
TABLES ONE THROUGH TEN

An Analysis of Residential Market Potential

Vigo County, Indiana

August, 2023

Conducted by
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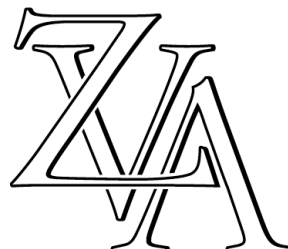


Table 1

Annual Market Potential For New And Existing Housing Units
 Distribution Of Annual Average Number Of Draw Area Households With The Potential
 To Move Within/To Vigo County Each Year Over The Next Five Years
 Based On Housing Preferences And Income Levels

Vigo County

Vigo County, Indiana

*Vigo County; Clay, Sullivan, and Vermillion Counties, Indiana;
 Marion County, Indiana; and Balance of the United States
 Draw Areas*

Annual Number Of Households
 With The Potential To Rent/Purchase Within
 Vigo County 7,515

Annual Market Potential

	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Subtotal</i>
<i>Multi-Family For-Rent:</i>	787	679	394	236	1,344	3,440
<i>Multi-Family For-Sale:</i>	71	63	37	21	171	363
<i>Single-Family Attached For-Sale:</i>	169	152	92	52	364	829
<i>Single-Family Detached For-Sale:</i>	513	482	323	198	1,367	2,883
<i>Total:</i>	1,540	1,376	846	507	3,246	7,515
<i>Percent:</i>	20.5%	18.3%	11.3%	6.7%	43.2%	100.0%

Note: For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

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

Table 2

Annual Market Potential By Lifestage And Income Range

Derived From Purchase And Rental Propensities Of Draw Area Households With The Potential
To Move Within/To Vigo County Each Year Over The Next Five Years
Based On Housing Preferences And Income Levels

Vigo County*Vigo County, Indiana*

	Total	<i>Below</i> 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 100% AMI	<i>Above</i> 100% AMI
Number of Households:	7,515	1,540	1,376	846	507	3,246
Empty Nesters & Retirees	22.4%	17.3%	20.4%	20.0%	19.1%	26.7%
Traditional & Non-Traditional Families	30.7%	30.2%	24.9%	31.4%	32.4%	33.0%
Younger Singles & Couples	46.9%	52.5%	54.7%	48.6%	48.5%	40.3%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

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

Summary Of Selected Rental Properties

Vigo County Market Area, Indiana

June, 2023

<u>Property (Date Opened)</u> <u>Address/Walk Score</u>	<u>Number</u> <u>of Units</u>	<u>Unit</u> <u>Type</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>
... Vigo County ...						
... City of Terre Haute ...						
Harrison West (1994)	56	... Apartments ...				98% Occupancy
Pfister & Company		1br/1ba	\$575 to \$640	670	\$0.86 to \$0.96	A/C, heating,
2591 S 25th St		2br/1ba	\$670 to \$745	862	\$0.78 to \$0.86	washer/dryer hookup.
21 Walk Score		3br/2ba	\$780 to \$865	1,102	\$0.71 to \$0.78	
Arbors at Honey Creek (2005)	96	... Income Restricted ...				n/a
Michaels		2br/2ba	\$585 to \$987	997 to 1,079	\$0.59 to \$0.91	
200 W Wheeler Ave		4br/2ba	\$794 to \$1,312	1,366 to 1,448	\$0.58 to \$0.91	
40 Walk Score						
Willow Crossings (2004)	622	... Apartments ...				97% Occupancy
Monarch		Studio/1ba	\$650	450	\$1.44	Clubhouse,
1200 Elmwood Dr		1br/1ba	\$685 to \$1,045	480 to 853	\$1.23 to \$1.43	business center,
5 Walk Score		2br/1ba	\$765	816	\$0.94	fitness center,
		2br/1.5ba	\$785	950	\$0.83	swimming pool,
		2br/2ba	\$775	800	\$0.97	stocked pond,
						laundry, playground,
						dog park, storage.
Lakewood Apartments (1990)	51	... Apartments ...				100% Occupancy
770 E Vermont Dr		1br/1ba	\$650	600	\$1.08	No pets,
20 Walk Score						walking trails.
Highland Terrace (1976)	267	... Apartments ...				100% Occupancy
M2 Property Group		1br/1ba	\$675 to \$745	550	\$1.23 to \$1.35	Swimming pool,
4301 S 6th St		2br/1ba	\$775 to \$840	850 to 855	\$0.91 to \$0.98	basketball courts.
52 Walk Score		2br/2ba	\$910	950	\$0.96	
The Village Quarter (1984)	544	... Apartments ...				98% Occupancy
Monarch		1br/1ba	\$715 to \$810	500 to 720	\$1.13 to \$1.43	Saltwater pool,
100 Village Dr		2br/1ba	\$920 to \$955	830	\$1.11 to \$1.15	bike trails, city
6 Walk Score		3br/1.5ba	\$1,115 to \$1,150	1,150	\$0.97 to \$1.00	parks, clubhouse,
						playground,
						fitness center,
						laundry, tennis,
						basketball courts.

SOURCE: Zimmerman/Volk Associates, Inc.

Summary Of Selected Rental Properties

Vigo County Market Area, Indiana

June, 2023

<u>Property (Date Opened)</u> <u>Address/Walk Score</u>	<u>Number</u> <u>of Units</u>	<u>Unit</u> <u>Type</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>
... Vigo County (continued) ...						
... City of Terre Haute (continued) ...						
The Deming (1914)	111	... Apartments ...				100% Occupancy
Core Redevelopment		Studio/1ba	\$789	480	\$1.64	Exercise room,
615 Cherry St		1br/1ba	\$839 to \$939	390 to 580	\$1.62 to \$2.15	media room,
78 Walk Score		2br/1ba	\$1,269 to \$1,299	650 to 680	\$1.91 to \$1.95	laundry, bike storage.
Winston Terrace (1974)	84	... Apartments ...				98% Occupancy
1759 E Morgan Dr		2br/1ba	\$795 to \$835	850	\$0.94 to \$0.98	A/C. heating,
13 Walk Score						storage, washer/dryer.
Riverfront Lofts (2018)	168	... Apartments ...				93% Occupancy
Granite		1br/1ba	\$850 to \$975	656	\$1.30 to \$1.49	Fitness center,
1 Sycamore St		1br/2ba	\$799 to \$1,099	945	\$0.85 to \$1.16	pool, clubhouse,
54 Walk Score						controlled access, lounge, business center.
Cobblestone Crossings (2006)	448	... Apartments ...				94% Occupancy
Carter Haston		1br/1ba	\$876 to \$1,175	689 to 874	\$1.27 to \$1.34	Pool, sauna,
7020 Clubhouse Ln		2br/2ba	\$1,286 to \$1,944	987 to 1,587	\$1.22 to \$1.30	fitness center,
1 Walk Score		3br/2ba	\$1,330 to \$1,749	1,246 to 1,820	\$0.96 to \$1.07	clubhouse, business center, tennis and basketball, trails, playground.
Heritage Trail (2004)	296	... Apartments ...				98% Occupancy
Buckingham Companies		1br/1ba	\$910 to \$1,170	801	\$1.14 to \$1.46	Clubroom,
4201 Locust St		2br/2ba	\$1,025 to \$1,445	1,042	\$0.98 to \$1.39	walking trail,
12 Walk Score		3br/2ba	\$1,505 to \$1,815	1,231	\$1.22 to \$1.47	fitness center, business center, basketball court, pool, pet park, playground, laundry.
Sycamore Terrace (2011)	250	... Apartments ...				98% Occupancy
Gray Residential		1br/1ba	\$1,000 to \$1,420	827 to 1,080	\$1.21 to \$1.31	Clubhouse,
100 Antioch Cir E		3br/2ba	\$1,620 to \$1,934	1,630 to 1,665	\$0.99 to \$1.16	fitness center,
29 Walk Score						pool and spa, lounge.

Summary Of Selected Rental Properties

Vigo County Market Area, Indiana

June, 2023

<u>Property (Date Opened)</u> <u>Address/Walk Score</u>	<u>Number</u> <u>of Units</u>	<u>Unit</u> <u>Type</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>
... Vigo County (continued) ...						
... City of Terre Haute (continued) ...						
The Flats of	106	... Townhouses ...			100% Occupancy	
Terre Haute (2017)		2br/2.5ba	\$1,550	1,460	\$1.06	Golf access,
Rick Jenkins		3br/2ba	\$1,400	to 1,250	\$1.12	to washer/dryer
2917 S 25th St			\$1,700		\$1.36	hookups.
14 Walk Score		3br/2.5ba	\$1,750	1,646	\$1.06	
... Monroe County ...						
... City of Bloomington ...						
Regency Court	123	... Apartments ...			100% Occupancy	
Apartments (1997)		1br/1ba	\$720	to 646	to \$1.11	to Dog park,
Hunter Bloomington			\$840	648	\$1.30	basketball court,
1616 S Henderson St		2br/2.5ba	\$890	to 946	to \$0.94	to picnic/bbq area,
63 Walk Score			\$1,210	1,100	\$1.10	business center,
		3br/3.5ba	\$1,490	to 1,710	to \$0.75	to pool, clubhouse,
			\$1,520	2,015	\$0.87	fitness center.
		4br/3.5ba	\$1,610	2,250	\$0.72	
3 Square	97	... Furnished Apartments ...			95% Occupancy	
(2020)		Studio/1ba	\$1,100	273	to \$3.31	to Clubhouse,
Hunter Bloomington				332	\$4.03	pool, laundry,
916 N College Ave						controlled access,
85 Walk Score						
The Annex of	102	... Apartments ...			In Lease-Up	
Bloomington (2023)		Studio/1ba	\$1,300	to 372	to \$2.85	to Clubhouse,
The Annex Group			\$1,400	492	\$3.49	conference room,
229 S Grant St		1br/1ba	\$1,592	to 637	to \$2.50	to bike storage,
92 Walk Score			\$1,872	749	\$2.50	lounge.
		2br/2ba	\$2,545	1,018	\$2.50	
Covenanter Hill	196	... Apartments & Townhouses ...			99% Occupancy	
(2006)		2br/2ba	\$1,520	to 1,200	\$1.27	to Swimming pool,
Renaissance Rentals			\$1,675		\$1.40	community garden.
3101 E Covenanter Dr						
58 Walk Score						
Big Red	10	... Apartments ...			100% Occupancy	
Apartments (1990)		2br/1ba	\$1,550	834	\$1.86	Private common
413-429 S Walnut St		3br/1ba	\$1,550	to 985	to \$1.57	to area.
92 Walk Score			\$1,650	1,020	\$1.62	
		4br/3.5ba	\$1,700	to 1,020	to \$1.29	to
			\$1,800	1,400	\$1.67	

Summary of Selected For-Sale Multi-Family and Single-Family Attached Listings

Vigo County Market Area, Indiana

June, 2023

<i>Property (Year Built)</i> <i>Address/Walk Score</i>	<i>Building</i> <i>Type</i>	<i>Unit</i> <i>Type</i>	<i>Asking Price</i>	<i>Unit Size</i>	<i>Asking Price</i> <i>Per Sq. Ft.</i>
... Vigo County ...					
... City of Terre Haute ...					
... Condominiums ...					
2905 Poplar St Apt 4 (1981) 57 Walk Score		2br/1.5ba	\$124,900	884	\$141
500 Keane Ln Apt 4 (1967) 13 Walk Score		2br/1ba	\$129,900	1,012	\$128
Park Place (2019)					
... Townhouses ...					
Anderson Dr		2br/2ba	\$226,790	1,599	\$142
30 Walk Score		2br/2ba	\$229,990	1,469	\$157
		2br/2ba	\$249,990	1,599	\$156
		2br/2ba	\$257,000	1,599	\$161
		2br/2ba	\$264,500	1,599	\$165
		2br/2ba	\$274,990	1,736	\$158
		2br/3ba	\$332,300	3,198	\$104
... Townhouse ...					
2286 Cottage Ct (2018) 6 Walk Score		3br/2ba	\$335,000	3,084	\$109
... Monroe County ...					
... City of Bloomington ...					
Timber Ridge (1983)					
... Townhouses ...					
E Graham Pl		3br/2.5ba	\$155,000	1,905	\$81
55 Walk Score		4br/2.5ba	\$155,500	1,530	\$102
		3br/2.5ba	\$160,000	975	\$164
... Townhouses ...					
512 W Northlane Dr (1993) 56 Walk Score		3br/2.5ba	\$164,900	1,520	\$108
2354 S Burberry Ln (1982) 50 Walk Score		2br/1.5ba	\$165,000	1,140	\$145
136 N Park Ridge Rd (1964) 24 Walk Score		2br/1.5ba	\$219,900	1,254	\$175
3705 E Bridgewater Ct (1999) 1 Walk Score		3br/3ba	\$430,000	2,650	\$162
Gentry Quarters (1988)					
... Condominiums ...					
1356 S College Mall Rd		1br/1ba	\$179,900	670	\$269
72 Walk Score		2br/2ba	\$210,000	1,250	\$168

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Vigo County Market Area, Indiana

June, 2023

<i>Property (Year Built)</i> <i>Address/Walk Score</i>	<i>Building</i> <i>Type</i>	<i>Unit</i> <i>Type</i>	<i>Asking Price</i>	<i>Unit Size</i>	<i>Asking Price</i> <i>Per Sq. Ft.</i>
<i>. . . Monroe County (continued) . . .</i>					
<i>. . . City of Bloomington (continued) . . .</i>					
The Woodlands (1983)	<i>... Townhouses ...</i>				
<i>E Winding Brook Cir</i>		2br/1.5ba	\$179,900	1,736	\$104
9 Walk Score					
Crescent Place (1993)	<i>... Condominiums ...</i>				
<i>E John Hinkle Pl</i>		3br/2ba	\$189,000	1,100	\$172
56 Walk Score					
Barrington Place (1997)	<i>... Townhouses ...</i>				
<i>E Barrington Dr</i>		3br/2ba	\$204,900	1,326	\$155
35 Walk Score					
Bayberry (1999)	<i>... Townhouses ...</i>				
<i>645 E Bayberry Ct W</i>		3br/2.5ba	\$220,000	1,340	\$164
33 Walk Score					
Stella Ridge (2005)	<i>... Townhouses ...</i>				
<i>3806 E Cobble Creek Dr</i>		2br/2.5ba	\$242,000	1,440	\$168
21 Walk Score					
Canada Park (2008)	<i>... Townhouses ...</i>				
<i>2812 E Bressingham Way</i>		2br/2.5ba	\$249,900	1,364	\$183
8 Walk Score					
Batchelor Heights (2018)	<i>... Townhouses ...</i>				
<i>3803 S Cramer Cir</i>		3br/2.5ba	\$259,900	1,356	\$192
9 Walk Score					
Summit Woods (2018)	<i>... Townhouses ...</i>				
<i>1802 W Ezekiel Dr</i>		2br/2.5ba	\$279,900	1,302	\$215
12 Walk Score					
Stonelake Park (2017)	<i>... Condominiums ...</i>				
<i>2451 N Stonelake Cir</i>		3br/2ba	\$309,000	2,210	\$140
10 Walk Score					
Autumn Ridge (2022)	<i>... Condominiums ...</i>				
<i>5063 W Harvest Ln</i>		2br/2ba	\$365,000	1,620	\$225
35 Walk Score					
Sunflower Gardens (2008)	<i>... Condominiums ...</i>				
<i>1559 W Petal Ct</i>		4br/3ba	\$395,000	3,026	\$131
7 Walk Score					

Summary of Selected For-Sale Multi-Family and Single-Family Attached Listings

Vigo County Market Area, Indiana

June, 2023

<i>Property (Year Built)</i> <i>Address/Walk Score</i>	<i>Building</i> <i>Type</i>	<i>Unit</i> <i>Type</i>	<i>Asking Price</i>	<i>Unit Size</i>	<i>Asking Price</i> <i>Per Sq. Ft.</i>
<i>. . . Monroe County (continued) . . .</i>					
<i>. . . City of Bloomington (continued) . . .</i>					
Baywood (2014)	<i>... Condominiums ...</i>				
838 W Baywood Dr		2br/2ba	\$415,000	1,798	\$231
827 W Baywood Dr		3br/3.5ba	\$499,900	3,248	\$154
11 Walk Score					
Derby Pines (2022)	<i>... Condominiums ...</i>				
4204 S Red Pine Dr		3br/2ba	\$429,900	1,737	\$247
4212 S Red Pine Dr		3br/2ba	\$433,900	1,737	\$250
4208 S Red Pine Dr		3br/2ba	\$459,900	2,106	\$218
4216 S Red Pine Dr		3br/2ba	\$463,900	2,106	\$220
15 Walk Score					
Brighton Point Gables (2005)	<i>... Townhouses ...</i>				
923 S Baldwin Dr		3br/3ba	\$450,000	2,441	\$184
17 Walk Score					
Brighton Point Villas (2002)	<i>... Townhouses ...</i>				
955 S Fieldcrest Ct		3br/3ba	\$450,000	2,639	\$171
14 Walk Score					
<i>. . . Monroe Lake. . .</i>					
Pointe Retreat (1986)	<i>... Condominiums ...</i>				
S Pointe Retreat Dr		1br/1ba	\$108,000	468	\$231
14 Walk Score		1br/1ba	\$110,000	460	\$239
		2br/2ba	\$179,000	936	\$191
		2br/2ba	\$180,000	936	\$192
		2br/2ba	\$189,000	936	\$202
		2br/2ba	\$193,000	936	\$206
Pointe Waters Edge (1988)	<i>... Condominiums ...</i>				
E Waters Edge Dr		1br/1ba	\$119,900	630	\$190
5 Walk Score		2br/2ba	\$154,000	900	\$171
		2br/2ba	\$159,000	900	\$177
		2br/2ba	\$172,000	900	\$191
		2br/2ba	\$189,900	900	\$211
		3br/2.5ba	\$199,900	1,830	\$109
Pointe Woodridge (1980)	<i>... Condominiums ...</i>				
S Lake Ridge Dr		2br/2ba	\$163,500	934	\$175
11 Walk Score		2br/1ba	\$168,000	929	\$181
		2br/2ba	\$171,500	934	\$184
		2br/2ba	\$173,000	1,269	\$136

Summary of Selected For-Sale Multi-Family and Single-Family Attached Listings

Vigo County Market Area, Indiana

June, 2023

<i>Property (Year Built)</i>	<i>Building</i>	<i>Unit</i>	<i>Asking Price</i>	<i>Unit Size</i>	<i>Asking Price</i>
<i>Address/Walk Score</i>	<i>Type</i>	<i>Type</i>	<i>Asking Price</i>	<i>Unit Size</i>	<i>Per Sq. Ft.</i>
<i>. . . Monroe County (continued) . . .</i>					
<i>. . . Monroe Lake (continued) . . .</i>					
Pointe La Salles Woods (2019)	<i>... Condominiums ...</i>				
<i>S Point Lasalles Dr</i>		1br/1ba	\$174,900	903	\$194
5 Walk Score					
Pointe Eagle Bay (1988)	<i>... Condominiums ...</i>				
<i>E Eagle Bay Dr</i>		2br/2ba	\$220,000	1,020	\$216
5 Walk Score		2br/2ba	\$229,900	1,020	\$225

Table 5

**Summary Of Recent Sales, Resale Listings, and Newly-Constructed
For-Sale Single-Family Detached Houses**

Vigo County Market Area, Indiana

June, 2023

<u>Property</u> <u>Address (Year Built)/Walk Score</u>	<u>Lot</u> <u>Size</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
... Vigo County ...					
... City of Terre Haute ...					
... New Construction Listings ...					
Edgewood Grove (2022)					
<i>McKinley Blvd</i>	<i>0.18 ac.</i>	<i>2br/2ba</i>	<i>\$260,000</i>	<i>1,232</i>	<i>\$211</i>
... Resale Listings ...					
Fruitridge Park Villas					
<i>Trey Cir (2007)</i>	<i>0.04 ac.</i>	<i>2br/2ba</i>	<i>\$185,000</i>	<i>1,272</i>	<i>\$145</i>
<i>Trey Cir (2008)</i>	<i>0.05 ac.</i>	<i>2br/2ba</i>	<i>\$205,000</i>	<i>1,456</i>	<i>\$141</i>
The Oaks					
<i>Oakview Ln (2018)</i>	<i>0.27 ac.</i>	<i>3br/2ba</i>	<i>\$234,000</i>	<i>1,650</i>	<i>\$142</i>
Grants Way					
<i>Camden Rd (2003)</i>	<i>0.8 ac.</i>	<i>4br/2.5ba</i>	<i>\$289,900</i>	<i>2,630</i>	<i>\$110</i>
<i>Camden Rd (2003)</i>	<i>0.8 ac.</i>	<i>4br/2.5ba</i>	<i>\$289,900</i>	<i>2,630</i>	<i>\$110</i>
North Pointe					
<i>N Pointe Ave (2010)</i>	<i>0.47 ac.</i>	<i>3br/3ba</i>	<i>\$310,000</i>	<i>1,973</i>	<i>\$157</i>
South Haven					
<i>S Haven Dr (2008)</i>	<i>2.31 ac.</i>	<i>3br/2.5ba</i>	<i>\$369,900</i>	<i>2,383</i>	<i>\$155</i>
Terre Vista					
<i>Ferndale (2008)</i>	<i>0.41 ac.</i>	<i>3br/3ba</i>	<i>\$429,000</i>	<i>4,448</i>	<i>\$96</i>
Idle Creek					
<i>Ryanne Marie Ln (2004)</i>	<i>0.3 ac.</i>	<i>4br/3.5ba</i>	<i>\$440,000</i>	<i>3,092</i>	<i>\$142</i>
<i>Golf Bag Ln (2006)</i>	<i>0.4 ac.</i>	<i>4br/3ba</i>	<i>\$460,000</i>	<i>3,024</i>	<i>\$152</i>
<i>Andrew Ryan Pl (2007)</i>	<i>0.4 ac.</i>	<i>5br/4.5ba</i>	<i>\$599,000</i>	<i>5,077</i>	<i>\$118</i>
<i>Golf Bag Ln (2017)</i>	<i>0.33 ac.</i>	<i>4br/3.5ba</i>	<i>\$675,000</i>	<i>3,693</i>	<i>\$183</i>
Hawthorne Woods					
<i>Maple Grove Ln (2005)</i>	<i>0.6 ac.</i>	<i>3br/2.5ba</i>	<i>\$519,900</i>	<i>3,803</i>	<i>\$137</i>
<i>Hawthorne Woods Rd (2006)</i>	<i>1.14 ac.</i>	<i>5br/4ba</i>	<i>\$529,000</i>	<i>4,726</i>	<i>\$112</i>
<i>Oakcrest Ln (2007)</i>	<i>0.97 ac.</i>	<i>5br/4.5ba</i>	<i>\$725,000</i>	<i>5,247</i>	<i>\$138</i>
Wyndham					
<i>Tottenham Cir (2003)</i>	<i>0.7 ac.</i>	<i>4br/3.5ba</i>	<i>\$535,000</i>	<i>4,290</i>	<i>\$125</i>
Harrison Woods					
<i>Harrison Woods Rd (2004)</i>	<i>4.8 ac.</i>	<i>3br/3.5+ba</i>	<i>\$899,000</i>	<i>5,725</i>	<i>\$157</i>

Table 5

**Summary Of Recent Sales, Resale Listings, and Newly-Constructed
For-Sale Single-Family Detached Houses**

Vigo County Market Area, Indiana

June, 2023

<u>Property</u>	<u>Lot</u>	<u>Unit</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u>
<u>Address (Year Built)/Walk Score</u>	<u>Size</u>	<u>Type</u>			<u>Per Sq. Ft.</u>
<i>. . . Vigo County (continued) . . .</i>					
<i>. . . City of Terre Haute (continued) . . .</i>					
<i>. . . Individual Resale Listings . . .</i>					
<i>S Keegan Pl (2008)</i>	<i>7.5 ac.</i>	<i>3br/3ba</i>	<i>\$259,900</i>	<i>1,653</i>	<i>\$157</i>
<i>Orme Ct (2006)</i>	<i>0.52 ac.</i>	<i>4br/3.5ba</i>	<i>\$685,000</i>	<i>5,799</i>	<i>\$118</i>
<i>S Houseman St (2004)</i>	<i>5.34 ac.</i>	<i>3br/4ba</i>	<i>\$750,000</i>	<i>5,160</i>	<i>\$145</i>
<i>. . . Recent Sales (May) . . .</i>					
<i>Ohio St (1920)</i>	<i>0.14 ac.</i>	<i>2br/1ba</i>	<i>\$50,000</i>	<i>1,456</i>	<i>\$34</i>
<i>Arleth St (1948)</i>	<i>0.25 ac.</i>	<i>2br/1ba</i>	<i>\$84,875</i>	<i>1,472</i>	<i>\$58</i>
<i>Monterey Ave (1928)</i>	<i>0.13 ac.</i>	<i>2br/1ba</i>	<i>\$93,000</i>	<i>1,361</i>	<i>\$68</i>
<i>N 14th St (1925)</i>	<i>0.12 ac.</i>	<i>2br/1ba</i>	<i>\$115,122</i>	<i>1,176</i>	<i>\$98</i>
<i>S 6th St (1900)</i>	<i>0.12 ac.</i>	<i>2br/1ba</i>	<i>\$118,000</i>	<i>1,498</i>	<i>\$79</i>
<i>S 21st St (1925)</i>	<i>0.13 ac.</i>	<i>2br/1ba</i>	<i>\$120,000</i>	<i>1,194</i>	<i>\$101</i>
<i>S 9th St (1948)</i>	<i>0.13 ac.</i>	<i>3br/1ba</i>	<i>\$120,128</i>	<i>1,209</i>	<i>\$99</i>
<i>Chase St (2012)</i>	<i>0.08 ac.</i>	<i>3br/1ba</i>	<i>\$123,750</i>	<i>1,304</i>	<i>\$95</i>
<i>S 23rd St (1950)</i>	<i>0.14 ac.</i>	<i>2br/1ba</i>	<i>\$133,879</i>	<i>954</i>	<i>\$140</i>
<i>N 8th St (1904)</i>	<i>0.13 ac.</i>	<i>4br/2.5ba</i>	<i>\$138,343</i>	<i>3,144</i>	<i>\$44</i>
<i>Old Schoolhouse Rd (1952)</i>	<i>0.34 ac.</i>	<i>3br/2ba</i>	<i>\$139,437</i>	<i>2,448</i>	<i>\$57</i>
<i>S 30th St (1954)</i>	<i>0.25 ac.</i>	<i>2br/1ba</i>	<i>\$139,900</i>	<i>1,084</i>	<i>\$129</i>
<i>S 23rd St (1954)</i>	<i>0.27 ac.</i>	<i>3br/1ba</i>	<i>\$147,375</i>	<i>1,309</i>	<i>\$113</i>
<i>W Ellen Dr (1971)</i>	<i>0.38 ac.</i>	<i>3br/1.5ba</i>	<i>\$156,800</i>	<i>1,325</i>	<i>\$118</i>
<i>N Atherton St (1997)</i>	<i>0.93 ac.</i>	<i>3br/2ba</i>	<i>\$160,000</i>	<i>2,035</i>	<i>\$79</i>
<i>Heather Ln (1968)</i>	<i>0.29 ac.</i>	<i>4br/2ba</i>	<i>\$175,186</i>	<i>1,816</i>	<i>\$96</i>
<i>S Hilltop St (1976)</i>	<i>0.48 ac.</i>	<i>3br/2ba</i>	<i>\$193,942</i>	<i>1,632</i>	<i>\$119</i>
<i>Riley Ave (1952)</i>	<i>0.51 ac.</i>	<i>2br/1ba</i>	<i>\$194,062</i>	<i>1,278</i>	<i>\$152</i>
<i>E Sandalwood Ave (2002)</i>	<i>0.22 ac.</i>	<i>3br/2ba</i>	<i>\$215,687</i>	<i>1,400</i>	<i>\$154</i>
<i>S Ernest St (1989)</i>	<i>0.34 ac.</i>	<i>3br/2ba</i>	<i>\$220,500</i>	<i>1,684</i>	<i>\$131</i>
<i>Nitsche Dr (1964)</i>	<i>0.37 ac.</i>	<i>3br/2.5ba</i>	<i>\$225,000</i>	<i>2,196</i>	<i>\$102</i>

Table 5

**Summary Of Recent Sales, Resale Listings, and Newly-Constructed
For-Sale Single-Family Detached Houses**

Vigo County Market Area, Indiana

June, 2023

<u>Property</u> <u>Address (Year Built)/Walk Score</u>	<u>Lot</u> <u>Size</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
... Vigo County (continued)...					
... City of Terre Haute (continued)...					
... Recent Sales (May-continued)...					
<i>Allendale Ter (1958)</i>	<i>0.99 ac.</i>	<i>3br/3.5ba</i>	<i>\$302,500</i>	<i>3,123</i>	<i>\$97</i>
<i>Hamilton Dr (1941)</i>	<i>1.8 ac.</i>	<i>3br/3.5ba</i>	<i>\$390,000</i>	<i>4,168</i>	<i>\$94</i>
<i>N Erickson St (2004)</i>	<i>0.72 ac.</i>	<i>4br/2ba</i>	<i>\$422,870</i>	<i>3,196</i>	<i>\$132</i>
<i>S Fruitridge Ave (1899)</i>	<i>1.66 ac.</i>	<i>3br/2ba</i>	<i>\$438,750</i>	<i>2,932</i>	<i>\$150</i>
... Sullivan County...					
... City of Sullivan...					
... Individual New Construction Listings...					
<i>N Broad Sta (2023)</i>	<i>0.1 ac.</i>	<i>3br/2ba</i>	<i>\$206,920</i>	<i>1,176</i>	<i>\$176</i>
<i>N Broad Sta (2023)</i>	<i>0.11 ac.</i>	<i>3br/2ba</i>	<i>\$207,370</i>	<i>1,161</i>	<i>\$179</i>
... New Construction Listing...					
Springwood Estates					
<i>N Woodhurst Dr (2023)</i>	<i>0.83 ac.</i>	<i>3br/2ba</i>	<i>\$289,500</i>	<i>1,560</i>	<i>\$186</i>
... Greene County...					
... City of Linton...					
... Individual New Construction Listing...					
<i>S 1100 W (2023)</i>	<i>7.37 ac.</i>	<i>3br/2ba</i>	<i>\$295,000</i>	<i>1,600</i>	<i>\$184</i>
... Vermillion County...					
... City of Clinton...					
... New Construction Listing...					
Fairview					
<i>N Kibby St (2022)</i>	<i>0.38 ac.</i>	<i>4br/2.5ba</i>	<i>\$329,000</i>	<i>2,350</i>	<i>\$140</i>

Target Groups For Multi-Family For Rent
Vigo County
Vigo County, Indiana

. Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
The One Percenters	0	0	1	1	0.1%
Old Money	0	0	1	1	0.1%
Affluent Empty Nesters	0	0	1	1	0.1%
The Social Register	0	0	1	1	0.1%
Small-Town Patriarchs	0	0	6	6	0.3%
Urban Establishment	1	1	10	12	0.6%
Suburban Establishment	0	0	3	3	0.2%
New Empty Nesters	0	0	3	3	0.2%
Pillars of the Community	1	0	7	8	0.4%
Traditional Couples	0	0	3	3	0.2%
Second City Establishment	0	0	4	4	0.2%
Multi-Ethnic Empty Nesters	0	0	4	4	0.2%
RV Retirees	1	1	11	13	0.7%
Cosmopolitan Couples	2	1	11	14	0.7%
Mainstream Empty Nesters	2	2	15	19	1.0%
Country Couples	2	1	10	13	0.7%
Middle-American Retirees	3	2	18	23	1.2%
Hometown Retirees	1	1	7	9	0.5%
Heartland Retirees	1	0	3	4	0.2%
Blue-Collar Retirees	6	3	22	31	1.6%
Middle-Class Move-Downs	1	1	3	5	0.3%
Village Elders	2	1	8	11	0.6%
Small-Town Seniors	13	7	44	64	3.2%
Back Country Seniors	6	3	19	28	1.4%
Hometown Seniors	3	2	7	12	0.6%
Second City Seniors	11	6	31	48	2.4%
Subtotal:	56	32	253	341	17.3%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Multi-Family For Rent
Vigo County
Vigo County, Indiana

. Number of Households

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Corporate Establishment	0	0	1	1	0.1%
Ex-Urban Elite	0	0	2	2	0.1%
Nouveau Money	0	0	2	2	0.1%
e-Type Families	0	0	2	2	0.1%
Button-Down Families	0	0	5	5	0.3%
Full-Nest Exurbanites	1	1	10	12	0.6%
New Town Families	1	1	6	8	0.4%
Unibox Transferees	0	0	5	5	0.3%
Fiber-Optic Families	0	0	2	2	0.1%
Late-Nest Suburbanites	1	1	7	9	0.5%
Rural Families	4	3	23	30	1.5%
Full-Nest Suburbanites	1	0	4	5	0.3%
Small-Town Families	12	8	58	78	4.0%
Multi-Ethnic Families	1	1	6	8	0.4%
Traditional Families	0	0	2	2	0.1%
Four-by-Four Families	5	3	20	28	1.4%
Kids 'r' Us	2	1	8	11	0.6%
Inner-City Families	1	1	3	5	0.3%
Uptown Families	7	5	28	40	2.0%
Rustic Families	13	9	43	65	3.3%
Single-Parent Families	2	1	6	9	0.5%
Multi-Cultural Families	0	0	2	2	0.1%
Hometown Families	36	20	81	137	6.9%
In-Town Families	5	2	9	16	0.8%
New American Strivers	15	8	25	48	2.4%
Subtotal:	107	65	360	532	27.0%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

†† Predominantly three -to five-person households.

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

Target Groups For Multi-Family For Rent
Vigo County
Vigo County, Indiana

. Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Power Couples	0	0	2	2	0.1%
New Bohemians	3	2	38	43	2.2%
Cosmopolitan Elite	0	0	4	4	0.2%
Fast-Track Professionals	5	3	45	53	2.7%
The VIPs	5	3	40	48	2.4%
Hometown Sweethearts	6	4	23	33	1.7%
Suburban Achievers	6	4	21	31	1.6%
Blue-Collar Traditionalists	4	2	14	20	1.0%
Suburban Strivers	30	19	103	152	7.7%
Downtown Couples	2	1	8	11	0.6%
Small-City Singles	34	21	101	156	7.9%
Downtown Proud	5	3	17	25	1.3%
Second-City Strivers	15	9	44	68	3.4%
Twentysomethings	30	19	88	137	6.9%
Rural Couples	16	10	46	72	3.6%
Rural Strivers	17	10	39	66	3.3%
Multi-Ethnic Singles	53	29	98	180	9.1%
Subtotal:	231	139	731	1,101	55.8%
Total Households:	394	236	1,344	1,974	100.0%
Percent of Total:	20.0%	12.0%	68.1%	100.0%	

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Multi-Family For Sale
Vigo County
Vigo County, Indiana

. *Number of Households*

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
The Social Register	0	0	1	1	0.4%
Small-Town Patriarchs	0	0	2	2	0.9%
Urban Establishment	0	0	3	3	1.3%
Suburban Establishment	0	0	1	1	0.4%
Pillars of the Community	0	0	1	1	0.4%
Second City Establishment	0	0	1	1	0.4%
Multi-Ethnic Empty Nesters	0	0	1	1	0.4%
RV Retirees	0	0	3	3	1.3%
Cosmopolitan Couples	0	0	3	3	1.3%
Mainstream Empty Nesters	0	0	3	3	1.3%
Country Couples	0	0	2	2	0.9%
Middle-American Retirees	0	0	3	3	1.3%
Hometown Retirees	0	0	3	3	1.3%
Heartland Retirees	0	0	2	2	0.9%
Blue-Collar Retirees	1	0	3	4	1.7%
Middle-Class Move-Downs	0	0	2	2	0.9%
Village Elders	0	0	2	2	0.9%
Small-Town Seniors	2	1	4	7	3.1%
Back Country Seniors	1	1	5	7	3.1%
Hometown Seniors	0	0	1	1	0.4%
Second City Seniors	1	1	3	5	2.2%
Subtotal:	5	3	49	57	24.9%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Multi-Family For Sale
Vigo County
Vigo County, Indiana

. *Number of Households*

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Ex-Urban Elite	0	0	1	1	0.4%
Nouveau Money	0	0	1	1	0.4%
e-Type Families	0	0	1	1	0.4%
Full-Nest Exurbanites	0	0	2	2	0.9%
New Town Families	0	0	1	1	0.4%
Unibox Transferees	0	0	1	1	0.4%
Late-Nest Suburbanites	0	0	3	3	1.3%
Rural Families	1	0	4	5	2.2%
Full-Nest Suburbanites	0	0	2	2	0.9%
Small-Town Families	2	1	9	12	5.2%
Multi-Ethnic Families	0	0	1	1	0.4%
Traditional Families	0	0	1	1	0.4%
Four-by-Four Families	1	0	2	3	1.3%
Kids 'r' Us	0	0	2	2	0.9%
Inner-City Families	0	0	1	1	0.4%
Uptown Families	1	1	3	5	2.2%
Rustic Families	2	2	8	12	5.2%
Single-Parent Families	0	0	1	1	0.4%
Hometown Families	3	2	5	10	4.4%
In-Town Families	0	0	1	1	0.4%
New American Strivers	1	1	1	3	1.3%
Subtotal:	11	7	51	69	30.1%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

†† Predominantly three -to five-person households.

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

Target Groups For Multi-Family For Sale
Vigo County
Vigo County, Indiana

. *Number of Households*

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Power Couples	0	0	1	1	0.4%
New Bohemians	1	0	6	7	3.1%
Cosmopolitan Elite	0	0	1	1	0.4%
Fast-Track Professionals	1	0	5	6	2.6%
The VIPs	1	1	6	8	3.5%
Hometown Sweethearts	1	0	3	4	1.7%
Suburban Achievers	1	0	1	2	0.9%
Blue-Collar Traditionalists	1	1	3	5	2.2%
Suburban Strivers	3	2	10	15	6.6%
Downtown Couples	0	0	1	1	0.4%
Small-City Singles	2	1	7	10	4.4%
Downtown Proud	0	0	2	2	0.9%
Second-City Strivers	1	1	3	5	2.2%
Twentysomethings	2	1	7	10	4.4%
Rural Couples	3	2	7	12	5.2%
Rural Strivers	1	1	3	5	2.2%
Multi-Ethnic Singles	3	1	5	9	3.9%
Subtotal:	21	11	71	103	45.0%
Total Households:	37	21	171	229	100.0%
Percent of Total:	16.2%	9.2%	74.7%	100.0%	

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Single-Family Attached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Small-Town Patriarchs	0	0	5	5	1.0%
The Social Register	0	0	1	1	0.2%
Urban Establishment	0	0	2	2	0.4%
Suburban Establishment	0	0	2	2	0.4%
New Empty Nesters	0	0	2	2	0.4%
Pillars of the Community	0	0	6	6	1.2%
Traditional Couples	0	0	2	2	0.4%
Second City Establishment	0	0	2	2	0.4%
Multi-Ethnic Empty Nesters	0	0	2	2	0.4%
RV Retirees	0	0	4	4	0.8%
Cosmopolitan Couples	0	0	2	2	0.4%
Mainstream Empty Nesters	1	1	7	9	1.8%
Country Couples	1	0	4	5	1.0%
Middle-American Retirees	1	1	6	8	1.6%
Hometown Retirees	1	0	3	4	0.8%
Heartland Retirees	0	0	3	3	0.6%
Blue-Collar Retirees	2	1	8	11	2.2%
Middle-Class Move-Downs	1	0	2	3	0.6%
Village Elders	1	1	3	5	1.0%
Small-Town Seniors	4	2	14	20	3.9%
Back Country Seniors	3	1	7	11	2.2%
Hometown Seniors	1	0	2	3	0.6%
Second City Seniors	1	1	3	5	1.0%
Subtotal:	17	8	92	117	23.0%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Single-Family Attached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Corporate Establishment	0	0	1	1	0.2%
Ex-Urban Elite	0	0	2	2	0.4%
Nouveau Money	0	0	1	1	0.2%
e-Type Families	0	0	1	1	0.2%
Button-Down Families	0	0	2	2	0.4%
Full-Nest Exurbanites	0	0	4	4	0.8%
New Town Families	0	0	5	5	1.0%
Unibox Transferees	0	0	3	3	0.6%
Fiber-Optic Families	0	0	1	1	0.2%
Late-Nest Suburbanites	0	0	3	3	0.6%
Rural Families	2	1	10	13	2.6%
Full-Nest Suburbanites	0	0	2	2	0.4%
Small-Town Families	4	2	18	24	4.7%
Multi-Ethnic Families	0	0	2	2	0.4%
Traditional Families	0	0	2	2	0.4%
Four-by-Four Families	2	1	7	10	2.0%
Kids 'r' Us	1	1	3	5	1.0%
Inner-City Families	0	0	2	2	0.4%
Uptown Families	2	1	9	12	2.4%
Rustic Families	6	4	18	28	5.5%
Single-Parent Families	0	0	1	1	0.2%
Multi-Cultural Families	0	0	1	1	0.2%
Hometown Families	8	4	17	29	5.7%
In-Town Families	1	1	3	5	1.0%
New American Strivers	2	1	5	8	1.6%
Subtotal:	28	16	123	167	32.9%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

†† Predominantly three -to five-person households.

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

Target Groups For Single-Family Attached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Power Couples	0	0	1	1	0.2%
New Bohemians	0	0	3	3	0.6%
Cosmopolitan Elite	0	0	2	2	0.4%
Fast-Track Professionals	0	0	4	4	0.8%
The VIPs	1	1	10	12	2.4%
Hometown Sweethearts	2	1	8	11	2.2%
Suburban Achievers	2	1	7	10	2.0%
Blue-Collar Traditionalists	2	1	7	10	2.0%
Suburban Strivers	8	5	25	38	7.5%
Downtown Couples	1	0	3	4	0.8%
Small-City Singles	9	6	26	41	8.1%
Downtown Proud	0	0	2	2	0.4%
Second-City Strivers	2	1	6	9	1.8%
Twentysomethings	3	2	8	13	2.6%
Rural Couples	6	4	18	28	5.5%
Rural Strivers	4	2	8	14	2.8%
Multi-Ethnic Singles	7	4	11	22	4.3%
Subtotal:	47	28	149	224	44.1%
Total Households:	92	52	364	508	100.0%
Percent of Total:	18.1%	10.2%	71.7%	100.0%	

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Single-Family Detached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
The One Percenters	0	0	4	4	0.2%
Old Money	0	0	4	4	0.2%
Affluent Empty Nesters	0	0	4	4	0.2%
The Social Register	0	0	2	2	0.1%
Small-Town Patriarchs	2	1	25	28	1.5%
Urban Establishment	0	0	1	1	0.1%
Suburban Establishment	1	1	10	12	0.6%
New Empty Nesters	1	1	15	17	0.9%
Pillars of the Community	4	3	42	49	2.6%
Traditional Couples	1	1	15	17	0.9%
Second City Establishment	1	1	9	11	0.6%
Multi-Ethnic Empty Nesters	0	0	3	3	0.2%
RV Retirees	7	4	52	63	3.3%
Mainstream Empty Nesters	3	2	18	23	1.2%
Country Couples	5	3	32	40	2.1%
Middle-American Retirees	5	3	29	37	2.0%
Hometown Retirees	6	4	29	39	2.1%
Heartland Retirees	3	2	12	17	0.9%
Blue-Collar Retirees	8	5	31	44	2.3%
Middle-Class Move-Downs	2	1	6	9	0.5%
Village Elders	4	2	15	21	1.1%
Small-Town Seniors	19	10	61	90	4.8%
Back Country Seniors	14	8	42	64	3.4%
Hometown Seniors	3	1	7	11	0.6%
Second City Seniors	2	1	5	8	0.4%
Subtotal:	91	54	473	618	32.7%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Target Groups For Single-Family Detached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Corporate Establishment	0	0	8	8	0.4%
Ex-Urban Elite	1	1	11	13	0.7%
Nouveau Money	0	0	6	6	0.3%
e-Type Families	0	0	1	1	0.1%
Button-Down Families	1	1	13	15	0.8%
Full-Nest Exurbanites	6	4	53	63	3.3%
New Town Families	5	3	37	45	2.4%
Unibox Transferees	1	0	3	4	0.2%
Fiber-Optic Families	1	0	4	5	0.3%
Late-Nest Suburbanites	1	1	5	7	0.4%
Rural Families	17	11	90	118	6.3%
Full-Nest Suburbanites	1	1	4	6	0.3%
Small-Town Families	9	6	47	62	3.3%
Multi-Ethnic Families	2	1	6	9	0.5%
Traditional Families	1	1	7	9	0.5%
Four-by-Four Families	9	6	42	57	3.0%
Kids 'r' Us	3	2	13	18	1.0%
Inner-City Families	0	0	1	1	0.1%
Uptown Families	6	4	26	36	1.9%
Rustic Families	36	24	117	177	9.4%
Single-Parent Families	0	0	2	2	0.1%
Multi-Cultural Families	0	0	2	2	0.1%
Hometown Families	13	7	29	49	2.6%
In-Town Families	5	2	9	16	0.8%
New American Strivers	2	1	2	5	0.3%
Subtotal:	120	76	538	734	38.9%

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

†† Predominantly three -to five-person households.

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

Target Groups For Single-Family Detached For Sale
Vigo County
Vigo County, Indiana

. Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Power Couples	0	0	1	1	0.1%
New Bohemians	0	0	1	1	0.1%
Cosmopolitan Elite	0	0	3	3	0.2%
The VIPs	1	1	7	9	0.5%
Hometown Sweethearts	10	6	38	54	2.9%
Suburban Achievers	8	5	30	43	2.3%
Blue-Collar Traditionalists	11	7	38	56	3.0%
Suburban Strivers	12	7	41	60	3.2%
Downtown Couples	1	0	4	5	0.3%
Small-City Singles	30	19	88	137	7.3%
Downtown Proud	0	0	1	1	0.1%
Second-City Strivers	1	1	2	4	0.2%
Twentysomethings	1	1	3	5	0.3%
Rural Couples	22	13	64	99	5.2%
Rural Strivers	9	5	22	36	1.9%
Multi-Ethnic Singles	6	3	13	22	1.2%
Subtotal:	112	68	356	536	28.4%
Total Households:	323	198	1,367	1,888	100.0%
Percent of Total:	17.1%	10.5%	72.4%	100.0%	

† For fiscal year 2022, Terre Haute, IN MSA Median Family Income for a family of four is \$69,500.

** Predominantly one- and two-person households.

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

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Vigo County
August, 2023

<u>Number of Households</u>	<u>Housing Type</u> <i>Households by Income</i>	<u>Percent Mix</u>	<u>Base Rent/Price Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent/Price Per Sq. Ft.*</u>	<u>Annual Market Capture</u>
1,974	Multi-Family For Rent					395 to 494
394	Households With Incomes Between 60% and 80% AMI					79 99
 <i>Affordable/Workforce</i>					
	Studio/1ba	30%	\$650 to \$750	500 to 600	\$1.25 to \$1.30	
	1br/1ba	25%	\$800 to \$900	650 to 750	\$1.20 to \$1.23	
	2br/1ba	25%	\$950 to \$1,000	850 to 900	\$1.11 to \$1.12	
	3br/1ba	20%	\$1,200 to \$1,325	1,100 to 1,250	\$1.06 to \$1.09	
	Weighted Averages:		\$918	793	\$1.16	
1,580	Households With Incomes at 80% and up					316 395
 <i>Market-Rate</i>					
	Studio/1ba	25%	\$950 to \$1,025	500 to 550	\$1.86 to \$1.90	
	1br/1ba	25%	\$1,100 to \$1,200	700 to 800	\$1.50 to \$1.57	
	2br/2ba	30%	\$1,300 to \$1,450	1,000 to 1,200	\$1.21 to \$1.30	
	3br/2ba	20%	\$1,650 to \$1,750	1,350 to 1,450	\$1.21 to \$1.22	
	Weighted Averages:		\$1,286	928	\$1.39	
	<u>Building Types:</u>					
	Lafayette Ave Corridor	Lofts/ Apts; Podium Buildings (30+ units)				
	Downtown/Riverfront	Lofts/ Apts; Podium Buildings (30+ units)				
	East Side	Small Apartment Buildings (10 units), Mansion Buildings (4-8 units)				
	Riley	Small-to-Mid Sized Buildings (10-30 units)				
	South	Mansion Buildings (4-8 units)				

NOTE: For fiscal year 2022, the Terre Haute, IN HUD Median Family Income for a family of four is \$69,500.

NOTE: Base rents/prices in year 2023 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Vigo County
August, 2023

<u>Number of Households</u>	<u>Housing Type</u> <i>Households by Income</i>	<u>Percent Mix</u>	<u>Base Rent/Price Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent/Price Per Sq. Ft.*</u>	<u>Annual Market Capture</u>
229	Multi-Family For-Sale					46 to 57
58	Households With Incomes Between 60% and 100% AMI					12 15
			<i>.....Affordable/Workforce</i>			
	1br/1ba	30%	\$125,000 to \$130,000	700 to 750	\$173 to \$179	
	2br/1ba	40%	\$150,000 to \$160,000	900 to 1,000	\$160 to \$167	
	3br/1.5ba	30%	\$185,000 to \$195,000	1,250 to 1,350	\$144 to \$148	
	Weighted Averages:		\$157,250	988	\$159	
171	Households With Incomes Above 100% AMI					34 43
			<i>.....Market-Rate</i>			
	1br/1ba/office	25%	\$185,000 to \$200,000	800 to 900	\$222 to \$231	
	2br/2ba/office	45%	\$225,000 to \$250,000	1,100 to 1,300	\$192 to \$205	
	3br/2ba	30%	\$275,000 to \$300,000	1,450 to 1,600	\$188 to \$190	
	Weighted Averages:		\$241,050	1,209	\$199	

Housing Types: Small Apartment Buildings (10 units), Mansion Buildings (4-8 units)

NOTE: For fiscal year 2022, the Terre Haute, IN HUD Median Family Income for a family of four is \$69,500.

NOTE: Base rents/prices in year 2023 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Vigo County
August, 2023

<u>Number of Households</u>	<u>Housing Type</u> <i>Households by Income</i>	<u>Percent Mix</u>	<u>Base Rent/Price Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent/Price Per Sq. Ft.*</u>	<u>Annual Market Capture</u>
508	Single-Family Attached For-Sale					102 to 127
144	Households With Incomes Between 60% and 100% AMI					29 36
			<i>.....Affordable/Workforce</i>			
	2br / 1.5ba	50%	\$175,000 to \$180,000	1,100 to 1,200	\$150 to \$159	
	3br / 1.5ba	50%	\$190,000 to \$200,000	1,300 to 1,400	\$143 to \$146	
	Weighted Averages:		\$186,250	1,250	\$149	
364	Households With Incomes Above 100% AMI					73 91
			<i>.....Market-Rate (100% and up).....</i>			
	2br / 2.5ba	60%	\$255,000 to \$265,000	1,250 to 1,350	\$196 to \$204	
	3br / 2.5ba	40%	\$285,000 to \$325,000	1,500 to 1,750	\$186 to \$190	
	Weighted Averages:		\$278,000	1,430	\$194	

Housing Types: Duplexes, triplexes, rowhouses, townhouses.

NOTE: For fiscal year 2022, the Terre Haute, IN HUD Median Family Income for a family of four is \$69,500.

NOTE: Base rents/prices in year 2023 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Vigo County
August, 2023

<u>Number of Households</u>	<u>Housing Type</u> <i>Households by Income</i>	<u>Percent Mix</u>	<u>Base Rent/Price Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent/Price Per Sq. Ft.*</u>	<u>Annual Market Capture</u>
1,888	Single-Family Detached For-Sale					142 to 236
521	Households With Incomes Between 60% and 100% AMI					39 65
 <i>Affordable/Workforce (60% to 100% AMI)</i>					
	2br/1.5ba	55%	\$160,000 to \$170,000	1,050 to 1,150	\$148 to \$152	
	3br/1.5ba	45%	\$200,000 to \$210,000	1,350 to 1,450	\$145 to \$148	
	Weighted Averages:		\$182,900	1,234	\$148	
1,367	Households With Incomes Above 100% AMI					103 171
 <i>Market-Rate (100% and up)</i>					
	3br/2ba	25%	\$270,000 to \$290,000	1,400 to 1,550	\$187 to \$193	
	3br/2.5ba	45%	\$315,000 to \$335,000	1,650 to 1,800	\$186 to \$191	
	4br/2.5ba	30%	\$375,000 to \$400,000	2,000 to 2,200	\$182 to \$188	
	Weighted Averages:		\$332,300	1,774	\$187	
	Housing Types: Cottages, bungalows, houses (one- and two-story)					
4,599	Total Households			Annual Absorption		684 914
				Annual Absorption-For-Sale Only		289 420

NOTE: For fiscal year 2022, the Terre Haute, IN HUD Median Family Income for a family of four is \$69,500.

NOTE: Base rents/prices in year 2023 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.



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Residential Market Analysis Across the Urban-to-Rural Transect

ASSUMPTIONS AND LIMITATIONS—

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

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

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





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Residential Market Analysis Across the Urban-to-Rural Transect

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