAS COMMITTA ASSOCIATES, INC.
Town Planners & Landscape Architects

Lancaster Housing Opportunity Partnership

8-2-13

Summary of Zoning Ordinance Analyses

The sixty (60) municipal Zoning Ordinances were reviewed and analyzed: to determine what housing opportunities are enabled; to identify which municipal Ordinances could serve as models for other municipalities; and to identify types of refinements that might be considered by municipalities to promote greater housing choices.

Each Zoning Ordinance was reviewed and analyzed in terms of housing types, housing density, minimum lot areas, housing mix, and percentage zoned for particular types of housing. Specialized cluster development, traditional neighborhood development, and other compact development techniques were inventoried and noted.

Sixteen (16) findings were made. Eighteen (18) recommendations were recorded to identify how municipal Zoning Ordinances could be strengthened. Nine (9) categories of good Ordinance models were identified to provide municipalities a “jump-start” to better promote more compact, mixed-use, sustainable, and attainable housing development.

The Key findings include:

- Lancaster City and the 18 Boroughs continue to offer the broadest range and diversity of housing types;
- The Townships provide for various and diverse types of compact development, as an option to conventional tract development; however, the land areas on which cluster development, planned residential development, and traditional neighborhood development may apply is still somewhat limited in total acreage;
- Most municipalities could easily Amend the Ordinances to provide for more housing choices by simply enabling: mixed-housing types; two-family dwellings; second floor apartments above first floor retail; accessory apartments; and granny flats;
- Two municipalities, Mount Joy Borough and Lititz Borough, explicitly addresses housing affordability;
- The process for land development plan approval seems to be relatively simple for conventional single-family detached dwellings on larger lots, and relatively complex for optional compact forms of housing through clustering; and
- Several municipalities provide for a “village zone” or village overlay zone that allows for village-type residential in the commercial or neighborhood center districts.



THOMAS COMMITTA ASSOCIATES, INC.
Town Planners & Landscape Architects

Lancaster Housing Opportunity Partnership

8-2-13

Summary of Zoning Ordinance Analyses

The Key recommendations include:

- To provide for more total acreage for cluster/compact development in additional zoning districts;
- To Amend Zoning Ordinances, using a number of cited good model Ordinances, to explicitly provide for: mixed housing types; two-family dwellings; apartments above commercial; granny flats; smaller lot sizes; Traditional Neighborhood Development (TND); and Transit Oriented Development (TOD);
- To improve the conditions under which housing may be more attractive, such as: to allow for state enabled no-impact home-based business opportunities; to allow for smaller lot sizes; to allow for shallower setbacks; to allow one more story of building height; to be more flexible with parking requirements and maximum lot coverages; and to allow compact/cluster development by-right rather than as a conditional use option;
- To encourage codes that promote a traditional neighborhood form and structure, so that new housing will be more attractive and in accordance with prescribed design standards; and
- To engage in increased communications between developers and municipal officials to strive for a shared vision regarding housing diversity.

Eighteen (18) model Ordinances are listed as potential “food for thought” to accomplish these Recommendations. Notable models include:

- TND Districts in West Lampeter and Penn Townships, and Lititz Borough;
- PRD Districts in Manheim and Manor Townships;
- Cluster development in Manor Township, Rapho Township, and Warwick Township; and
- Planned Retirement Community in East Hempfield Township Columbia Borough.

Collectively, the example Ordinances provide great models to emulate. Individual municipalities have already implemented some of the regulatory changes included in the recommendations listed above. They represent models for the others to follow.

Overview:

This Profile is intended to serve as a tool to analyze:

- housing opportunities provided by Lancaster County municipalities;
- creative zoning ordinances with housing provisions that can be emulated by others; and
- refinements that might be considered by various municipalities to promote greater housing choices.

This Zoning Ordinance analysis includes Findings and Recommendations as listed below.

Findings:

The findings to date include:

1. The City and the Boroughs still have the highest dwelling unit density provisions.
2. The City and the Boroughs still offer the broadest range of housing types and housing diversity.
3. Most municipalities have some type of compact development option that offers an increase in density such as: cluster development, open space design option, planned residential development, and traditional neighborhood development.
4. Mixed use housing types are implied, but often are not explicit.
5. Several municipalities provide for a Village Zone or Village Overlay Zones, and several allow for village-type residential in their C-1 Districts
6. Many municipalities, especially in the rural areas, allow mobilehome parks at 5 to 6 dwelling units per acre.

Findings (cont'd):

7. Some municipalities explicitly permit "Two Family Dwellings", as required.
8. Some municipalities explicitly address: Live/Work Units, and second floor dwelling units, in their C-1 type Districts.
9. Some municipalities address Accessory Apartments or "Granny Flats".
10. Some municipalities address: "No-Impact Home-Based Business" as required by the MPC.
11. Most of the Zoning Ordinances do not explicitly address housing affordability.
12. Many Zoning Ordinances predominantly allow for conventional lots, and do not generally promote residential development as a neighborhood concept.
13. Except for residential lots in an Agricultural Zoning District, only two municipalities specify a minimum residential density within the Urban Growth Area and Village Growth Area.
14. Most Zoning Ordinances allow conventional lot by lot development, "By-Right". In contrast, more creative compact type development provisions require special approvals such as Conditional Use and Special Exception procedures which are more difficult to achieve.
15. Most Zoning Ordinances reflect a trend of increased or improved housing opportunities, albeit limited in the total percentage of land available for higher density development.
16. Most of the Zoning Ordinances address the requirements of the Pennsylvania Municipality Planning Code by providing for a variety of housing types.

These Findings were used to create the Recommendations on the preceding pages.

LANCASTER HOUSING OPPORTUNITY PARTNERSHIP
PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
Lancaster City	Minimum Lot Area (LA)	2, 2.5, 3.5, 4, 10, 15	2.5, 3	2	0.02, 0.03	Yes	100	FRDO = 16 to 24 DU/A; FRDO = 18.4 to 27.6 DU/A LW = no lot area required above non-residential use
	Max. Dwelling Units/Ac. (DU/A)				29 to 43			
Adamstown Boro	Minimum Lot Area (LA)	3, 6, 10	6	4	2	Yes	100	PRD = 3 to 11 DU/A; MHP = 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Akron Boro	Minimum Lot Area (LA)	7.5, 12.5	4, 6, 43.5	3	3	Yes	90	CONV: SF to TF MHP: 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Christiana Boro	Minimum Lot Area (LA)	5, 7, 10, 23	3, 3.5	2	2.5, 3	Yes	100	ECHO UNIT = 2,500 SF/DU; MANUFACTURED DWELLING = 7,000 SF/DU
	Max. Dwelling Units/Ac. (DU/A)							
Columbia Boro	Minimum Lot Area (LA)	3, 5, 9, 15	2.5, 4	2.5, 3	2	Yes	100	FRDO = 29 to 36 DU/NA; MHP = 5 DU/NA; PRC = 15 DU/NA
	Max. Dwelling Units/Ac. (DU/A)							
Denver Boro	Minimum Lot Area (LA)	7.5, 8, 10, 15	5, 6, 15		2, 3, 4	Yes	100	CONV = 4,000 SF/DU
	Max. Dwelling Units/Ac. (DU/A)	7.7		6, 10, 15	3.5, 5, 10, 12.5, 25			
	Minimum Lot Area (LA)	2.5, 5, 10	2.5, 4, 5	2, 2.2	2	Yes	100	MHP = 4.0 DU/A CONV = 4.0 DU
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

Key:			
ACC = Accessory Dwelling Unit	FRDO = Flexible Residential Development Option	OSDO = Open Space Design Option	
APT = Apartment	GUCD = Grouped-Unit (Cluster) Development	PRC = Planned Retirement Community	
CCD = Courtyard Cluster Development	HDF = High Density Residential Flex Zone	PRD = Planned Residential Development	
CCRC = Continuing Care Retirement Community	LA = Lot Area	RES = Residential	
CD = Cluster Development	LW = Live/Work Unit	SF = Single Family	
COA = Cluster Overlay Areas	MF = Multi-Family	TDR = Transfer of Development Rights	
CONV = Conversions to Apartments	MHP = Mobilehome Park	TH = Townhouse	
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DU/NA = Dwelling Units Per Net Acre	OSD = Open Space Development	VZ = Village Zone	

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		SF	TF/DP	TH	MF/APT			
Elizabethtown Boro	Minimum Lot Area (LA)	6, 8, 12	3, 4	2.5	4, 4.5	Yes	100	CONV = 4,000 SF/DU
	Max. Dwelling Units/Ac. (DU/A)							
Ephrata Boro	Minimum Lot Area (LA)	4, 5, 7.5	4, 5	2.2 to 3.0	2.2	Yes	100	LW = 1,200 sq. ft. lot area/DU in Central Business District, on 2,200 sq ft lot area when 2+ DUs/lot
	Max. Dwelling Units/Ac. (DU/A)			8	15			
Lititz Boro	Minimum Lot Area (LA)	5, 6, 8.4, 12.5	5	2, 3, 4	20	Yes	100	1 Accessory APT/DU; CONV = 10 DU/A; TNDO = 8 DU/A; Affordable = 11 DU/A
	Max. Dwelling Units/Ac. (DU/A)				8 to 11			
Manheim Boro	Minimum Lot Area (LA)	5, 7.25, 9, 12	3, 4.5	1.8, 2		Yes	100	VZ = 7 DU/NA; CONV = 4 DU per building max.; MHP = 5.8 DU/A
	Max. Dwelling Units/Ac. (DU/A)				10			
Marietta Boro	Minimum Lot Area (LA)	4, 5, 6, 7.5	5, 6	2, 5		Yes	100	CONV = min. 400 sq. ft. Habitable Floor Area; MHP = 7 DU/A
	Max. Dwelling Units/Ac. (DU/A)				7.26			
Millersville Boro	Minimum Lot Area (LA)	4, 5, 6, 7.5, 10	4, 5	2.5, 4, 5	2, 3, 4, 5, 8	Yes	100	TND = 4 to 6 DU/A; PRC = 8 to 14 DU/A;
	Max. Dwelling Units/Ac. (DU/A)	4, 6						
Mount Joy Boro	Minimum Lot Area (LA)	4, 4.8, 5, 6, 10	3.5, 4, 4.5, 5	1.8, 2, 2.5, 3, 4.5	3	Yes	100	PRC = 15 DU/A; CD = 6 DU/A; TN = 4 to 8 DU/A w/density bonuses, incl. affordable units
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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LANCASTER HOUSING OPPORTUNITY PARTNERSHIP
PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
Mountville Boro	Minimum Lot Area (LA)	12.5	10, 12, 12.5			Yes	100	CD = 6 to 8 DU/A
	Max. Dwelling Units/Ac. (DU/A)	4, 6, 8	4, 6, 8	4, 6, 8	2, 3, 4, 6, 8, 12, 18			
New Holland Boro	Minimum Lot Area (LA)	6, 8.5, 11.25, 40	4.25	4, 8.5	4, 8.5	Yes	100	MHP = 12 DU/A; CONV up to 3 dwellings
	Max. Dwelling Units/Ac. (DU/A)							
Quarryville Boro	Minimum Lot Area (LA)	3, 3.5, 5, 8	3, 4	2.5, 3.5	2.5	Yes	100	Upper Level APT=750 sq. ft; CCRC = 10 DU/A; MHP = 6 DU/A;
	Max. Dwelling Units/Ac. (DU/A)							
Strasburg Boro	Minimum Lot Area (LA)	7.5, 8, 12	6, 10	2		Yes	100	MHP = 5.8 DU/A; VZ = 7 DU/NA;
	Max. Dwelling Units/Ac. (DU/A)				6			
Terre Hill Boro	Minimum Lot Area (LA)	6, 7.5, 10	4, 5			Yes	100	CD = 5 DU/A
	Max. Dwelling Units/Ac. (DU/A)				8			
Bart Twp.	Minimum Lot Area (LA)	15, 24, 43.5	15, 24, 43.5	15, 24, 43.5	15, 24, 43.5	No	5	MHP = 6 DU/A; Elder Cottage or Granny Flat = 1 DU/AC
	Max. Dwelling Units/Ac. (DU/A)							
Brecknock Twp.	Minimum Lot Area (LA)	7.5, 12, 20, 43.5	5.5, 12, 43.5	2, 4	2.5	Yes	10	MHP = 5 DU/A PRC = 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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LANCASTER HOUSING OPPORTUNITY PARTNERSHIP
PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
Caernarvon Twp.	Minimum Lot Area (LA)	10, 20, 30, 43.5, 65	7.2	3	10	Yes	5-10	CONV = 1 DU/A; CD = 2 to 3 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Clay Twp.	Minimum Lot Area (LA)	7, 12, 15, 22.5	5, 10, 13, 16, 18, 21, 30	2	3	Yes	10	MHP = 2.5 to 7 DU/A; CONV = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Colerain Twp.	Minimum Lot Area (LA)	10, 12, 15, 18, 40	5, 7, 10, 20, 30, 40	3.5, 40	3	Yes	5-10	LW = 1 DU/A; CONV = 2 DU/A; MHP = 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Conestoga Twp.	Minimum Lot Area (LA)	15, 43.5	7	3	5	Yes	15	LW = 1 DU/A; MHP = 7 DU/A; CONV = 4 to 7 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Conoy Twp.	Minimum Lot Area (LA)	7.5, 10, 20, 43.5	6	2		Yes	10	CONV = 2 DU/A; CD = 5.5 to 8 DU/NA; MHP = 5 DU/A
	Max. Dwelling Units/Ac. (DU/A)	0.2, 1.0, 4.35, 5	5	6	6			
Drumore Twp.	Minimum Lot Area (LA)	15, 20, 25, 32.6, 43.5				Yes	3	MHP = 5 DU/A; CD = 4.0 DU/A
	Max. Dwelling Units/Ac. (DU/A)				4			
Earl Twp.	Minimum Lot Area (LA)	10, 15, 20, 43.5	5	2.5	5	Yes	6	PRC = 12 DU/A; MHP = 5 DU/A; CD = 6 to 14 DU/A
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
East Cocalico Twp.	Minimum Lot Area (LA)	7.5, 10, 15, 20, 32, 43.5	4.5, 5	2.4	5	Yes	35	MHP = 5 DU/A; VZ = 8 DU/A; CD = 2.5 DU/A; CONV = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)	4.35	5	5	5			
East Donegal Twp.	Minimum Lot Area (LA)	7.5, 10, 15, 20, 33	5, 5.5	2, 5	3	Yes	2	PRC = same as Dist.; CONV = 12 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
East Drumore Twp.	Minimum Lot Area (LA)	10, 20, 30	15, 25, 40, 45			Yes	2	CONV = 2 DU/A; MF = 8 to 14 DU/A; CCRC = 5 DU/A
	Max. Dwelling Units/Ac. (DU/A)	.5 to 2						
East Earl Twp.	Minimum Lot Area (LA)	8, 15, 43.5	5	3	2, 2.5, 5	Yes	5	CONV = 2 DU/A; MHP = 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
E. Hempfield Twp.	Minimum Lot Area (LA)	6, 8, 10, 12, 43.5	3, 3.5, 4.5, 5	1.75, 2, 2.5	1.5	Yes	35	PRC = 7 DU/A; NDO = 5 DU/A; MHP = 5 DU/A; VZ = 5 to 8 DU/NA
	Max. Dwelling Units/Ac. (DU/A)							
E. Lampeter Twp.	Minimum Lot Area (LA)	7.5, 10, 15, 22.5, 40	5	5	5	Yes	20	MHP = 5 DU/A; CONV = 4.3 to 7.2 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Eden Twp.	Minimum Lot Area (LA)	10, 43.5	5.5	2	5.5	Yes	3	VZ = 5 to 6 DU/NA; CD = 5 DU/NA; ACC = 1 DU/A
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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LANCASTER HOUSING OPPORTUNITY PARTNERSHIP
PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
Elizabeth Twp.	Minimum Lot Area (LA)	10, 15, 20, 32.6, 43.5, 87.1	7.26	2		Yes	5	CD = 6.8 to 9.0 DU/NA; ACC = 1 DU/A; MHP = 5 DU/A; PRC = 10 DU/A; CONV = 1 DU/A
	Max. Dwelling Units/Ac. (DU/A)		6	8	8			
Ephrata Twp.	Minimum Lot Area (LA)	7.5, 10, 15, 43.5	4, 4.5	2.4	2	Yes	10	PRC = 8 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Fulton Twp.	Minimum Lot Area (LA)	15, 20, 32.6, 43.5				Yes	1	MHP = 5 DU/A; CD = 5.5 DU/A; CONV = 2 DU/A; PRC = 27 Beds/A
	Max. Dwelling Units/Ac. (DU/A)			5.5+	6			
Lancaster Twp.	Minimum Lot Area (LA)	10, 15, 25, 32, 43.5	5, 6	2.5	3, 4	Yes	70	OSD = 4 DU/A; MHP = 7 DU/A; CONV = 3 to 14 DU/A; INFILL = 3 to 4 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Leacock Twp.	Minimum Lot Area (LA)	7.5, 10, 25, 43.5	7.5	4		Yes	3	CONV = 5,000 SF/DU
	Max. Dwelling Units/Ac. (DU/A)			5	5			
Little Britain Twp.	Minimum Lot Area (LA)	11, 15, 16.5, 21.7, 43.5				No	2	CD = 5.5 DU/A; CONV = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Manheim Twp.	Minimum Lot Area (LA)	3.8, 6, 7, 7.5, 10, 15, 20, 60	3, 4.5, 6, 7.5	2.1, 2.5	2, 2.5, 6	Yes	75	PRD = 2.5 to 6.5 DU/A; TDR = 4 to 10 DU/A; ACC = 1+ DU/A
	Max. Dwelling Units/Ac. (DU/A)				10			

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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		SF	TF/DP	TH	MF/APT			
Manor Twp.	Minimum Lot Area (LA)	7.5, 10,12.5, 15, 20, 21.7	6, 7.26	2	3	Yes	25	VZ = 1 to 8 DU/A; HDF = 5.8 to 14 DU/A; CD = 3.5 to 14 DU/A; MHP = 7 DU/A; PRD = 5.5 DU/A
	Max. Dwelling Units/Ac. (DU/A)	1, 2, 4.03, 4.35, 5.8	6, 7.26	8	8, 14			
Martic Twp.	Minimum Lot Area (LA)	10, 43.5	8	5	4	Yes	15	MHP = 7 DU/A; ACC = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Mount Joy Twp.	Minimum Lot Area (LA)	10, 15, 20, 40	10	2, 3.5	6	Yes	10	MHP = 5 DU/A; CONV = 2 DU/A; CD = 4.3 to 3.63 DU/A; TDR = 6 to 8 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Paradise Twp.	Minimum Lot Area (LA)	7.5, 10, 20, 43.5, 87	5	3	3	Yes	30	MHP = 2 to 6 DU/A
	Max. Dwelling Units/Ac. (DU/A)							
Penn Twp.	Minimum Lot Area (LA)	3.5, 8.5, 10, 20, 43.5	1.8 to 5.5	1.8	1.5	Yes	10	CD = 3 to 6 DU/NA; TND = 3 to 8 DU/A; MHP = 5 DU/A; CCRC = 4 to 12 DU/A
	Max. Dwelling Units/Ac. (DU/A)	3 to 5	3 to 5	3 to 5	6 to 8			
Pequea Twp.	Minimum Lot Area (LA)	15, 24, 43.5	8.4	3		Yes	10	MHP = 6 DU/A; PRC = 8 DU/A; CONV = 2 DU/A; CD = 2.4 to 6 DU/NA
	Max. Dwelling Units/Ac. (DU/A)			6	6			
Providence Twp.	Minimum Lot Area (LA)	12, 15, 43.5	5, 7, 10, 14	3	3	Yes	50	
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5, 000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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		SF	TF/DP	TH	MF/APT			
Rapho Twp.	Minimum Lot Area (LA)	8.5, 10, 20, 32, 43.5	5.5	2		Yes	2	MHP = 5 DU/A; PRC = 10 DU/A; CONV = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)	1, 5, 8	5, 8	5, 8	8			
Sadsbury Twp.	Minimum Lot Area (LA)	10, 15, 20, 32, 43.5	7.2	2		Yes	1	CD = 4.6 to 9 DU/A; PRC = 10 DU/AC; MHP = 5 DU/AC
	Max. Dwelling Units/Ac. (DU/A)	1, 1.36, 2.18, 4.35	6	8	8			
Salisbury Twp.	Minimum Lot Area (LA)	10, 20, 32, 43.5, 130.5	7.2	2		Yes	3	CD = 3 to 9 DU/A; PRC = 10 DU/AC;
	Max. Dwelling Units/Ac. (DU/A)		6	8	8			
Strasburg Twp.	Minimum Lot Area (LA)	10, 14.5, 15, 20, 32, 43.5	6	2		Yes	5	CD = 5 DU/NA; MHP = 5 DU/A; CONV = 2 DU/A; PRC = 27 beds/A; VZ = 3 to 7 DU/NA
	Max. Dwelling Units/Ac. (DU/A)		4	4				
Upper Leacock Twp.	Minimum Lot Area (LA)	10, 15, 20, 25, 32	7.26	2		Yes	10	VZ = 4 to 6 DU/NA; ACC = 2 DU/A; CD = 4.84 to 5 DU/A; MHP = 7 DU/A; CONV = 2 DU/A
	Max. Dwelling Units/Ac. (DU/A)	4.35	5	8	5			
Warwick Twp.	Minimum Lot Area (LA)	10, 15, 20, 43.5	6	2		Yes	25	VZ = 7 to 8 DU/NA; TDR = 1.5 DU/A; CD = 4 to 7 DU/NA; COA = 1.1 DU/A; CONV = 2 DU/A; MHP = 5 DU/A
	Max. Dwelling Units/Ac. (DU/A)	4	5	5	5			

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

Key:

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|---|--|--|
| ACC = Accessory Dwelling Unit | FRDO = Flexible Residential Development Option | OSDO = Open Space Design Option |
| APT = Apartment | GUCD = Grouped-Unit (Cluster) Development | PRC = Planned Retirement Community |
| CCD = Courtyard Cluster Development | HDF = High Density Residential Flex Zone | PRD = Planned Residential Development |
| CCRC = Continuing Care Retirement Community | LA = Lot Area | RES = Residential |
| CD = Cluster Development | LW = Live/Work Unit | SF = Single Family |
| COA = Cluster Overlay Areas | MF = Multi-Family | TDR = Transfer of Development Rights |
| CONV = Conversions to Apartments | MHP = Mobilehome Park | TH = Townhouse |
| DP = Duplex | ND = Neighborhood Development | TF = Two Family |
| DU/A = Dwelling Units Per Acre | NDO = Neighborhood Design Overlay/Option | TND = Traditional Neighborhood Development |
| DU/NA = Dwelling Units Per Net Acre | OSD = Open Space Development | VZ = Village Zone |

LANCASTER HOUSING OPPORTUNITY PARTNERSHIP
PROFILE OF HOUSING TYPES & RESIDENTIAL DENSITIES

Municipality	Expression of Density	Housing Types, and Min. Lot Areas (000) and Densities				Mix of Types	% Res. < 1 Ac.	Other Types of Housing
		SF	TF/DP	TH	MF/APT			
West Cocalico Twp.	Minimum Lot Area (LA)	10, 15, 30, 43.5	5, 10, 15, 30, 43.5	2.4	2.4	Yes	5	MHP = 5 DU/A; CD = 7 to 9 DU/A; CONV = .5 DU/A
	Max. Dwelling Units/Ac. (DU/A)		6	8	8			
West Donegal Twp.	Minimum Lot Area (LA)	10, 15, 20, 30, 43.5	5, 7.5, 10	2		Yes	50	MHP = 6 DU/A; OSD = 2 to 4 DU/A
	Max. Dwelling Units/Ac. (DU/A)	1, 4	5	6	6			
West Earl Twp.	Minimum Lot Area (LA)	8, 10, 30, 43.5	4, 8, 43.5	2, 8, 43.5		Yes	10	
	Max. Dwelling Units/Ac. (DU/A)			6	6			
West Hempfield Twp.	Minimum Lot Area (LA)	20, 25, 30, 43.5	20, 25			Yes	15	MHP = 5 DU/A; CCRC = 3 DU/A; OSOD = .5 to 6 DU/A; TDR = 2 to 3 DU/A
	Max. Dwelling Units/Ac. (DU/A)				3, 6			
West Lampeter Twp.	Minimum Lot Area (LA)	9, 10, 15, 25, 39, 43.5	7.26	3		Yes	20	ND = 3.2 to 12 DU/A; MHP = 4.0 DU/A
	Max. Dwelling Units/Ac. (DU/A)							

Note: The numbers such as 5, 10, 25, 43.5, 60, etc. represent 5,000, 10,000, 25,000, 43,560, and 60,000 square foot minimum required lot areas.

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Recommendations

Municipal Zoning Ordinances could be strengthened, and could provide for more inclusionary, diversified, and affordable housing. Zoning Ordinance Amendments could be enacted to:

1. Change zoning ordinances to explicitly provide for two-family dwelling units.
2. Comply with state enabling legislation for No-Impact Home-Based Business in all residential zoning districts.
3. Specify in Neighborhood Commercial Districts, apartments above first floor commercial, and live-work units.
4. Specify Accessory Apartments and Granny Flats as a secondary dwelling unit.
5. Specify conversions of single-family detached dwelling units to two-family and multi-family dwelling units, especially in rural townships.
6. Permit smaller lot areas for single-family detached dwelling units, especially for lots smaller than one acre.
7. Permit shallower front and side yard setbacks.
8. Permit at least one more story of building height to provide additional housing capacity.
9. Provide for mobilehome park development at 5 to 8 dwelling units per acre, and allow for "cottage development"/"village development" at 5 to 8 du/ac.
10. Refine cluster development provisions to calculate density based on gross tract acreage, versus net tract acreage after subtracting flood plain, steep slopes, wetlands, etc. (and allow for smaller lot sizes where adequate sewage disposal systems exist).
11. Provide for more land area for cluster/compact development by allowing same in additional zoning districts.
12. Provide more opportunities for mixed-use housing on the same block, in the same neighborhood (i.e. single-family detached, two-family, and multi-family).
13. Provide for Traditional Neighborhood Development (TND) as another housing opportunity type to emulate the existing villages and hamlets of Lancaster County.
14. Enable TND to have a dwelling unit density bonus if affordable housing is proposed and built.
15. Allow compact/cluster development by-right, and conventional development with one acre and greater lot sizes as a conditional use.
16. Encourage a process for increased communication between the municipality and the developers to devise a shared vision regarding housing development and impacts.
17. Encourage a use of graphic codes, and a manual of design standards.
18. Encourage Form-Based Zoning to help shape the form and character of neighborhoods.

Recommendations (cont'd)

Several Zoning Ordinances can be considered as models for compact, mixed-use, sustainable development. The following models can be emulated:

1. Density Bonus for Affordable (Inclusionary) Housing
 - a. Mount Joy Borough: TN – Traditional Neighborhood Development, Section 308
 - b. Lititz Borough: TNDO, Section 216.4
2. Traditional Neighborhood Development (TND)
 - a. West Lampeter Township: NDO – Neighborhood Design Option, Section 829
 - b. Penn Township: TND, Section 27-463
 - c. Lititz Borough : TNDO, Section 216
3. Planned Residential Development (PRD)
 - a. Manheim Township: Planned Residential Development, Article 19
 - b. Manor Township: Planned Neighborhood Development, Section 457.13
4. Planned Retirement Community
 - a. East Hempfield Township: Planned Retirement Community Overlay Zone, Section 216
 - b. Columbia Borough: Retirement Community, Section 402.A.34.
5. Live-Work Units and Apartments Above Commercial
 - a. Ephrata Borough: Central Business District (CBD), Article VII

6. Cluster Development
 - a. Manor Township: Cluster Developments, Sections 414, 415, 416
 - b. Manheim Borough: Village Cluster Development, Section 436
 - c. Rapho Township: Village Overlay Zone, Section 206
 - d. Strasburg Borough: Village Overlay Development, Section 441
 - e. Warwick Township: Village Overlay Zone, Section 213
7. No-Impact Home-Based Business
 - a. West Hempfield Township: Article 200
8. Modifications of Ordinance Provisions
 - a. Manheim Township: PRD Modifications, Section 1905
 - b. West Lampeter Township: NDO Modifications, Section 829.21
9. Conditions of Approval
 - a. West Lampeter Township: Typical Conditions for a Neighborhood Design Option Development