
TABLES ONE THROUGH TEN

An Analysis of Residential Market Potential

Parke County, Indiana

March, 2024

Conducted by
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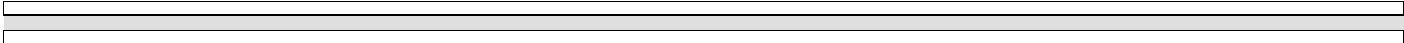
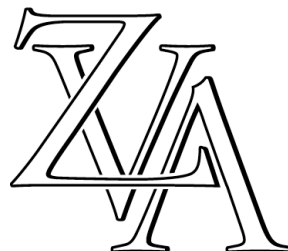


Table 1

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 Parke County Each Year Over The Next Five Years
 Based On Housing Preferences And Income Levels

Parke County, Indiana

Parke County, Indiana

*Parke County; Vermillion, Clay, and Putnam Counties, Indiana;
 Vigo and Marion Counties, Indiana; Balance of U.S.
 Draw Areas*

Annual Number Of Households
 With The Potential To Rent/Purchase Within
 Parke County 760

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>	54	60	30	19	129	292
<i>Multi-Family For-Sale:</i>	1	0	0	0	21	22
<i>Single-Family Attached For-Sale:</i>	7	9	3	2	42	63
<i>Single-Family Detached For-Sale:</i>	55	67	40	28	193	383
Total:	117	136	73	49	385	760
Percent:	15.4%	17.9%	9.6%	6.4%	50.7%	100.0%

Note: For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

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 Parke County Each Year Over The Next Five Years
Based On Housing Preferences And Income Levels

Parke County
Parke County, Indiana

Number of Households:	Total	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>
	760	117	136	73	49	385
Empty Nesters & Retirees	23.7%	17.9%	22.8%	21.9%	20.4%	26.5%
Traditional & Non-Traditional Families	38.8%	40.2%	29.4%	38.4%	40.8%	41.6%
Younger Singles & Couples	37.5%	41.9%	47.8%	39.7%	38.8%	31.9%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

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

Summary of Rental Properties

Parke County Area, Indiana

February, 2024

<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>
<i>... Rockville ...</i>						
York Villa Apartments (1980) 205 North Michigan Street 63 Walk Score	16	<i>... Apartments ...</i> 1br/1ba	\$499 to n/a	430 to 1,100	\$1.16 to n/a	100% occupancy <i>Laundry facilities.</i>
Cardinal Apartments (1973) 843 North US Highway 41 38 Walk Score	8	<i>... Apartments ...</i> 1br/1ba	\$529	330	\$1.60	88% occupancy
Townhomes on Main (2021) 400 South Market Street 49 Walk Score	40	<i>... Townhouses (income restricted) ...</i> 3br/2ba	\$336 to \$964	1,490	\$0.23 to \$0.65	98% occupancy <i>Fitness room.</i>
<i>... Terre Haute, Vigo County ...</i>						
Arbors at Honey Creek (2005) Michaels 200 W Wheeler Ave 39 Walk Score	96	<i>... Income Restricted ...</i> 1br/1ba 2br/2ba 3br/2ba 4br/2ba	\$531 to \$866 \$786 to \$987 \$696 to \$1,160 \$794 to \$1,312	734 to 816 997 to 1,079 1,227 to 1,309 1,366 to 1,448	\$0.72 to \$1.06 \$0.79 to \$0.91 \$0.57 to \$0.89 \$0.58 to \$0.91	100% Occupancy <i>Clubhouse, fitness center, business center, playground.</i>
Harrison West (1994) Pfister & Company 2591 S 25th St 21 Walk Score	56	<i>... Apartments ...</i> 1br/1ba 2br/1ba 3br/2ba	\$575 to \$640 \$670 to \$745 \$780 to \$865	670 862 1,102	\$0.86 to \$0.96 \$0.78 to \$0.86 \$0.71 to \$0.78	100% Occupancy <i>A/C, heating, washer/dryer hookup.</i>
Lakewood Apartments (1990) 770 E Vermont Dr 20 Walk Score	51	<i>... Apartments ...</i> 1br/1ba 2br/1ba	\$650 \$725	600 800	\$1.08 \$0.91	100% Occupancy <i>No pets, walking trails.</i>

Summary of Rental Properties

Parke County Area, Indiana

February, 2024

<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>
<i>. . . Terre Haute, Vigo County (continued) . . .</i>						
Willow Crossings (2004) Monarch 1200 Elmwood Dr 5 Walk Score	418	<i>... Apartments ...</i> Studio/1ba 1br/1ba 2br/1ba 2br/1.5ba 2br/2ba	\$650 \$695 to \$1,045 \$820 \$840 \$915	450 450 to 853 816 950 800	\$1.44 \$1.23 to \$1.54 \$1.00 \$0.88 \$1.14	99% Occupancy <i>Clubhouse, business center, fitness center, swimming pool, stocked pond, laundry, playground, dog park, storage.</i>
Highland Terrace (1976) M2 Property Group 4301 S 6th St 52 Walk Score	267	<i>... Apartments ...</i> 1br/1ba 2br/1ba 2br/2ba	\$675 to \$810 \$775 to \$865 \$910 to \$980	550 850 to 855 950	\$1.23 to \$1.47 \$0.91 to \$1.01 \$0.96 to \$1.03	96% Occupancy <i>Swimming pool, basketball courts.</i>
The Village Quarter (1984) Monarch 100 Village Dr 6 Walk Score	544	<i>... Apartments ...</i> 1br/1ba 2br/1ba 3br/1.5ba	\$750 to \$930 \$990 to \$1,040 \$1,265	500 to 720 830 1,150	\$1.29 to \$1.50 \$1.19 to \$1.25 \$1.10	99% Occupancy <i>Saltwater pool, bike trails, city parks, clubhouse, playground, fitness center, laundry, tennis, basketball courts.</i>
The Deming (1914) Core Redevelopment 615 Cherry St 81 Walk Score	111	<i>... Apartments ...</i> Studio/1ba 1br/1ba 2br/1ba	\$789 \$849 to \$909 \$1,169 to \$1,299	480 390 to 580 650 to 680	\$1.64 \$1.57 to \$2.18 \$1.80 to \$1.91	100% Occupancy <i>Exercise room, media room, laundry, bike storage.</i>
Winston Terrace (1974) 1759 E Morgan Dr 13 Walk Score	84	<i>... Apartments ...</i> 2br/1ba	\$785 to \$835	850	\$0.92 to \$0.98	100% Occupancy <i>A/C. heating, storage, washer/dryer.</i>

Summary of Rental Properties

Parke County Area, Indiana

February, 2024

<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>
<i>. . . Terre Haute, Vigo County (continued) . . .</i>						
Cobblestone Crossings (2006) Carter Haston 7020 Clubhouse Ln 1 Walk Score	448	<i>... Apartments ...</i>				95% Occupancy <i>Pool, sauna, fitness center, clubhouse, business center, tennis and basketball, trails, playground.</i>
		1br/1ba	\$817 to \$1,185	531 to 874	\$1.36 to \$1.54	
		2br/2ba	\$1,037 to \$1,846	987 to 1,587	\$1.16 to \$1.05	
		3br/2ba	\$1,113 to \$2,344	1,246 to 1,820	\$1.29 to \$0.89	
		4br/2ba	\$2,249	1,768	\$1.27	
Riverfront Lofts (2018) Granite 1 Sycamore St 53 Walk Score	168	<i>... Apartments ...</i>				100% Occupancy <i>Fitness center, pool, clubhouse, controlled access, lounge, business center.</i>
		1br/1ba	\$885 to \$1,055	656 to 753	\$1.35 to \$1.40	
		2br/2ba	\$1,225 to \$1,485	964 to 1,132	\$1.27 to \$1.31	
		3br/3ba	\$1,790 to \$1,925	n/a	n/a	
The Flats of Terre Haute (2017) Rick Jenkins 2917 S 25th St 17 Walk Score	106	<i>... Apartments ...</i>				98% Occupancy <i>Golf access, washer/dryer hookups.</i>
		1br/1ba	\$900	700	\$1.29	
		2br/2ba	\$1,250	1,115	\$1.12	
		3br/2ba	\$1,450	1,250	\$1.16	
		<i>... Townhouses ...</i>				
		2br/2.5ba	\$1,600 to \$1,650	1,460	\$1.10 to \$1.13	
		3br/2.5ba	\$1,800 to \$1,850	1,646	\$1.09 to \$1.12	
Heritage Trail (2004) Buckingham Companies 4201 Locust St 12 Walk Score	296	<i>... Apartments ...</i>				98% Occupancy <i>Clubroom, walking trail, fitness center, business center, basketball court, pool, pet park, playground, laundry.</i>
		1br/1ba	\$910 to \$1,170	801	\$1.14 to \$1.46	
		2br/2ba	\$1,115 to \$1,420	1,042	\$1.07 to \$1.36	
		3br/2ba	\$1,465 to \$1,815	1,231	\$1.19 to \$1.47	
Sycamore Terrace (2011) Gray Residential 100 Antioch Cir E 35 Walk Score	250	<i>... Apartments ...</i>				95% Occupancy <i>Clubhouse, fitness center, pool and spa, lounge, some attached garages.</i>
		1br/1ba	\$1,110 to \$1,430	827 to 1,080	\$1.32 to \$1.34	
		2br/2ba	\$1,240 to \$1,670	1,151 to 1,455	\$1.08 to \$1.15	
		3br/2ba	\$1,600 to \$2,040	1,630 to 1,665	\$0.98 to \$1.23	

SOURCE: Zimmerman/Volk Associates, Inc.

Table 4

**Summary of For-Sale Multi-Family
And Single-Family Attached Listings**

Parke County Area, Indiana

February, 2024

<u>Property (Year Built)</u> <u>Address/Walk Score</u>	<u>Building</u> <u>Type</u>	<u>Unit</u> <u>Type</u>	<u>Unit Price</u>	<u>Unit Size</u>	<u>Price</u> <u>Per Sq. Ft.</u>
<i>. . . New Construction Listings . . .</i>					
<i>. . . Terre Haute, Vigo County . . .</i>					
Park Place (2019)	DUP				
<i>Anderson Drive</i>		2br/2ba	\$259,990 to	1,599	\$163 to
24 Walk Score			\$297,490		\$186
<i>. . . Brazil, Clay County . . .</i>					
Forest Green (2023)	DUP				
<i>W. Emerald Drive</i>		2br/2ba	\$299,900	1,489	\$201
12 Walk Score					
<i>. . . Resale Listings . . .</i>					
<i>. . . Terre Haute, Vigo County . . .</i>					
White Oak Place					
<i>331 Elizabeth Avenue (1985)</i>	DUP	2br/1ba	\$79,900	929	\$86
<i>387 White Oak Lane (1985)</i>	DUP	2br/2ba	\$97,900	1,168	\$84
<i>2822 N. 4th Street (1984)</i>	DUP	2br/1.5ba	\$99,900	1,317	\$76
10 Walk Score					
<i>606 Buckskin Court (1987)</i>	CO	2br/2ba	\$139,900	1,184	\$118
11 Walk Score					
<i>2183 Dutch Lane (2000)</i>	DUP	2br/2ba	\$184,900	1,230	\$150
15 Walk Score					

**For-Sale Single-Family Detached Listings
Resales Priced at \$150,000 and Above and Newly-Constructed Houses**

Parke County, Indiana

February, 2024

<u>Address (Year Built)</u> <u>Walk Score</u>	<u>Lot Size</u>	<u>Unit Configuratioin</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Price Per Sq. Ft.</u>
<i>. . . Rockville . . .</i>					
<i>. New Construction Listing</i>					
508 Indiana Street (2023) 28 Walk Score	0.24 ac.	6br/3.5ba	\$349,900	4,032	\$87
<i>. . . Howard Township . . .</i>					
<i>. Proposed Construction Listings</i>					
Lakeside Village of Byron (2007)					
Steele Vista Drive 4 Walk Score	0.24 ac.	4br/2.5ba	\$598,000	2,000	\$299
	0.24 ac.	3br/3.5ba	\$677,500	2,253	\$301
	0.22 ac.	3br/3.5ba	\$679,000	2,419	\$281
	0.21 ac.	3br/3.5ba	\$690,000	2,642	\$261
	0.20 ac.	3br/2.5ba	\$698,000	2,288	\$305
<i>. Resale Listings</i>					
<i>. . . Rockville . . .</i>					
405 W. York Street (1909) 62 Walk Score	0.32 ac.	3br/2ba	\$164,900	2,242	\$74
507 Elm Street (1966) 61 Walk Score	0.19 ac.	2br/2ba	\$170,000	1,857	\$92
410 W. High Street (1951) 58 Walk Score	0.18 ac.	6br/4ba	\$196,900	3,308	\$60
208 E. Ohio Street (1915) 56 Walk Score	0.21 ac.	4br/2.5ba	\$199,000	2,970	\$67
403 Howard Avenue (1900) 59 Walk Score	0.50 ac.	5br/2ba	\$299,900	2,451	\$122
<i>. . . Other Adams Township . . .</i>					
2151 S. Cooke Road (1998) 0 Walk Score	2.71 ac.	3br/2ba	\$198,000	2,019	\$98
1806 E. Old 36 Road (1973) 4 Walk Score	5.00 ac.	4br/2ba	\$279,900	3,752	\$75

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

**For-Sale Single-Family Detached Listings
Resales Priced at \$150,000 and Above and Newly-Constructed Houses**

Parke County, Indiana

February, 2024

<u>Address (Year Built)</u> <u>Walk Score</u>	<u>Lot Size</u>	<u>Unit Configuratioin</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Price Per Sq. Ft.</u>
<i>. . . Other Adams Township (continued) . . .</i>					
608 S. Highway 41 (1970) 27 Walk Score	1.14 ac.	5br/3.5ba	\$319,900	3,996	\$80
2210 E. Highway 36 (1947) 0 Walk Score	15.00 ac.	1br/1ba	\$324,900	1,600	\$203
2674 S. US Highway 41 (1967) 69 Walk Score	1.82 ac.	6br/3ba	\$375,000	3,630	\$103
4299 S. 200 West (2011) 0 Walk Score	28.62 ac.	4br/3.5ba	\$889,000	4,180	\$213
<i>. . . Union Township . . .</i>					
1326 S. 1000 East (1972) 8 Walk Score	0.87 ac.	4br/2ba	\$179,995	1,777	\$101
2348 S. Duke Drive (1994) 61 Walk Score	0.48 ac.	2br/2ba	\$193,900	2,304	\$84
4556 S. Martin Road (1988) 0 Walk Score	0.84 ac.	3br/1ba	\$253,000	1,344	\$188
1359 S. Paradise Bay Blvd. (2006) 3 Walk Score	1.92 ac.	4br/2.5ba	\$499,000	3,224	\$155
1155 E. North Court (1997) 0 Walk Score	2.79 ac.	3br/2ba	\$549,900	1,352	\$407
8350 E. Parkview Drive (2004) 0 Walk Score	1.42 ac.	5br/3.5ba	\$695,000	3,414	\$204
8775 E. Lake Street (2007) 0 Walk Score	1.47 ac.	2br/3ba	\$779,000	2,937	\$265
7930 E. Oak Drive (1997) 0 Walk Score	0.69 ac.	3br/3ba	\$1,200,000	2,968	\$404

**For-Sale Single-Family Detached Listings
Resales Priced at \$150,000 and Above and Newly-Constructed Houses**

Parke County, Indiana

February, 2024

<u>Address (Year Built)</u> <u>Walk Score</u>	<u>Lot Size</u>	<u>Unit Configuratioin</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Price Per Sq. Ft.</u>
<i>. . . Florida Township . . .</i>					
2976 W. Rose Hill Lane (1977) 0 Walk Score	0.39 ac.	3br/2ba	\$188,900	2,220	\$85
10844 S. Park Ridge Drive (1992) 0 Walk Score	0.77 ac.	3br/2ba	\$245,000	3,100	\$79
4964 S. Timberlake Circle (2003) 0 Walk Score	20.00 ac.	3br/4ba	\$548,000	3,277	\$167
<i>. . . Howard Township . . .</i>					
8051 E. Millers Place (1972) 0 Walk Score	0.46 ac.	3br/2.5ba	\$435,000	2,186	\$199

Target Groups For Multi-Family For-Rent
Parke County
Parke 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>
Suburban Establishment	0	0	1	1	0.6%
Urban Establishment	0	0	4	4	2.2%
RV Retirees	1	0	4	5	2.8%
Mainstream Empty Nesters	0	0	2	2	1.1%
Middle-American Retirees	0	0	2	2	1.1%
Cosmopolitan Couples	0	0	2	2	1.1%
Hometown Retirees	0	0	3	3	1.7%
Heartland Retirees	0	0	2	2	1.1%
Blue-Collar Retirees	0	0	1	1	0.6%
Small-Town Seniors	1	1	3	5	2.8%
Back Country Seniors	2	1	7	10	5.6%
Second City Seniors	1	0	1	2	1.1%
Subtotal:	5	2	32	39	21.9%

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

Target Groups For Multi-Family For-Rent
Parke County
Parke 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	0.6%
Full-Nest Exurbanites	0	0	1	1	0.6%
Late-Nest Suburbanites	0	0	2	2	1.1%
Rural Families	1	1	8	10	5.6%
Small-Town Families	1	1	4	6	3.4%
Multi-Ethnic Families	0	0	2	2	1.1%
Four-by-Four Families	0	0	1	1	0.6%
Kids 'r' Us	0	0	2	2	1.1%
Uptown Families	0	0	2	2	1.1%
Inner-City Families	0	0	1	1	0.6%
Rustic Families	3	3	13	19	10.7%
Single-Parent Families	0	0	1	1	0.6%
Hometown Families	1	0	2	3	1.7%
In-Town Families	1	0	1	2	1.1%
New American Strivers	1	0	1	2	1.1%
Subtotal:	8	5	42	55	30.9%

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

†† Predominantly three- to five-person households.

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

Target Groups For Multi-Family For-Rent
Parke County
Parke 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 Bohemians	0	0	6	6	3.4%
Fast-Track Professionals	1	1	4	6	3.4%
The VIPs	0	0	3	3	1.7%
Hometown Sweethearts	1	1	4	6	3.4%
Suburban Achievers	0	0	2	2	1.1%
Blue-Collar Traditionalists	1	1	3	5	2.8%
Suburban Strivers	2	1	2	5	2.8%
Small-City Singles	1	1	4	6	3.4%
Second-City Strivers	1	1	2	4	2.2%
Twentysomethings	3	1	3	7	3.9%
Downtown Couples	0	0	1	1	0.6%
Rural Couples	3	2	11	16	9.0%
Downtown Proud	1	1	3	5	2.8%
Rural Strivers	1	1	4	6	3.4%
Multi-Ethnic Singles	2	1	3	6	3.4%
Subtotal:	17	12	55	84	47.2%
Total Households:	30	19	129	178	100.0%
Percent of Total:	16.9%	10.7%	72.5%	100.0%	

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

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

Table 7

Target Groups For Multi-Family For-Sale
Parke County

Parke County, Indiana

. *Number of Households*

Empty Nesters & Retirees**	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Urban Establishment	0	1	1	4.8%
Cosmopolitan Couples	0	1	1	4.8%
Back Country Seniors	0	2	2	9.5%
Subtotal:	0	4	4	19.0%
Traditional & Non-Traditional Families††				
Late-Nest Suburbanites	0	1	1	4.8%
Rural Families	0	1	1	4.8%
Small-Town Families	0	1	1	4.8%
Rustic Families	0	2	2	9.5%
Single-Parent Families	0	1	1	4.8%
Subtotal:	0	6	6	28.6%
Younger Singles & Couples**				
New Bohemians	0	1	1	4.8%
Fast-Track Professionals	0	2	2	9.5%
The VIPs	0	1	1	4.8%
Blue-Collar Traditionalists	0	2	2	9.5%
Suburban Strivers	0	1	1	4.8%
Twentysomethings	0	1	1	4.8%
Rural Couples	0	2	2	9.5%
Downtown Proud	0	1	1	4.8%
Subtotal:	0	11	11	52.4%
Total Households:	0	21	21	100.0%
Percent of Total:	0.0%	100.0%	100.0%	

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

†† Predominantly three- to five-person households.

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

**Target Groups For Single-Family Attached For-Sale
Parke County**

Parke County, Indiana

. Number of Households

Empty Nesters & Retirees**	<u>80% to 100% AMI†</u>	<u>Above 100% AMI†</u>	<u>Total</u>	<u>Percent of Total</u>
Suburban Establishment	0	1	1	2.3%
RV Retirees	0	1	1	2.3%
Mainstream Empty Nesters	0	1	1	2.3%
Middle-American Retirees	0	1	1	2.3%
Hometown Retirees	0	1	1	2.3%
Blue-Collar Retirees	0	1	1	2.3%
Small-Town Seniors	0	2	2	4.5%
Back Country Seniors	0	1	1	2.3%
Subtotal:	0	9	9	20.5%
Traditional & Non-Traditional Families††				
Late-Nest Suburbanites	0	1	1	2.3%
Rural Families	0	2	2	4.5%
Small-Town Families	0	3	3	6.8%
Multi-Ethnic Families	0	1	1	2.3%
Four-by-Four Families	0	1	1	2.3%
Kids 'r' Us	0	1	1	2.3%
Uptown Families	0	1	1	2.3%
Inner-City Families	0	1	1	2.3%
Rustic Families	1	4	5	11.4%
Single-Parent Families	0	1	1	2.3%
Hometown Families	0	1	1	2.3%
In-Town Families	0	1	1	2.3%
Subtotal:	1	18	19	43.2%

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

†† Predominantly three- to five-person households.

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

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

. *Number of Households*

Younger Singles & Couples**	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Bohemians	0	1	1	2.3%
The VIPs	0	1	1	2.3%
Hometown Sweethearts	0	2	2	4.5%
Suburban Achievers	0	1	1	2.3%
Blue-Collar Traditionalists	0	2	2	4.5%
Suburban Strivers	0	1	1	2.3%
Small-City Singles	0	2	2	4.5%
Twentysomethings	0	1	1	2.3%
Downtown Couples	0	1	1	2.3%
Rural Couples	1	2	3	6.8%
Multi-Ethnic Singles	0	1	1	2.3%
Subtotal:	1	15	16	36.4%
Total Households:	2	42	44	100.0%
Percent of Total:	4.5%	95.5%	100.0%	

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

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

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

. *Number of Households*

Empty Nesters & Retirees**	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Suburban Establishment	0	3	3	1.4%
RV Retirees	2	19	21	9.5%
Mainstream Empty Nesters	0	2	2	0.9%
Middle-American Retirees	0	2	2	0.9%
Hometown Retirees	1	6	7	3.2%
Heartland Retirees	1	4	5	2.3%
Blue-Collar Retirees	0	1	1	0.5%
Small-Town Seniors	1	4	5	2.3%
Back Country Seniors	3	16	19	8.6%
Subtotal:	8	57	65	29.4%
Traditional & Non-Traditional Families††				
Ex-Urban Elite	0	4	4	1.8%
Full-Nest Exurbanites	0	4	4	1.8%
Late-Nest Suburbanites	0	1	1	0.5%
Rural Families	4	29	33	14.9%
Small-Town Families	1	4	5	2.3%
Multi-Ethnic Families	0	2	2	0.9%
Four-by-Four Families	0	2	2	0.9%
Kids 'r' Us	0	2	2	0.9%
Uptown Families	0	2	2	0.9%
Inner-City Families	0	1	1	0.5%
Rustic Families	9	41	50	22.6%
Hometown Families	0	1	1	0.5%
In-Town Families	0	1	1	0.5%
Subtotal:	14	94	108	48.9%

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

†† Predominantly three- to five-person households.

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

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

. *Number of Households*

Younger Singles & Couples**	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Hometown Sweethearts	1	5	6	2.7%
Suburban Achievers	0	2	2	0.9%
Blue-Collar Traditionalists	1	9	10	4.5%
Suburban Strivers	0	1	1	0.5%
Small-City Singles	1	3	4	1.8%
Second-City Strivers	0	2	2	0.9%
Downtown Couples	0	1	1	0.5%
Rural Couples	3	17	20	9.0%
Rural Strivers	0	1	1	0.5%
Multi-Ethnic Singles	0	1	1	0.5%
Subtotal:	6	42	48	21.7%
Total Households:	28	193	221	100.0%
Percent of Total:	12.7%	87.3%	100.0%	

† For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

** Predominantly one- and two-person households.

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

Optimum Market Position
Parke County
Parke County, Indiana
March, 2024

<u>Number of Households</u>	<u>Housing Type/ Households by Income</u>	<u>Percent Mix</u>	<u>Base Rent Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent Per Sq. Ft.*</u>	<u>Annual Market Capture (Annual Absorption)</u>
178	Multi-Family For-Rent					36 to 44
	<i>.....New Construction.....</i>					
49	Households With Incomes Between 60% and 100% AMI					10 12
	1br/1ba	60%	\$800 to \$850	600 to 700	\$1.21 to \$1.33	
	2br/1ba	20%	\$950 to \$1,100	750 to 900	\$1.22 to \$1.27	
	3br/1ba	20%	\$1,200 to \$1,300	1,100 to 1,250	\$1.04 to \$1.09	
	Weighted averages:		\$950	790	\$1.20	
129	Households With Incomes Above 100% AMI					26 32
	1br/1ba	20%	\$1,050 to \$1,100	650 to 700	\$1.57 to \$1.62	
	2br/1ba	25%	\$1,250 to \$1,300	800 to 850	\$1.53 to \$1.56	
	2br/2ba	30%	\$1,400 to \$1,600	950 to 1,100	\$1.45 to \$1.47	
	3br/2ba	25%	\$1,750 to \$2,000	1,200 to 1,400	\$1.43 to \$1.46	
	Weighted averages:		\$1,451	973	\$1.49	

NOTE: For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

Base rents and prices are in year 2024 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position
Parke County
Parke County, Indiana
March, 2024

<u>Number of Households</u>	<u>Housing Type/ Households by Income</u>	<u>Percent Mix</u>	<u>Base Rent Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent Per Sq. Ft.*</u>	<u>Annual Market Capture (Annual Absorption)</u>
<u>21</u>	Multi-Family For-Sale					<u>4 to 5</u>
<i>.....New Construction.....</i>						
21	Households With Incomes Above 100% AMI					4 5
	2br/1ba	40%	\$200,000 to \$210,000	1,200 to 1,300	\$162 to \$167	
	2br/2ba	30%	\$220,000 to \$230,000	1,400 to 1,500	\$153 to \$157	
	3br/2ba	30%	\$240,000 to \$250,000	1,600 to 1,700	\$147 to \$150	
	Weighted averages:		\$223,000	1,430	\$156	
<u>42</u>	Single-Family Attached For-Sale					<u>8 to 11</u>
<i>.....New Construction.....</i>						
42	Households With Incomes Above 100% AMI					8 11
	2br/2.5ba	55%	\$235,000 to \$255,000	1,450 to 1,650	\$155 to \$162	
	3br/2.5ba	45%	\$265,000 to \$270,000	1,750 to 1,800	\$150 to \$151	
	Weighted averages:		\$255,000	1,650	\$155	

NOTE: For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

Base rents and prices are in year 2024 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

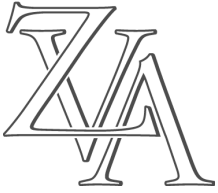
Optimum Market Position
Parke County
Parke County, Indiana
March, 2024

<u>Number of Households</u>	<u>Housing Type/ Households by Income</u>	<u>Percent Mix</u>	<u>Base Rent Range*</u>	<u>Base Unit Size Range</u>	<u>Base Rent Per Sq. Ft.*</u>	<u>Annual Market Capture (Annual Absorption)</u>
<u>221</u>	Single-Family Detached For-Sale					<u>22 to 33</u>
<i>..... New Construction</i>						
28	Households With Incomes Between 80% and 100% AMI					3 4
	2br/1.5ba	50%	\$195,000 to \$205,000	1,150 to 1,250	\$164 to \$170	
	3br/1.5ba	50%	\$215,000 to \$225,000	1,350 to 1,450	\$155 to \$159	
	Weighted averages:		\$210,000	1,300	\$162	
193	Households With Incomes Above 100% AMI					19 29
	3br/2ba	40%	\$245,000 to \$275,000	1,550 to 1,800	\$153 to \$158	
	3br/2.5ba	30%	\$300,000 to \$325,000	1,950 to 2,150	\$151 to \$154	
	4br/2.5ba	30%	\$350,000 to \$400,000	2,300 to 2,650	\$151 to \$152	
	Weighted averages:		\$310,250	2,028	\$153	

NOTE: For fiscal year 2023, Parke County, IN Median Family Income for a family of four is \$76,300.

Base rents and prices are in year 2024 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

RIGHTS AND STUDY OWNERSHIP—

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