
METHODOLOGY

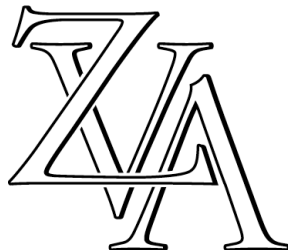
TARGET MARKET TABLES — Appendices One through Three —

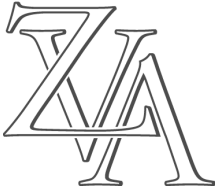
An Analysis of Residential Market Potential

Parke County, Indiana

March, 2024

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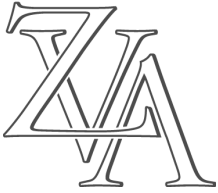
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Residential Market Analysis Across the Urban-to-Rural Transect

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Residential Market Analysis Across the Urban-to-Rural Transect

METHODOLOGY

AN ANALYSIS OF RESIDENTIAL MARKET POTENTIAL

Parke County, Indiana

March, 2024

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

- The determination of the draw areas for new and existing housing units within Parke County, based on historical settlement patterns, the most recently available county-to-county migration data from the Internal Revenue Service, and incorporating additional data from the most recent American Community Survey for Parke County, as well as other market dynamics;
- The depth and breadth of the potential housing market by tenure (rental and ownership) and by type (multi-family, single-family attached and detached units);
- The composition of the potential housing market by lifestage (empty nesters/retirees, traditional and non-traditional families, younger singles/couples); and
- The incomes and financial capabilities of the potential housing market (income distribution based on HUD's 2023 income limits for less than 30 percent AMI, between 30 and 60 percent AMI, between 60 and 80 percent AMI, between 80 and 100 percent AMI, and above 100 percent AMI).

DELINEATION OF THE DRAW AREAS (MIGRATION ANALYSIS)—

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

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

Historically, American households, more than any other nation’s, have been extraordinarily mobile. In general, household mobility is higher in urban areas; a greater percentage of renters move than owners; and a greater percentage of younger households move than older households. Nationally, one lingering consequence of the Great Recession (officially December, 2007 through June, 2009) has been a considerable reduction in national mobility.

According to the American Community Survey, which measures population mobility, just over 10.5 percent of Parke County’s population either moved within or to the county between 2021 and 2022—a mobility rate lower than the national average of 12.6 percent.

Appendix One, Table 1. Migration Trends

Analysis of Parke County migration and mobility patterns from 2016 through 2020—the most recent data available from the Internal Revenue Service—shows that the largest number of households moving to the county over the five-year study period occurred in 2016, when 440 households moved in. The lowest total over the study period was 320 households in 2018, however that number increased to 420 households in 2020.

Vigo County, directly adjacent to the southwest, represented 16.7 percent to 20.3 percent of Parke County household migration; Marion County, further to the east and home to Indianapolis, represented 5.7 percent to 10.7 percent of Parke’ in-migration; Vermillion County, adjacent to the west, made up 8.3 percent to 12.6 percent of households moving into Parke County; Clay County, directly to the southeast, represented zero to 10.2 percent; and Putnam County, directly to the east,

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accounted for zero percent to 8.3 percent of in-migration. No other county averaged more than four percent of household migration into Parke County. (*Reference* Appendix One, Table 1.)

The number of households moving out of Parke County over the study period reached a five-year high in 2016, with 420 out-migrating households, with the lowest total of 350 households in 2017. In 2020, 355 households moved out of Parke County.

Following the same pattern as Parke County's in-migration, Vigo County represented between 18.3 and 25.3 percent of households moving out of the county; Vermillion County represented 13.3 to 15.7 percent; Marion County accounted for zero to 5.6 percent; Clay County accounted for six to 10 percent; and Putnam County represented zero to 7.1 percent of households moving out of Parke County.

Parke County's net migration—the difference between households moving into the county and those moving out—showed a net loss of 55 households in 2018. The lowest net gain of 10 households occurred in 2017 and the highest of 65 households occurred in 2020.

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

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

- The local draw area, covering households with the potential to move within Parke County.
- The regional draw area, covering households with the potential to move to Parke County from Vermillion, Clay, and Putnam counties.
- The metropolitan draw area, covering households with the potential to move to Parke County from Vigo and Marion counties.

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- The national draw area, covering households with the potential to move to Parke County from all other U.S. cities and counties, particularly those elsewhere in Indiana and the Midwest.

Migration Methodology:

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

2024 TARGET MARKET CLASSIFICATION OF PARKE COUNTY HOUSEHOLDS—

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

The three main lifestages are:

- Younger singles and couples, largely one- and two-person households with the head of household typically aged between 20 and 40, comprised now mainly of the very large Millennial generation, who were born between 1977 and 1996. The housing and lifestyle choices of the Millennials have had and will continue to have a profound effect on the nation as a whole and cities in particular. The leading edge of iGen, the next generation following the Millennials, also known as Generation Z, is now 27 years old and just beginning to have an impact on this lifestage's housing preferences.

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- Families, comprising both “traditional” families (married couples with one or more children) and “non-traditional” families (a wide range of family households, from a single parent with one or more children, an adult caring for younger siblings, a grandparent with custody of grandchildren, to an unrelated, same-sex couple with children), primarily Generation X, born between 1965 and 1976. However, as the leading edge Millennials enter their 40s, they have begun to have children, thus moving into the family lifestage.
- Empty nesters and retirees, largely one- and two-person households with the head of household typically aged over 50, primarily encompassing the Baby Boom generation, born between 1946 and 1964, as well as earlier generations. Because it is still the second largest generation in America, as the Boomer generation ages, it will continue its significant impact on the nation’s housing, particularly how Baby Boomers manage the consequences of aging. The oldest Generation Xers are now in their late-fifties, joining the Baby Boomers as empty nesters when their children leave home.

Appendix One, Table 2.
Target Market Classification—

According to Claritas, Inc., an estimated 6,080 households live in Parke County in 2024 (*reference* Appendix One, Table 2). Median income in the county is estimated at \$67,100, just over 11 percent lower than the national median of \$75,800. The median reported value of owner-occupied dwelling units in the county is estimated at \$127,900, just over 60 percent below the national median of \$321,000. (The median is the midpoint at which half of the households have higher incomes or home values, and half have lower incomes or lower home values.)

As characterized by lifestage, in 2024, 46.7 percent of the county’s households were empty nesters and retirees (represented in five of Zimmerman/Volk Associates’ older target market groups); 39.5 percent of the county’s households were characterized as traditional and non-traditional

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families (in three family market groups), and the remaining 13.8 percent were younger singles and couples (in two younger groups).

Residential Target Market Methodology:

The proprietary residential target market methodology, invented by Zimmerman/Volk Associates in 1988 and continually refined, is an analytical technique, using the PRIZM household clustering system, that establishes the optimum market position for residential development of any property—from a specific site to an entire political jurisdiction—through cluster analysis of households living within designated draw areas. In contrast to conventional supply/demand analysis—which is based on supply-side dynamics and baseline demographic projections—the residential target market analysis establishes the optimum market position derived from the housing and lifestyle preferences of households in the draw area and within the framework of the local housing market context. Because it is based on detailed and location-specific household data, the residential target market methodology can establish the optimum market position even in locations where no closely-comparable properties exist.

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

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

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

Lifestyle patterns reflect the ways households choose to live, *e.g.*, an urban lifestyle includes residing in a dwelling unit in a city or compact neighborhood, most likely high-density, and implies the ability

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to walk to more activities and locations than a suburban lifestyle, which is most likely lower-density and typically requires a vehicle to access non-residential locations.

Over the past 36 years, Zimmerman/Volk Associates has refined the analysis of these household clusters through the correlation of more than 500 data points related to housing preferences and consumer and lifestyle characteristics.

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

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

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

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

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Appendix One, Table 3.

Internal Mobility (Households Moving within Parke County)—

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

Based on this analysis, Zimmerman/Volk Associates has determined that an annual average of 320 households of all incomes living in the county have the potential to move from one residence to another—rental or ownership, new or resale—within Parke County each year over the next five years.

Just over 42 percent of these households are likely to be traditional and non-traditional families (in two target market groups); empty nesters and retirees are likely to account for 32.8 percent (in four market groups); and younger singles and couples are likely to account for a quarter of households (in two groups).

Appendix One, Tables 4 and 5; Appendix Two, Tables 1 through 3; Appendix Three, Tables 1 and 2.
External Mobility (Households Moving to Parke County from Outside the County)—

The same sources of data are used to determine the number of households in each target market group that will move from one county to another. An annual average of 100 households of all incomes living in Vermillion, Clay, and Putnam counties have the potential to move to Parke County each year over the next five years. (*Reference* Appendix One, Table 4.)

Half of these households are likely to be traditional and non-traditional families (in four family groups); younger singles and couples are likely to account for 30 percent (in three younger groups), and empty nesters and retirees are likely to account for 20 percent of households (in three older groups).

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An annual average of 115 households of all incomes have the potential to move from a residence in Marion and Vigo counties to a residence in Parke County each year over the next five years. (*Reference* Appendix One, Table 5.)

An estimated 65.2 percent of these households are likely to be younger singles and couples (in nine market groups); 26.1 percent are likely to be traditional and non-traditional families (in six groups); and the remaining 8.7 are likely to be empty nesters and retirees (in two market groups).

Appendix One, Table 6.

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

An annual average of 225 households of all incomes living elsewhere in the United States have the potential to move to a residence in Parke County each year over the next five years.

An estimated 44.4 percent of these households are likely to be younger singles and couples (in 15 younger market groups); another 35.6 are likely to be traditional and non-traditional families (in 15 family groups); and the remaining 20 percent are likely to be empty nesters and retirees (in nine groups).

Appendix One, Tables 7 through 14.

Annual Average Market Potential for Parke County—

Appendix One, Table 7 summarizes Appendix One, Tables 3 through 6. The numbers in the total column on page one of this table indicate the depth and breadth of the potential market for new and existing dwelling units in Parke County each year over the next five years originating from households living in the designated draw areas. An annual average of 760 households of all incomes have the potential to move within or to the county each year over the next five years.

Traditional and non-traditional families (in 15 family target market groups) are likely to account for 38.8 percent of the annual potential market; 37.5 percent are likely to be younger singles and couples (in 15 market groups); and the remaining 23.7 percent are likely to be empty nesters and retirees (in 12 groups).

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

Annual Average Market Potential by Draw Area
Parke County, Indiana

Parke County:	42.1%
Regional Draw Area:	13.2%
Metropolitan Draw Area:	15.1%
Balance of the U.S.:	<u>29.6%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

The annual average 760 draw area households of all incomes that have the potential to move within or to the county each year over the next five years have been categorized by tenure propensities to determine renter/owner ratios. Of these households, 38.4 percent (or 292 households) comprise the average annual potential market for new and existing rental units in the county. The remaining 61.6 percent (or 468 households) comprise the average annual potential market for new and existing for-sale (ownership) housing units. (*Reference Appendix One, Table 8.*)

Of the 468 buyer households, 4.7 percent (or 22 households) comprise the average annual market for new and existing multi-family for-sale units (condominium apartments); 13.5 percent (63 households) comprise the annual market for new and existing attached single-family (rowhouse/townhouse/duplex) units; and 81.8 percent (383 households) comprise the annual market for new and existing single-family detached houses. (*Reference Appendix One, Table 9.*)

The income limits in Parke County by household size and percent of median family income—based on the county’s median family income (AMI), which, as determined by the U.S. Department of Housing and Urban Development (HUD) in 2023, was \$76,300 for a family of four—are shown on the table on the following page.

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Fiscal Year 2023 Income Limits
Parke County, Indiana

NUMBER OF PERSONS IN HOUSEHOLD	EXTREMELY LOW 30% OF MEDIAN	VERY LOW 50% OF MEDIAN	LOW 80% OF MEDIAN
One	\$16,600	\$27,650	\$44,200
Two	\$19,720	\$31,600	\$50,500
Three	\$24,860	\$35,550	\$56,800
Four	\$30,000	\$39,450	\$63,100
Five	\$35,140	\$42,650	\$68,150
Six	\$40,280	\$45,800	\$73,200
Seven	\$45,420	\$48,950	\$78,250
Eight	\$50,560	\$52,100	\$83,300

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

This study is examining the incomes and financial capabilities of the potential housing market based on income distributions at less than 30 percent AMI, between 30 and 60 percent AMI, between 60 and 80 percent AMI, between 80 and 100 percent AMI, and above 100 percent AMI. The incomes of households at 60 and 100 percent of median are shown on the following table:

Additional Income Limits
Parke County, Indiana

NUMBER OF PERSONS IN HOUSEHOLD	60% OF MEDIAN	100% OF MEDIAN
One	\$33,150	\$53,450
Two	\$37,900	\$61,050
Three	\$42,650	\$68,700
Four	\$47,350	\$76,300
Five	\$51,150	\$82,450
Six	\$54,950	\$88,550
Seven	\$58,750	\$94,650
Eight	\$62,550	\$100,750

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

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The 292 renter households have been grouped by income, using income limits derived from the preceding tables, as follows (*reference* Appendix One, Table 10):

Renter Households By Income
Parke County, Indiana

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	54	18.5%
Between 30% and 60% AMI	60	20.5%
Between 60% and 80% AMI	30	10.3%
Between 80% and 100% AMI	19	6.5%
Above 100% AMI	<u>129</u>	<u>44.2%</u>
Total:	292	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

As noted above, the remaining 61.6 percent of the average annual potential market (or 468 households) comprise the market for new and existing for-sale (ownership) housing units in the county. These households have also been grouped by income, as detailed on the following table (*see* Appendix One, Table 11):

Owner Households By Income
Parke County, Indiana

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	63	13.5%
Between 30% and 60% AMI	76	16.2%
Between 60% and 80% AMI	43	9.2%
Between 80% and 100% AMI	30	6.4%
Above 100% AMI	<u>256</u>	<u>54.7%</u>
Total:	468	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

Of the 468 potential owner households, 22 households (4.7 percent) comprise the market for multi-family for-sale units (condominium/cooperative lofts/apartments) and have also been grouped by income as shown on the table following this page (*see also* Appendix One, Table 12).

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Multi-Family Owner Households By Income
Parke County, Indiana

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30 AMI	1	4.5%
Between 30% and 60% AMI	0	0.0%
Between 60% and 80% AMI	0	0.0%
Between 80% and 100% AMI	0	0.0%
Over 100% AMI	<u>21</u>	<u>95.5%</u>
Total:	22	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

Of the 468 potential owner households, 63 households (13.5 percent) comprise the market for single-family attached for-sale units (rowhouses/townhouses/duplexes/triplexes) and have also been grouped by income as shown on the following table (*see* Appendix One, Table 13):

Single-Family Attached Owner Households By Income
Parke County, Indiana

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	7	11.1%
Between 30% and 60% AMI	9	14.3%
Between 60% and 80% AMI	3	4.8%
Between 80% and 100% AMI	2	3.2%
Over 100% AMI	<u>42</u>	<u>66.7%</u>
Total:	63	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

Of the 468 potential owner households, 383 households (81.8 percent) comprise the market for single-family detached for-sale units (detached houses) and have also been grouped by income, as detailed on the table following this page (*reference* Appendix One, Table 14).

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Single-Family Detached Owner Households By Income
Parke County, Indiana

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	55	14.4%
Between 30% and 60% AMI	67	17.5%
Between 60% and 80% AMI	40	10.4%
Between 80% and 100% AMI	28	7.3%
Over 100% AMI	<u>193</u>	<u>50.4%</u>
Total:	383	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2024.

—Target Market Data—

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

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

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

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

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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 correlation between *Full-Nest Suburbanites* and *Full-Nest Exurbanites*; if a *Full-Nest Suburbanite* household moves to the exurbs, they become a *Full-Nest Exurbanite* household, if the move is not accompanied by a significant change in socio-economic status. In contrast, if a *Full-Nest Suburbanite* household moves within the metropolitan suburbs, and also improves their socio-economic standing, that household would likely be characterized as *Nouveau Money* or *Corporate Establishment*.

Household Classification Methodology:

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

Over the past 36 years, Zimmerman/Volk Associates has augmented the PRIZM cluster systems for use within the company’s proprietary residential target market methodology specific to housing and neighborhood preferences, with additional algorithms, correlation with geo-coded consumer data, aggregation of clusters by broad household definition, and unique cluster names.



Appendix One Tables



Gross Annual Household In-Migration

Parke County, Indiana
2016, 2017, 2018, 2019, 2020

County of Origin	..... 2016 .....		..... 2017 .....		..... 2018 .....		..... 2019 .....		..... 2020	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Vigo	85	19.3%	70	19.4%	65	20.3%	75	17.2%	70	16.7%
Marion	25	5.7%	25	6.9%	20	6.3%	25	5.7%	45	10.7%
Vermillion	50	11.4%	40	11.1%	40	12.5%	55	12.6%	35	8.3%
Clay	45	10.2%	25	6.9%	0	0.0%	30	6.9%	25	6.0%
Putnam	20	4.5%	30	8.3%	0	0.0%	30	6.9%	20	4.8%
Fountain	20	4.5%	0	0.0%	0	0.0%	0	0.0%	20	4.8%
Hendricks	0	0.0%	0	0.0%	0	0.0%	0	0.0%	20	4.8%
All Other Counties	195	44.3%	170	47.2%	195	60.9%	220	50.6%	185	44.0%
Total In-Migration:	440	100.0%	360	100.0%	320	100.0%	435	100.0%	420	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*Parke County, Indiana***2016, 2017, 2018, 2019, 2020**

Destination County	..... 2016 .....		..... 2017 .....		..... 2018 .....		..... 2019 .....		..... 2020	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Vigo	85	20.2%	75	21.4%	95	25.3%	80	20.8%	65	18.3%
Marion	20	4.8%	0	0.0%	0	0.0%	0	0.0%	20	5.6%
Vermillion	60	14.3%	55	15.7%	50	13.3%	60	15.6%	55	15.5%
Clay	25	6.0%	35	10.0%	30	8.0%	25	6.5%	30	8.5%
Putnam	30	7.1%	20	5.7%	0	0.0%	25	6.5%	25	7.0%
Fountain	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Hendricks	0	0.0%	0	0.0%	0	0.0%	0	0.0%	20	5.6%
All Other Counties	200	47.6%	165	47.1%	200	53.3%	195	50.6%	140	39.4%
Total Out-Migration:	420	100.0%	350	100.0%	375	100.0%	385	100.0%	355	100.0%

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

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

Net Annual Household Migration*Parke County, Indiana***2016, 2017, 2018, 2019, 2020**

County	..... 2016 .....	..... 2017 .....	..... 2018 .....	..... 2019 .....	..... 2020
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Vigo	0	-5	-30	-5	5
Marion	5	25	20	25	25
Vermillion	-10	-15	-10	-5	-20
Clay	20	-10	-30	5	-5
Putnam	-10	10	0	5	-5
Fountain	20	0	0	0	20
Hendricks	0	0	0	0	0
All Other Counties	-5	5	-5	25	45
Total Net Migration:	20	10	-55	50	65

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

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

2024 Household Classification by Market Groups

Parke County, Indiana

Household Type/ Geographic Designation	Estimated Number	Estimated Share
Empty Nesters & Retirees	2,840	46.7%
<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>	2,840	46.7%
Traditional & Non-Traditional Families	2,400	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>	2,400	39.5%
Younger Singles & Couples	840	13.8%
<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>	840	13.8%
Total:	6,080	100.0%
2024 Estimated Median Income:	\$67,100	
2024 Estimated National Median Income:	\$75,800	
2024 Estimated Median Home Value:	\$127,900	
2024 Estimated National Median Home Value:	\$321,000	

2024 Household Classification by Market Groups

Parke County, Indiana

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Empty Nesters & Retirees	2,840	46.7%		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	0	0.0%		
Blue-Collar Retirees	0	0.0%		
Middle-Class Move-Downs	0	0.0%		
Hometown Seniors	0	0.0%		
Second City Seniors	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Metropolitan Suburbs</i>				
The One Percenters	0	0.0%		
Old Money	0	0.0%		
Affluent Empty Nesters	0	0.0%		
Suburban Establishment	0	0.0%		
Mainstream Empty Nesters	0	0.0%		
Middle-American Retirees	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Town & Country/Exurbs</i>				
Small-Town Patriarchs	0	0.0%		
Pillars of the Community	0	0.0%		
New Empty Nesters	0	0.0%		
Traditional Couples	0	0.0%		
RV Retirees	1,035	17.0%	\$87,200	\$164,900
Country Couples	5	0.1%	\$77,900	\$161,900
Hometown Retirees	465	7.6%	\$67,500	\$125,100
Heartland Retirees	365	6.0%	\$65,900	\$155,100
Village Elders	0	0.0%		
Small-Town Seniors	0	0.0%		
Back Country Seniors	970	16.0%	\$46,400	\$92,100
<i>Subtotal:</i>	2,840	46.7%		

2024 Household Classification by Market Groups

Parke County, Indiana

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Traditional & Non-Traditional Families	2,400	39.5%		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0.0%		
Multi-Ethnic Families	0	0.0%		
Uptown Families	0	0.0%		
In-Town Families	0	0.0%		
New American Strivers	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	0	0.0%		
Nouveau Money	0	0.0%		
Button-Down Families	0	0.0%		
Fiber-Optic Families	0	0.0%		
Late-Nest Suburbanites	0	0.0%		
Full-Nest Suburbanites	0	0.0%		
Kids 'r' Us	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	0	0.0%		
New Town Families	0	0.0%		
Full-Nest Exurbanites	0	0.0%		
Rural Families	985	16.2%	\$87,500	\$159,600
Traditional Families	0	0.0%		
Small-Town Families	5	0.1%	\$85,300	\$191,000
Four-by-Four Families	0	0.0%		
Rustic Families	1,410	23.2%	\$67,700	\$121,300
Hometown Families	0	0.0%		
<i>Subtotal:</i>	2,400	39.5%		

2024 Household Classification by Market Groups

Parke County, Indiana

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
Younger Singles & Couples	840	13.8%		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0.0%		
Small-City Singles	0	0.0%		
Twentysomethings	0	0.0%		
Second-City Strivers	0	0.0%		
Multi-Ethnic Singles	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	0	0.0%		
Suburban Achievers	0	0.0%		
Suburban Strivers	0	0.0%		
<i>Subtotal:</i>	0	0.0%		
<i>Town & Country/Exurbs</i>				
Hometown Sweethearts	0	0.0%		
Blue-Collar Traditionalists	410	6.7%	\$52,400	\$94,800
Rural Couples	430	7.1%	\$42,200	\$83,500
Rural Strivers	0	0.0%		
<i>Subtotal:</i>	840	13.8%		

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

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	2,840	105	32.8%
<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>	2,840	105	32.8%
Traditional & Non-Traditional Families	2,400	135	42.2%
<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>	2,400	135	42.2%
Younger Singles & Couples	840	80	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>	840	80	25.0%
Total:	6,080	320	100.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	2,840	105	32.8%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	0	0	0.0%
Pillars of the Community	0	0	0.0%
New Empty Nesters	0	0	0.0%
Traditional Couples	0	0	0.0%
RV Retirees	1,035	30	9.4%
Country Couples	5	0	0.0%
Hometown Retirees	465	15	4.7%
Heartland Retirees	365	10	3.1%
Village Elders	0	0	0.0%
Small-Town Seniors	0	0	0.0%
Back Country Seniors	970	50	15.6%
<i>Subtotal:</i>	<u>2,840</u>	<u>105</u>	<u>32.8%</u>

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

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	2,400	135	42.2%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	0	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
Rural Families	985	40	12.5%
Traditional Families	0	0	0.0%
Small-Town Families	5	0	0.0%
Four-by-Four Families	0	0	0.0%
Rustic Families	1,410	95	29.7%
Hometown Families	0	0	0.0%
<i>Subtotal:</i>	<u>2,400</u>	<u>135</u>	<u>42.2%</u>

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

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	840	80	25.0%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	0	0	0.0%
Blue-Collar Traditionalists	410	25	7.8%
Rural Couples	430	55	17.2%
Rural Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>840</u>	<u>80</u>	<u>25.0%</u>

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

Summary: Appendix Two, Tables 1 Through 3

Vermillion County, Indiana, Clay County, Indiana, Putnam County, Indiana

Household Type/ Geographic Designation	<i>Vermillion County</i>	<i>Clay County</i>	<i>Putnam County</i>	Total
Empty Nesters & Retirees	15	5	0	20
<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>	15	5	0	20
Traditional & Non-Traditional Families	20	15	15	50
<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	15	15	50
Younger Singles & Couples	15	10	5	30
<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>	15	10	5	30
Total:	50	30	20	100
Percent:	50.0%	30.0%	20.0%	100.0%

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

Summary: Appendix Two, Tables 1 Through 3

Vermillion County, Indiana, Clay County, Indiana, Putnam County, Indiana

	<i>Vermillion County</i>	<i>Clay County</i>	<i>Putnam County</i>	<i>Total</i>
Empty Nesters & Retirees	15	5	0	20
<i>Metropolitan Cities</i>				
The Social Register	0	0	0	0
Urban Establishment	0	0	0	0
Multi-Ethnic Empty Nesters	0	0	0	0
Cosmopolitan Couples	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	0	0	0	0
Blue-Collar Retirees	0	0	0	0
Middle-Class Move-Downs	0	0	0	0
Hometown Seniors	0	0	0	0
Second City Seniors	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Metropolitan Suburbs</i>				
The One Percenters	0	0	0	0
Old Money	0	0	0	0
Affluent Empty Nesters	0	0	0	0
Suburban Establishment	0	0	0	0
Mainstream Empty Nesters	0	0	0	0
Middle-American Retirees	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Town & Country/Exurbs</i>				
Small-Town Patriarchs	0	0	0	0
Pillars of the Community	0	0	0	0
New Empty Nesters	0	0	0	0
Traditional Couples	0	0	0	0
RV Retirees	5	0	0	5
Country Couples	0	0	0	0
Hometown Retirees	0	0	0	0
Heartland Retirees	0	0	0	0
Village Elders	0	0	0	0
Small-Town Seniors	5	5	0	10
Back Country Seniors	5	0	0	5
<i>Subtotal:</i>	<u>15</u>	<u>5</u>	<u>0</u>	<u>20</u>

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

Summary: Appendix Two, Tables 1 Through 3

Vermillion County, Indiana, Clay County, Indiana, Putnam County, Indiana

	<i>Vermillion County</i>	<i>Clay County</i>	<i>Putnam County</i>	<i>Total</i>
Traditional & Non-Traditional Families	20	15	15	50
<i>Metropolitan Cities</i>				
e-Type Families	0	0	0	0
Multi-Cultural Families	0	0	0	0
Inner-City Families	0	0	0	0
Single-Parent Families	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0	0	0
Multi-Ethnic Families	0	0	0	0
Uptown Families	0	0	0	0
In-Town Families	0	0	0	0
New American Strivers	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Metropolitan Suburbs</i>				
Corporate Establishment	0	0	0	0
Nouveau Money	0	0	0	0
Button-Down Families	0	0	0	0
Fiber-Optic Families	0	0	0	0
Late-Nest Suburbanites	0	0	0	0
Full-Nest Suburbanites	0	0	0	0
Kids 'r' Us	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	0	0	0	0
New Town Families	0	0	0	0
Full-Nest Exurbanites	0	0	0	0
Rural Families	5	5	5	15
Traditional Families	0	0	0	0
Small-Town Families	5	5	0	10
Four-by-Four Families	0	0	0	0
Rustic Families	10	5	5	20
Hometown Families	0	0	5	5
<i>Subtotal:</i>	<u>20</u>	<u>15</u>	<u>15</u>	<u>50</u>

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

Summary: Appendix Two, Tables 1 Through 3

Vermillion County, Indiana, Clay County, Indiana, Putnam County, Indiana

	<i>Vermillion County</i>	<i>Clay County</i>	<i>Putnam County</i>	<i>Total</i>
Younger Singles & Couples	15	10	5	30
<i>Metropolitan Cities</i>				
New Power Couples	0	0	0	0
New Bohemians	0	0	0	0
Cosmopolitan Elite	0	0	0	0
Downtown Couples	0	0	0	0
Downtown Proud	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0	0	0
Small-City Singles	0	0	0	0
Twentysomethings	0	0	0	0
Second-City Strivers	0	0	0	0
Multi-Ethnic Singles	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	0	0	0	0
Suburban Achievers	0	0	0	0
Suburban Strivers	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Town & Country/Exurbs</i>				
Hometown Sweethearts	5	5	0	10
Blue-Collar Traditionalists	0	0	0	0
Rural Couples	5	0	5	10
Rural Strivers	5	5	0	10
<i>Subtotal:</i>	<u>15</u>	<u>10</u>	<u>5</u>	<u>30</u>

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

Summary: Appendix Three, Tables 1 And 2

Vigo County, Indiana, Marion County, Indiana

<u>Household Type/ Geographic Designation</u>	<u><i>Vigo County</i></u>	<u><i>Marion County</i></u>	<u>Total</u>
Empty Nesters & Retirees	10	0	10
<i>Metropolitan Cities</i>	0	0	0
<i>Small Cities/Satellite Cities</i>	5	0	5
<i>Metropolitan Suburbs</i>	0	0	0
<i>Town & Country/Exurbs</i>	5	0	5
Traditional & Non-Traditional Families	25	5	30
<i>Metropolitan Cities</i>	0	0	0
<i>Small Cities/Satellite Cities</i>	5	5	10
<i>Metropolitan Suburbs</i>	0	0	0
<i>Town & Country/Exurbs</i>	20	0	20
Younger Singles & Couples	45	30	75
<i>Metropolitan Cities</i>	0	0	0
<i>Small Cities/Satellite Cities</i>	25	20	45
<i>Metropolitan Suburbs</i>	5	10	15
<i>Town & Country/Exurbs</i>	15	0	15
Total:	80	35	115
Percent:	69.6%	30.4%	100.0%

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

Summary: Appendix Three, Tables 1 And 2

Vigo County, Indiana, Marion County, Indiana

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

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

Summary: Appendix Three, Tables 1 And 2

Vigo County, Indiana, Marion County, Indiana

	<i>Vigo County</i>	<i>Marion County</i>	Total
Traditional & Non-Traditional Families	25	5	30
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0
Multi-Cultural Families	0	0	0
Inner-City Families	0	0	0
Single-Parent Families	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0
Multi-Ethnic Families	0	0	0
Uptown Families	0	0	0
In-Town Families	5	0	5
New American Strivers	0	5	5
<i>Subtotal:</i>	<u>5</u>	<u>5</u>	<u>10</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0
Nouveau Money	0	0	0
Button-Down Families	0	0	0
Fiber-Optic Families	0	0	0
Late-Nest Suburbanites	0	0	0
Full-Nest Suburbanites	0	0	0
Kids 'r' Us	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0
New Town Families	0	0	0
Full-Nest Exurbanites	0	0	0
Rural Families	5	0	5
Traditional Families	0	0	0
Small-Town Families	5	0	5
Four-by-Four Families	0	0	0
Rustic Families	5	0	5
Hometown Families	5	0	5
<i>Subtotal:</i>	<u>20</u>	<u>0</u>	<u>20</u>

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

Summary: Appendix Three, Tables 1 And 2

Vigo County, Indiana, Marion County, Indiana

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

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

<u>Household Type / Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	45	20.0%
<i>Metropolitan Cities</i>	10	4.4%
<i>Small Cities/Satellite Cities</i>	10	4.4%
<i>Metropolitan Suburbs</i>	15	6.7%
<i>Town & Country/Exurbs</i>	10	4.4%
Traditional & Non-Traditional Families	80	35.6%
<i>Metropolitan Cities</i>	10	4.4%
<i>Small Cities/Satellite Cities</i>	20	8.9%
<i>Metropolitan Suburbs</i>	10	4.4%
<i>Town & Country/Exurbs</i>	40	17.8%
Younger Singles & Couples	100	44.4%
<i>Metropolitan Cities</i>	25	11.1%
<i>Small Cities/Satellite Cities</i>	30	13.3%
<i>Metropolitan Suburbs</i>	20	8.9%
<i>Town & Country/Exurbs</i>	25	11.1%
Total:	225	100.0%

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

	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	45	20.0%
<i>Metropolitan Cities</i>		
The Social Register	0	0.0%
Urban Establishment	5	2.2%
Multi-Ethnic Empty Nesters	0	0.0%
Cosmopolitan Couples	5	2.2%
<i>Subtotal:</i>	<u>10</u>	<u>4.4%</u>
<i>Small Cities/Satellite Cities</i>		
Second City Establishment	0	0.0%
Blue-Collar Retirees	5	2.2%
Middle-Class Move-Downs	0	0.0%
Hometown Seniors	0	0.0%
Second City Seniors	5	2.2%
<i>Subtotal:</i>	<u>10</u>	<u>4.4%</u>
<i>Metropolitan Suburbs</i>		
The One Percenters	0	0.0%
Old Money	0	0.0%
Affluent Empty Nesters	0	0.0%
Suburban Establishment	5	2.2%
Mainstream Empty Nesters	5	2.2%
Middle-American Retirees	5	2.2%
<i>Subtotal:</i>	<u>15</u>	<u>6.7%</u>
<i>Town & Country/Exurbs</i>		
Small-Town Patriarchs	0	0.0%
Pillars of the Community	0	0.0%
New Empty Nesters	0	0.0%
Traditional Couples	0	0.0%
RV Retirees	0	0.0%
Country Couples	0	0.0%
Hometown Retirees	0	0.0%
Heartland Retirees	0	0.0%
Village Elders	0	0.0%
Small-Town Seniors	5	2.2%
Back Country Seniors	5	2.2%
<i>Subtotal:</i>	<u>10</u>	<u>4.4%</u>

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

	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	80	35.6%
<i>Metropolitan Cities</i>		
e-Type Families	0	0.0%
Multi-Cultural Families	0	0.0%
Inner-City Families	5	2.2%
Single-Parent Families	5	2.2%
<i>Subtotal:</i>	<u>10</u>	<u>4.4%</u>
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	0	0.0%
Multi-Ethnic Families	5	2.2%
Uptown Families	5	2.2%
In-Town Families	5	2.2%
New American Strivers	5	2.2%
<i>Subtotal:</i>	<u>20</u>	<u>8.9%</u>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	0	0.0%
Nouveau Money	0	0.0%
Button-Down Families	0	0.0%
Fiber-Optic Families	0	0.0%
Late-Nest Suburbanites	5	2.2%
Full-Nest Suburbanites	0	0.0%
Kids 'r' Us	5	2.2%
<i>Subtotal:</i>	<u>10</u>	<u>4.4%</u>
<i>Town & Country/Exurbs</i>		
Ex-Urban Elite	5	2.2%
New Town Families	0	0.0%
Full-Nest Exurbanites	5	2.2%
Rural Families	5	2.2%
Traditional Families	0	0.0%
Small-Town Families	5	2.2%
Four-by-Four Families	5	2.2%
Rustic Families	10	4.4%
Hometown Families	5	2.2%
<i>Subtotal:</i>	<u>40</u>	<u>17.8%</u>

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

	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	100	44.4%
<i>Metropolitan Cities</i>		
New Power Couples	0	0.0%
New Bohemians	10	4.4%
Cosmopolitan Elite	0	0.0%
Downtown Couples	5	2.2%
Downtown Proud	10	4.4%
<i>Subtotal:</i>	<u>25</u>	<u>11.1%</u>
<i>Small Cities/Satellite Cities</i>		
The VIPs	5	2.2%
Small-City Singles	5	2.2%
Twentysomethings	10	4.4%
Second-City Strivers	5	2.2%
Multi-Ethnic Singles	5	2.2%
<i>Subtotal:</i>	<u>30</u>	<u>13.3%</u>
<i>Metropolitan Suburbs</i>		
Fast-Track Professionals	5	2.2%
Suburban Achievers	5	2.2%
Suburban Strivers	10	4.4%
<i>Subtotal:</i>	<u>20</u>	<u>8.9%</u>
<i>Town & Country/Exurbs</i>		
Hometown Sweethearts	5	2.2%
Blue-Collar Traditionalists	5	2.2%
Rural Couples	10	4.4%
Rural Strivers	5	2.2%
<i>Subtotal:</i>	<u>25</u>	<u>11.1%</u>

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

Summary: Appendix One, Tables 3 Through 6

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

<u>Household Type / Geographic Designation</u>	<u>Parke 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	20	10	45	180
<i>Metropolitan Cities</i>	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	0	5	10	15
<i>Metropolitan Suburbs</i>	0	0	0	15	15
<i>Town & Country/Exurbs</i>	105	20	5	10	140
Traditional & Non-Traditional Families	135	50	30	80	295
<i>Metropolitan Cities</i>	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>	0	0	10	20	30
<i>Metropolitan Suburbs</i>	0	0	0	10	10
<i>Town & Country/Exurbs</i>	135	50	20	40	245
Younger Singles & Couples	80	30	75	100	285
<i>Metropolitan Cities</i>	0	0	0	25	25
<i>Small Cities/Satellite Cities</i>	0	0	45	30	75
<i>Metropolitan Suburbs</i>	0	0	15	20	35
<i>Town & Country/Exurbs</i>	80	30	15	25	150
Total:	320	100	115	225	760
Percent:	42.1%	13.2%	15.1%	29.6%	100.0%

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

Summary: Appendix One, Tables 3 Through 6

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<u>Parke 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	20	10	45	180
<i>Metropolitan Cities</i>					
The Social Register	0	0	0	0	0
Urban Establishment	0	0	0	5	5
Multi-Ethnic Empty Nesters	0	0	0	0	0
Cosmopolitan Couples	0	0	0	5	5
Subtotal:	0	0	0	10	10
<i>Small Cities/Satellite Cities</i>					
Second City Establishment	0	0	0	0	0
Blue-Collar Retirees	0	0	0	5	5
Middle-Class Move-Downs	0	0	0	0	0
Hometown Seniors	0	0	0	0	0
Second City Seniors	0	0	5	5	10
Subtotal:	0	0	5	10	15
<i>Metropolitan Suburbs</i>					
The One Percenters	0	0	0	0	0
Old Money	0	0	0	0	0
Affluent Empty Nesters	0	0	0	0	0
Suburban Establishment	0	0	0	5	5
Mainstream Empty Nesters	0	0	0	5	5
Middle-American Retirees	0	0	0	5	5
Subtotal:	0	0	0	15	15
<i>Town & Country/Exurbs</i>					
Small-Town Patriarchs	0	0	0	0	0
Pillars of the Community	0	0	0	0	0
New Empty Nesters	0	0	0	0	0
Traditional Couples	0	0	0	0	0
RV Retirees	30	5	0	0	35
Country Couples	0	0	0	0	0
Hometown Retirees	15	0	0	0	15
Heartland Retirees	10	0	0	0	10
Village Elders	0	0	0	0	0
Small-Town Seniors	0	10	5	5	20
Back Country Seniors	50	5	0	5	60
Subtotal:	105	20	5	10	140

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

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

Summary: Appendix One, Tables 3 Through 6

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<u>Parke County</u>	<u>Regional Draw Area</u>	<u>Metropolitan Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
Traditional & Non-Traditional Families	135	50	30	80	295
<i>Metropolitan Cities</i>					
e-Type Families	0	0	0	0	0
Multi-Cultural Families	0	0	0	0	0
Inner-City Families	0	0	0	5	5
Single-Parent Families	0	0	0	5	5
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>					
Unibox Transferees	0	0	0	0	0
Multi-Ethnic Families	0	0	0	5	5
Uptown Families	0	0	0	5	5
In-Town Families	0	0	5	5	10
New American Strivers	0	0	5	5	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>30</u>
<i>Metropolitan Suburbs</i>					
Corporate Establishment	0	0	0	0	0
Nouveau Money	0	0	0	0	0
Button-Down Families	0	0	0	0	0
Fiber-Optic Families	0	0	0	0	0
Late-Nest Suburbanites	0	0	0	5	5
Full-Nest Suburbanites	0	0	0	0	0
Kids 'r' Us	0	0	0	5	5
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>10</u>
<i>Town & Country/Exurbs</i>					
Ex-Urban Elite	0	0	0	5	5
New Town Families	0	0	0	0	0
Full-Nest Exurbanites	0	0	0	5	5
Rural Families	40	15	5	5	65
Traditional Families	0	0	0	0	0
Small-Town Families	0	10	5	5	20
Four-by-Four Families	0	0	0	5	5
Rustic Families	95	20	5	10	130
Hometown Families	0	5	5	5	15
<i>Subtotal:</i>	<u>135</u>	<u>50</u>	<u>20</u>	<u>40</u>	<u>245</u>

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

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

Summary: Appendix One, Tables 3 Through 6

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

	<u><i>Parke 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>
Younger Singles & Couples	80	30	75	100	285
<i>Metropolitan Cities</i>					
New Power Couples	0	0	0	0	0
New Bohemians	0	0	0	10	10
Cosmopolitan Elite	0	0	0	0	0
Downtown Couples	0	0	0	5	5
Downtown Proud	0	0	0	10	10
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>25</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	0	0	0	5	5
Small-City Singles	0	0	15	5	20
Twentysomethings	0	0	10	10	20
Second-City Strivers	0	0	5	5	10
Multi-Ethnic Singles	0	0	15	5	20
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>45</u>	<u>30</u>	<u>75</u>
<i>Metropolitan Suburbs</i>					
Fast-Track Professionals	0	0	5	5	10
Suburban Achievers	0	0	0	5	5
Suburban Strivers	0	0	10	10	20
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>15</u>	<u>20</u>	<u>35</u>
<i>Town & Country/Exurbs</i>					
Hometown Sweethearts	0	10	5	5	20
Blue-Collar Traditionalists	25	0	0	5	30
Rural Couples	55	10	5	10	80
Rural Strivers	0	10	5	5	20
<i>Subtotal:</i>	<u>80</u>	<u>30</u>	<u>15</u>	<u>25</u>	<u>150</u>

Tenure (Renter/Buyer) Profile

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

<u>Household Type/ Geographic Designation</u>	<u>Potential Renters</u>	<u>Potential Owners</u>	<u>Total</u>
Empty Nesters & Retirees	57	123	180
<i>Metropolitan Cities</i>	8	2	10
<i>Small Cities/Satellite Cities</i>	10	5	15
<i>Metropolitan Suburbs</i>	5	10	15
<i>Town & Country/Exurbs</i>	34	106	140
Traditional & Non-Traditional Families	86	209	295
<i>Metropolitan Cities</i>	6	4	10
<i>Small Cities/Satellite Cities</i>	16	14	30
<i>Metropolitan Suburbs</i>	4	6	10
<i>Town & Country/Exurbs</i>	60	185	245
Younger Singles & Couples	149	136	285
<i>Metropolitan Cities</i>	20	5	25
<i>Small Cities/Satellite Cities</i>	52	23	75
<i>Metropolitan Suburbs</i>	22	13	35
<i>Town & Country/Exurbs</i>	55	95	150
Total:	292	468	760
Percent:	38.4%	61.6%	100.0%

Tenure (Renter/Buyer) Profile

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

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

Empty Nesters & Retirees	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
Urban Establishment	4	1	5
Cosmopolitan Couples	4	1	5
<i>Subtotal:</i>	<u>8</u>	<u>2</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>			
Blue-Collar Retirees	2	3	5
Second City Seniors	8	2	10
<i>Subtotal:</i>	<u>10</u>	<u>5</u>	<u>15</u>
<i>Metropolitan Suburbs</i>			
Suburban Establishment	1	4	5
Mainstream Empty Nesters	2	3	5
Middle-American Retirees	2	3	5
<i>Subtotal:</i>	<u>5</u>	<u>10</u>	<u>15</u>
<i>Town & Country/Exurbs</i>			
RV Retirees	6	29	35
Hometown Retirees	3	12	15
Heartland Retirees	2	8	10
Small-Town Seniors	8	12	20
Back Country Seniors	15	45	60
<i>Subtotal:</i>	<u>34</u>	<u>106</u>	<u>140</u>
Total:	57	123	180
Percent:	31.7%	68.3%	100.0%

Tenure (Renter/Buyer) Profile

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

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

Traditional & Non-Traditional Families	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
Inner-City Families	3	2	5
Single-Parent Families	3	2	5
<i>Subtotal:</i>	<u>6</u>	<u>4</u>	<u>10</u>
<i>Small Cities/Satellite Cities</i>			
Multi-Ethnic Families	2	3	5
Uptown Families	2	3	5
In-Town Families	4	6	10
New American Strivers	8	2	10
<i>Subtotal:</i>	<u>16</u>	<u>14</u>	<u>30</u>
<i>Metropolitan Suburbs</i>			
Late-Nest Suburbanites	2	3	5
Kids 'r' Us	2	3	5
<i>Subtotal:</i>	<u>4</u>	<u>6</u>	<u>10</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1	4	5
Full-Nest Exurbanites	1	4	5
Rural Families	12	53	65
Small-Town Families	8	12	20
Four-by-Four Families	1	4	5
Rustic Families	28	102	130
Hometown Families	9	6	15
<i>Subtotal:</i>	<u>60</u>	<u>185</u>	<u>245</u>
Total:	86	209	295
Percent:	29.2%	70.8%	100.0%

Tenure (Renter/Buyer) Profile

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

Younger Singles & Couples	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
New Bohemians	8	2	10
Downtown Couples	3	2	5
Downtown Proud	9	1	10
<i>Subtotal:</i>	<u>20</u>	<u>5</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	3	2	5
Small-City Singles	9	11	20
Twentysomethings	16	4	20
Second-City Strivers	8	2	10
Multi-Ethnic Singles	16	4	20
<i>Subtotal:</i>	<u>52</u>	<u>23</u>	<u>75</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	8	2	10
Suburban Achievers	2	3	5
Suburban Strivers	12	8	20
<i>Subtotal:</i>	<u>22</u>	<u>13</u>	<u>35</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	8	12	20
Blue-Collar Traditionalists	7	23	30
Rural Couples	28	52	80
Rural Strivers	12	8	20
<i>Subtotal:</i>	<u>55</u>	<u>95</u>	<u>150</u>
Total:	149	136	285
Percent:	52.3%	47.7%	100.0%

Purchase Propensity By Housing Type

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

Household Type/ Geographic Designation	.. Multi-Family ..	..... Single-Family .....	..... Detached	Total
	..... Attached			
Empty Nesters & Retirees	4	12	107	123
<i>Metropolitan Cities</i>	2	0	0	2
<i>Small Cities/Satellite Cities</i>	0	1	4	5
<i>Metropolitan Suburbs</i>	0	3	7	10
<i>Town & Country/Exurbs</i>	2	8	96	106
Traditional & Non-Traditional Families	7	25	177	209
<i>Metropolitan Cities</i>	1	2	1	4
<i>Small Cities/Satellite Cities</i>	0	4	10	14
<i>Metropolitan Suburbs</i>	1	2	3	6
<i>Town & Country/Exurbs</i>	5	17	163	185
Younger Singles & Couples	11	26	99	136
<i>Metropolitan Cities</i>	2	2	1	5
<i>Small Cities/Satellite Cities</i>	2	6	15	23
<i>Metropolitan Suburbs</i>	3	4	6	13
<i>Town & Country/Exurbs</i>	4	14	77	95
Total:	22	63	383	468
Percent:	4.7%	13.5%	81.8%	100.0%

Purchase Propensity By Housing Type

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

Empty Nesters & Retirees	... Multi-Family ...	..... Single-Family .....	..... Detached	Total
<i>Metropolitan Cities</i>				
Urban Establishment	1	0	0	1
Cosmopolitan Couples	1	0	0	1
Subtotal:	2	0	0	2
<i>Small Cities/Satellite Cities</i>				
Blue-Collar Retirees	0	1	2	3
Second City Seniors	0	0	2	2
Subtotal:	0	1	4	5
<i>Metropolitan Suburbs</i>				
Suburban Establishment	0	1	3	4
Mainstream Empty Nesters	0	1	2	3
Middle-American Retirees	0	1	2	3
Subtotal:	0	3	7	10
<i>Town & Country/Exurbs</i>				
RV Retirees	0	1	28	29
Hometown Retirees	0	1	11	12
Heartland Retirees	0	0	8	8
Small-Town Seniors	0	2	10	12
Back Country Seniors	2	4	39	45
Subtotal:	2	8	96	106
Total:	4	12	107	123
Percent:	3.3%	9.8%	87.0%	100.0%

Purchase Propensity By Housing Type

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

Traditional & Non-Traditional Families	<i>Multi-Family</i>	<i>Single-Family</i>		Total
		<i>.... Attached</i>	<i>.... Detached</i>	
<i>Metropolitan Cities</i>				
Inner-City Families	0	1	1	2
Single-Parent Families	1	1	0	2
<i>Subtotal:</i>	<u>1</u>	<u>2</u>	<u>1</u>	<u>4</u>
<i>Small Cities/Satellite Cities</i>				
Multi-Ethnic Families	0	1	2	3
Uptown Families	0	1	2	3
In-Town Families	0	2	4	6
New American Strivers	0	0	2	2
<i>Subtotal:</i>	<u>0</u>	<u>4</u>	<u>10</u>	<u>14</u>
<i>Metropolitan Suburbs</i>				
Late-Nest Suburbanites	1	1	1	3
Kids 'r' Us	0	1	2	3
<i>Subtotal:</i>	<u>1</u>	<u>2</u>	<u>3</u>	<u>6</u>
<i>Town & Country/Exurbs</i>				
Ex-Urban Elite	0	0	4	4
Full-Nest Exurbanites	0	0	4	4
Rural Families	1	2	50	53
Small-Town Families	1	3	8	12
Four-by-Four Families	0	1	3	4
Rustic Families	3	8	91	102
Hometown Families	0	3	3	6
<i>Subtotal:</i>	<u>5</u>	<u>17</u>	<u>163</u>	<u>185</u>
Total:	7	25	177	209
Percent:	3.3%	12.0%	84.7%	100.0%

Purchase Propensity By Housing Type

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

Younger Singles & Couples	... Multi-Family ...	..... Single-Family		Total
		.... Attached ....	.... Detached	
<i>Metropolitan Cities</i>				
New Bohemians	1	1	0	2
Downtown Couples	0	1	1	2
Downtown Proud	1	0	0	1
<i>Subtotal:</i>	2	2	1	5
<i>Small Cities/Satellite Cities</i>				
The VIPs	1	1	0	2
Small-City Singles	0	3	8	11
Twentysomethings	1	1	2	4
Second-City Strivers	0	0	2	2
Multi-Ethnic Singles	0	1	3	4
<i>Subtotal:</i>	2	6	15	23
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	2	0	0	2
Suburban Achievers	0	1	2	3
Suburban Strivers	1	3	4	8
<i>Subtotal:</i>	3	4	6	13
<i>Town & Country/Exurbs</i>				
Hometown Sweethearts	0	2	10	12
Blue-Collar Traditionalists	2	3	18	23
Rural Couples	2	7	43	52
Rural Strivers	0	2	6	8
<i>Subtotal:</i>	4	14	77	95
Total:	11	26	99	136
Percent:	8.1%	19.1%	72.8%	100.0%

Renter Households By Income Bands

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

Household Type/ Geographic Designation	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	7	11	5	2	32	57
<i>Metropolitan Cities</i>	1	1	0	0	6	8
<i>Small Cities/Satellite Cities</i>	3	4	1	0	2	10
<i>Metropolitan Suburbs</i>	0	0	0	0	5	5
<i>Town & Country/Exurbs</i>	3	6	4	2	19	34
Traditional & Non-Traditional Families	17	14	8	5	42	86
<i>Metropolitan Cities</i>	2	2	0	0	2	6
<i>Small Cities/Satellite Cities</i>	4	4	2	0	6	16
<i>Metropolitan Suburbs</i>	0	0	0	0	4	4
<i>Town & Country/Exurbs</i>	11	8	6	5	30	60
Younger Singles & Couples	30	35	17	12	55	149
<i>Metropolitan Cities</i>	4	4	1	1	10	20
<i>Small Cities/Satellite Cities</i>	12	14	7	4	15	52
<i>Metropolitan Suburbs</i>	4	5	3	2	8	22
<i>Town & Country/Exurbs</i>	10	12	6	5	22	55
Total:	54	60	30	19	129	292
Percent:	18.5%	20.5%	10.3%	6.5%	44.2%	100.0%

Renter Households By Income Bands

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

Empty Nesters & Retirees	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	4	4
Cosmopolitan Couples	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>4</u>
<i>Subtotal:</i>	1	1	0	0	6	8
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	1	0	0	1	2
Second City Seniors	<u>3</u>	<u>3</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>8</u>
<i>Subtotal:</i>	3	4	1	0	2	10
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	1	1
Mainstream Empty Nesters	0	0	0	0	2	2
Middle-American Retirees	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>2</u>
<i>Subtotal:</i>	0	0	0	0	5	5
<i>Town & Country/Exurbs</i>						
RV Retirees	0	1	1	0	4	6
Hometown Retirees	0	0	0	0	3	3
Heartland Retirees	0	0	0	0	2	2
Small-Town Seniors	1	2	1	1	3	8
Back Country Seniors	<u>2</u>	<u>3</u>	<u>2</u>	<u>1</u>	<u>7</u>	<u>15</u>
<i>Subtotal:</i>	3	6	4	2	19	34
Total:	7	11	5	2	32	57
Percent:	12.3%	19.3%	8.8%	3.5%	56.1%	100.0%

Renter Households By Income Bands

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

Traditional & Non-Traditional Families	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
Inner-City Families	1	1	0	0	1	3
Single-Parent Families	1	1	0	0	1	3
<i>Subtotal:</i>	2	2	0	0	2	6
<i>Small Cities/Satellite Cities</i>						
Multi-Ethnic Families	0	0	0	0	2	2
Uptown Families	0	0	0	0	2	2
In-Town Families	1	1	1	0	1	4
New American Strivers	3	3	1	0	1	8
<i>Subtotal:</i>	4	4	2	0	6	16
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	2	2
Kids 'r' Us	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	4	4
<i>Town & Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	1	1
Full-Nest Exurbanites	0	0	0	0	1	1
Rural Families	1	1	1	1	8	12
Small-Town Families	1	1	1	1	4	8
Four-by-Four Families	0	0	0	0	1	1
Rustic Families	5	4	3	3	13	28
Hometown Families	4	2	1	0	2	9
<i>Subtotal:</i>	11	8	6	5	30	60
Total:	17	14	8	5	42	86
Percent:	19.8%	16.3%	9.3%	5.8%	48.8%	100.0%

Renter Households By Income Bands

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

Younger Singles & Couples	Renter Income Bands					Total
	Below 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 100% AMI	Above 100% AMI	
Metropolitan Cities						
New Bohemians	1	1	0	0	6	8
Downtown Couples	1	1	0	0	1	3
Downtown Proud	2	2	1	1	3	9
Subtotal:	4	4	1	1	10	20
Small Cities/Satellite Cities						
The VIPs	0	0	0	0	3	3
Small-City Singles	1	2	1	1	4	9
Twentysomethings	4	5	3	1	3	16
Second-City Strivers	2	2	1	1	2	8
Multi-Ethnic Singles	5	5	2	1	3	16
Subtotal:	12	14	7	4	15	52
Metropolitan Suburbs						
Fast-Track Professionals	1	1	1	1	4	8
Suburban Achievers	0	0	0	0	2	2
Suburban Strivers	3	4	2	1	2	12
Subtotal:	4	5	3	2	8	22
Town & Country/Exurbs						
Hometown Sweethearts	1	1	1	1	4	8
Blue-Collar Traditionalists	1	1	1	1	3	7
Rural Couples	5	7	3	2	11	28
Rural Strivers	3	3	1	1	4	12
Subtotal:	10	12	6	5	22	55
Total:	30	35	17	12	55	149
Percent:	20.1%	23.5%	11.4%	8.1%	36.9%	100.0%

Owner Households By Income Bands

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

Household Type/ Geographic Designation	Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
Empty Nesters & Retirees	14	20	11	8	70	123
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	1	2	0	0	2	5
<i>Metropolitan Suburbs</i>	0	0	0	0	10	10
<i>Town & Country/Exurbs</i>	13	18	11	8	56	106
Traditional & Non-Traditional Families	30	26	20	15	118	209
<i>Metropolitan Cities</i>	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>	3	2	1	0	8	14
<i>Metropolitan Suburbs</i>	0	0	0	0	6	6
<i>Town & Country/Exurbs</i>	27	24	19	15	100	185
Younger Singles & Couples	19	30	12	7	68	136
<i>Metropolitan Cities</i>	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>	3	5	1	1	13	23
<i>Metropolitan Suburbs</i>	2	2	1	0	8	13
<i>Town & Country/Exurbs</i>	14	23	10	6	42	95
Total:	63	76	43	30	256	468
Percent:	13.5%	16.2%	9.2%	6.4%	54.7%	100.0%

Owner Households By Income Bands

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

Empty Nesters & Retirees	Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Cosmopolitan Couples	0	0	0	0	1	1
Subtotal:	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	1	0	0	2	3
Second City Seniors	1	1	0	0	0	2
Subtotal:	1	2	0	0	2	5
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	4	4
Mainstream Empty Nesters	0	0	0	0	3	3
Middle-American Retirees	0	0	0	0	3	3
Subtotal:	0	0	0	0	10	10
<i>Town & Country/Exurbs</i>						
RV Retirees	2	3	2	2	20	29
Hometown Retirees	1	2	1	1	7	12
Heartland Retirees	1	1	1	1	4	8
Small-Town Seniors	2	2	1	1	6	12
Back Country Seniors	7	10	6	3	19	45
Subtotal:	13	18	11	8	56	106
Total:	14	20	11	8	70	123
Percent:	11.4%	16.3%	8.9%	6.5%	56.9%	100.0%

Owner Households By Income Bands

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

.....Ownership Income Bands.....						
Traditional & Non-Traditional Families	Below	30% to	60% to	80% to	Above	Total
	30% AMI	60% AMI	80% AMI	100% AMI	100% AMI	
<i>Metropolitan Cities</i>						
Inner-City Families	0	0	0	0	2	2
Single-Parent Families	0	0	0	0	2	2
Subtotal:	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>						
Multi-Ethnic Families	0	0	0	0	3	3
Uptown Families	0	0	0	0	3	3
In-Town Families	2	1	1	0	2	6
New American Strivers	1	1	0	0	0	2
Subtotal:	3	2	1	0	8	14
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	3	3
Kids 'r' Us	0	0	0	0	3	3
Subtotal:	0	0	0	0	6	6
<i>Town & Country/Exurbs</i>						
Ex-Urban Elite	0	0	0	0	4	4
Full-Nest Exurbanites	0	0	0	0	4	4
Rural Families	6	6	5	4	32	53
Small-Town Families	1	1	1	1	8	12
Four-by-Four Families	0	0	1	0	3	4
Rustic Families	18	15	12	10	47	102
Hometown Families	2	2	0	0	2	6
Subtotal:	27	24	19	15	100	185
Total:	30	26	20	15	118	209
Percent:	14.4%	12.4%	9.6%	7.2%	56.5%	100.0%

Owner Households By Income Bands

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

Younger Singles & Couples	.....Ownership Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	
<i>Metropolitan Cities</i>						
New Bohemians	0	0	0	0	2	2
Downtown Couples	0	0	0	0	2	2
Downtown Proud	0	0	0	0	1	1
Subtotal:	0	0	0	0	5	5
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	0	0	2	2
Small-City Singles	1	3	1	1	5	11
Twentysomethings	1	1	0	0	2	4
Second-City Strivers	0	0	0	0	2	2
Multi-Ethnic Singles	1	1	0	0	2	4
Subtotal:	3	5	1	1	13	23
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	2	2
Suburban Achievers	0	0	0	0	3	3
Suburban Strivers	2	2	1	0	3	8
Subtotal:	2	2	1	0	8	13
<i>Town & Country/Exurbs</i>						
Hometown Sweethearts	1	2	1	1	7	12
Blue-Collar Traditionalists	2	5	2	1	13	23
Rural Couples	8	13	6	4	21	52
Rural Strivers	3	3	1	0	1	8
Subtotal:	14	23	10	6	42	95
Total:	19	30	12	7	68	136
Percent:	14.0%	22.1%	8.8%	5.1%	50.0%	100.0%

Multi-Family Owner Households By Income Bands
 Annual Average Number Of Households With The Potential
 To Move Within/To Parke County Each Year Over The Next Five Years
*Parke County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
Empty Nesters & Retirees	0	0	0	0	4	4
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<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	2	2
Traditional & Non-Traditional Families	1	0	0	0	6	7
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	0	0	0	0	1	1
<i>Town & Country/Exurbs</i>	1	0	0	0	4	5
Younger Singles & Couples	0	0	0	0	11	11
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	0	0	0	0	2	2
<i>Metropolitan Suburbs</i>	0	0	0	0	3	3
<i>Town & Country/Exurbs</i>	0	0	0	0	4	4
Total:	1	0	0	0	21	22
Percent:	4.5%	0.0%	0.0%	0.0%	95.5%	100.0%

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

Multi-Family Owner Households By Income Bands
 Annual Average Number Of Households With The Potential
 To Move Within/To Parke County Each Year Over The Next Five Years
*Parke County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
Empty Nesters & Retirees	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Cosmopolitan Couples	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Town & Country/Exurbs</i>						
Back Country Seniors	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>2</u>
<i>Subtotal:</i>	0	0	0	0	2	2
Total:	0	0	0	0	4	4
Percent:	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%

Multi-Family Owner Households By Income Bands
 Annual Average Number Of Households With The Potential
 To Move Within/To Parke County Each Year Over The Next Five Years
*Parke County, Regional Draw Area,
 Metropolitan Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands						
Traditional & Non-Traditional Families	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
<i>Metropolitan Cities</i>						
Single-Parent Families	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>						
Late-Nest Suburbanites	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<i>Town & Country/Exurbs</i>						
Rural Families	0	0	0	0	1	1
Small-Town Families	0	0	0	0	1	1
Rustic Families	1	0	0	0	2	3
Subtotal:	1	0	0	0	4	5
Total:	1	0	0	0	6	7
Percent:	14.3%	0.0%	0.0%	0.0%	85.7%	100.0%

Multi-Family Owner Households By Income Bands

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

.....Multi-Family Ownership Income Bands						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
<i>Metropolitan Cities</i>						
New Bohemians	0	0	0	0	1	1
Downtown Proud	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	0	0	0	1	1
Twentysomethings	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	2	2
Suburban Strivers	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	3	3
<i>Town & Country/Exurbs</i>						
Blue-Collar Traditionalists	0	0	0	0	2	2
Rural Couples	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	4	4
Total:	0	0	0	0	11	11
Percent:	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%

Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential

To Move Within/To Parke County Each Year Over The Next Five Years

Parke County, Regional Draw Area,

Metropolitan Draw Area, and Balance of the United States

.....Single-Family Attached Ownership Income Bands.....						
Household Type/ Geographic Designation	Below 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 100% AMI	Above 100% AMI	Total
Empty Nesters & Retirees	1	1	1	0	9	12
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>	0	0	0	0	3	3
<i>Town & Country/Exurbs</i>	1	1	1	0	5	8
Traditional & Non-Traditional Families	3	2	1	1	18	25
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	1	0	0	0	3	4
<i>Metropolitan Suburbs</i>	0	0	0	0	2	2
<i>Town & Country/Exurbs</i>	2	2	1	1	11	17
Younger Singles & Couples	3	6	1	1	15	26
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	0	1	0	0	5	6
<i>Metropolitan Suburbs</i>	1	1	0	0	2	4
<i>Town & Country/Exurbs</i>	2	4	1	1	6	14
Total:	7	9	3	2	42	63
Percent:	11.1%	14.3%	4.8%	3.2%	66.7%	100.0%

Single-Family Attached Owner Households By Income Bands

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

.....Single-Family Attached Ownership Income Bands.....						
Empty Nesters & Retirees	Below	30% to	60% to	80% to	Above	Total
	30% AMI	60% AMI	80% AMI	100% AMI	100% AMI	
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	1	1
Mainstream Empty Nesters	0	0	0	0	1	1
Middle-American Retirees	0	0	0	0	1	1
Subtotal:	0	0	0	0	3	3
<i>Town & Country/Exurbs</i>						
RV Retirees	0	0	0	0	1	1
Hometown Retirees	0	0	0	0	1	1
Small-Town Seniors	0	0	0	0	2	2
Back Country Seniors	1	1	1	0	1	4
Subtotal:	1	1	1	0	5	8
Total:	1	1	1	0	9	12
Percent:	8.3%	8.3%	8.3%	0.0%	75.0%	100.0%

Single-Family Attached Owner Households By Income Bands

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

.....Single-Family Attached Ownership Income Bands.....						
Traditional & Non-Traditional Families	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
Metropolitan Cities						
Inner-City Families	0	0	0	0	1	1
Single-Parent Families	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
Small Cities/Satellite Cities						
Multi-Ethnic Families	0	0	0	0	1	1
Uptown Families	0	0	0	0	1	1
In-Town Families	1	0	0	0	1	2
<i>Subtotal:</i>	1	0	0	0	3	4
Metropolitan Suburbs						
Late-Nest Suburbanites	0	0	0	0	1	1
Kids 'r' Us	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
Town & Country/Exurbs						
Rural Families	0	0	0	0	2	2
Small-Town Families	0	0	0	0	3	3
Four-by-Four Families	0	0	0	0	1	1
Rustic Families	1	1	1	1	4	8
Hometown Families	1	1	0	0	1	3
<i>Subtotal:</i>	2	2	1	1	11	17
Total:	3	2	1	1	18	25
Percent:	12.0%	8.0%	4.0%	4.0%	72.0%	100.0%

Single-Family Attached Owner Households By Income Bands

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

.....Single-Family Attached Ownership Income Bands.....						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
Metropolitan Cities						
New Bohemians	0	0	0	0	1	1
Downtown Couples	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
Small Cities/Satellite Cities						
The VIPs	0	0	0	0	1	1
Small-City Singles	0	1	0	0	2	3
Twentysomethings	0	0	0	0	1	1
Multi-Ethnic Singles	0	0	0	0	1	1
<i>Subtotal:</i>	0	1	0	0	5	6
Metropolitan Suburbs						
Suburban Achievers	0	0	0	0	1	1
Suburban Strivers	1	1	0	0	1	3
<i>Subtotal:</i>	1	1	0	0	2	4
Town & Country/Exurbs						
Hometown Sweethearts	0	0	0	0	2	2
Blue-Collar Traditionalists	0	1	0	0	2	3
Rural Couples	1	2	1	1	2	7
Rural Strivers	1	1	0	0	0	2
<i>Subtotal:</i>	2	4	1	1	6	14
Total:	3	6	1	1	15	26
Percent:	11.5%	23.1%	3.8%	3.8%	57.7%	100.0%

Single-Family Detached Owner Households By Income Bands

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

.....Single-Family Detached Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
Empty Nesters & Retirees	13	19	10	8	57	107
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	1	2	0	0	1	4
<i>Metropolitan Suburbs</i>	0	0	0	0	7	7
<i>Town & Country/Exurbs</i>	12	17	10	8	49	96
Traditional & Non-Traditional Families	26	24	19	14	94	177
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	2	2	1	0	5	10
<i>Metropolitan Suburbs</i>	0	0	0	0	3	3
<i>Town & Country/Exurbs</i>	24	22	18	14	85	163
Younger Singles & Couples	16	24	11	6	42	99
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	3	4	1	1	6	15
<i>Metropolitan Suburbs</i>	1	1	1	0	3	6
<i>Town & Country/Exurbs</i>	12	19	9	5	32	77
Total:	55	67	40	28	193	383
Percent:	14.4%	17.5%	10.4%	7.3%	50.4%	100.0%

Single-Family Detached Owner Households By Income Bands

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

.....Single-Family Detached Ownership Income Bands.....						
Empty Nesters & Retirees	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	Total
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	1	0	0	1	2
Second City Seniors	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>
Subtotal:	1	2	0	0	1	4
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	3	3
Mainstream Empty Nesters	0	0	0	0	2	2
Middle-American Retirees	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>2</u>
Subtotal:	0	0	0	0	7	7
<i>Town & Country/Exurbs</i>						
RV Retirees	2	3	2	2	19	28
Hometown Retirees	1	2	1	1	6	11
Heartland Retirees	1	1	1	1	4	8
Small-Town Seniors	2	2	1	1	4	10
Back Country Seniors	<u>6</u>	<u>9</u>	<u>5</u>	<u>3</u>	<u>16</u>	<u>39</u>
Subtotal:	12	17	10	8	49	96
Total:	13	19	10	8	57	107
Percent:	12.1%	17.8%	9.3%	7.5%	53.3%	100.0%

Single-Family Detached Owner Households By Income Bands

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

.....Single-Family Detached Ownership Income Bands.....						
Traditional & Non-Traditional Families	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
Metropolitan Cities						
Inner-City Families	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
Small Cities/Satellite Cities						
Multi-Ethnic Families	0	0	0	0	2	2
Uptown Families	0	0	0	0	2	2
In-Town Families	1	1	1	0	1	4
New American Strivers	1	1	0	0	0	2
Subtotal:	2	2	1	0	5	10
Metropolitan Suburbs						
Late-Nest Suburbanites	0	0	0	0	1	1
Kids 'r' Us	0	0	0	0	2	2
Subtotal:	0	0	0	0	3	3
Town & Country/Exurbs						
Ex-Urban Elite	0	0	0	0	4	4
Full-Nest Exurbanites	0	0	0	0	4	4
Rural Families	6	6	5	4	29	50
Small-Town Families	1	1	1	1	4	8
Four-by-Four Families	0	0	1	0	2	3
Rustic Families	16	14	11	9	41	91
Hometown Families	1	1	0	0	1	3
Subtotal:	24	22	18	14	85	163
Total:	26	24	19	14	94	177
Percent:	14.7%	13.6%	10.7%	7.9%	53.1%	100.0%

Single-Family Detached Owner Households By Income Bands

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

.....Single-Family Detached Ownership Income Bands.....						
Younger Singles & Couples	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Total</i>
Metropolitan Cities						
Downtown Couples	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
Small Cities/Satellite Cities						
Small-City Singles	1	2	1	1	3	8
Twentysomethings	1	1	0	0	0	2
Second-City Strivers	0	0	0	0	2	2
Multi-Ethnic Singles	1	1	0	0	1	3
Subtotal:	3	4	1	1	6	15
Metropolitan Suburbs						
Suburban Achievers	0	0	0	0	2	2
Suburban Strivers	1	1	1	0	1	4
Subtotal:	1	1	1	0	3	6
Town & Country/Exurbs						
Hometown Sweethearts	1	2	1	1	5	10
Blue-Collar Traditionalists	2	4	2	1	9	18
Rural Couples	7	11	5	3	17	43
Rural Strivers	2	2	1	0	1	6
Subtotal:	12	19	9	5	32	77
Total:	16	24	11	6	42	99
Percent:	16.2%	24.2%	11.1%	6.1%	42.4%	100.0%

Appendix Two Tables



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

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	3,175	15	30.0%
<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>	3,175	15	30.0%
Traditional & Non-Traditional Families	1,990	20	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>	1,990	20	40.0%
Younger Singles & Couples	1,380	15	30.0%
<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>	1,380	15	30.0%
Total:	6,545	50	100.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	3,175	15	30.0%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	5	0	0.0%
Pillars of the Community	20	0	0.0%
New Empty Nesters	65	0	0.0%
Traditional Couples	35	0	0.0%
RV Retirees	815	5	10.0%
Country Couples	290	0	0.0%
Hometown Retirees	390	0	0.0%
Heartland Retirees	190	0	0.0%
Village Elders	225	0	0.0%
Small-Town Seniors	700	5	10.0%
Back Country Seniors	440	5	10.0%
<i>Subtotal:</i>	<u>3,175</u>	<u>15</u>	<u>30.0%</u>

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	1,990	20	40.0%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	30	0	0.0%
Full-Nest Exurbanites	90	0	0.0%
Rural Families	735	5	10.0%
Traditional Families	0	0	0.0%
Small-Town Families	180	5	10.0%
Four-by-Four Families	180	0	0.0%
Rustic Families	740	10	20.0%
Hometown Families	35	0	0.0%
<i>Subtotal:</i>	<u>1,990</u>	<u>20</u>	<u>40.0%</u>

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	1,380	15	30.0%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	675	5	10.0%
Blue-Collar Traditionalists	215	0	0.0%
Rural Couples	290	5	10.0%
Rural Strivers	200	5	10.0%
<i>Subtotal:</i>	<u>1,380</u>	<u>15</u>	<u>30.0%</u>

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

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	4,715	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>	4,715	5	16.7%
Traditional & Non-Traditional Families	3,985	15	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>	3,985	15	50.0%
Younger Singles & Couples	1,960	10	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>	1,960	10	33.3%
Total:	10,660	30	100.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	4,715	5	16.7%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	70	0	0.0%
Pillars of the Community	95	0	0.0%
New Empty Nesters	280	0	0.0%
Traditional Couples	130	0	0.0%
RV Retirees	1,005	0	0.0%
Country Couples	750	0	0.0%
Hometown Retirees	305	0	0.0%
Heartland Retirees	215	0	0.0%
Village Elders	320	0	0.0%
Small-Town Seniors	850	5	16.7%
Back Country Seniors	695	0	0.0%
<i>Subtotal:</i>	<u>4,715</u>	<u>5</u>	<u>16.7%</u>

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	3,985	15	50.0%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	40	0	0.0%
Full-Nest Exurbanites	425	0	0.0%
Rural Families	1,285	5	16.7%
Traditional Families	145	0	0.0%
Small-Town Families	570	5	16.7%
Four-by-Four Families	455	0	0.0%
Rustic Families	885	5	16.7%
Hometown Families	180	0	0.0%
<i>Subtotal:</i>	<u>3,985</u>	<u>15</u>	<u>50.0%</u>

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	1,960	10	33.3%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	1,040	5	16.7%
Blue-Collar Traditionalists	310	0	0.0%
Rural Couples	250	0	0.0%
Rural Strivers	360	5	16.7%
<i>Subtotal:</i>	<u>1,960</u>	<u>10</u>	<u>33.3%</u>

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

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	5,860	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>	5,860	0	0.0%
Traditional & Non-Traditional Families	6,030	15	75.0%
<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>	6,030	15	75.0%
Younger Singles & Couples	1,880	5	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>	1,880	5	25.0%
Total:	13,770	20	100.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	5,860	0	0.0%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	185	0	0.0%
Pillars of the Community	155	0	0.0%
New Empty Nesters	210	0	0.0%
Traditional Couples	165	0	0.0%
RV Retirees	1,745	0	0.0%
Country Couples	585	0	0.0%
Hometown Retirees	355	0	0.0%
Heartland Retirees	320	0	0.0%
Village Elders	440	0	0.0%
Small-Town Seniors	655	0	0.0%
Back Country Seniors	1,045	0	0.0%
<i>Subtotal:</i>	<u>5,860</u>	<u>0</u>	<u>0.0%</u>

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	6,030	15	75.0%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	190	0	0.0%
Full-Nest Exurbanites	245	0	0.0%
Rural Families	2,645	5	25.0%
Traditional Families	115	0	0.0%
Small-Town Families	550	0	0.0%
Four-by-Four Families	395	0	0.0%
Rustic Families	1,405	5	25.0%
Hometown Families	485	5	25.0%
Subtotal:	6,030	15	75.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	1,880	5	25.0%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
Subtotal:	0	0	0.0%
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	520	0	0.0%
Blue-Collar Traditionalists	455	0	0.0%
Rural Couples	595	5	25.0%
Rural Strivers	310	0	0.0%
Subtotal:	1,880	5	25.0%

Appendix Three Tables



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

Vigo County, Indiana

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	14,995	10	12.5%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	4,725	5	6.3%
<i>Metropolitan Suburbs</i>	1,445	0	0.0%
<i>Town & Country/Exurbs</i>	8,825	5	6.3%
Traditional & Non-Traditional Families	13,000	25	31.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,565	5	6.3%
<i>Metropolitan Suburbs</i>	905	0	0.0%
<i>Town & Country/Exurbs</i>	9,530	20	25.0%
Younger Singles & Couples	13,930	45	56.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	6,040	25	31.3%
<i>Metropolitan Suburbs</i>	2,870	5	6.3%
<i>Town & Country/Exurbs</i>	5,020	15	18.8%
Total:	41,925	80	100.0%

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

Vigo County, Indiana

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	14,995	10	12.5%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	320	0	0.0%
Blue-Collar Retirees	1,215	0	0.0%
Middle-Class Move-Downs	425	0	0.0%
Hometown Seniors	1,790	0	0.0%
Second City Seniors	975	5	6.3%
<i>Subtotal:</i>	<u>4,725</u>	<u>5</u>	<u>6.3%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	155	0	0.0%
Mainstream Empty Nesters	555	0	0.0%
Middle-American Retirees	735	0	0.0%
<i>Subtotal:</i>	<u>1,445</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	530	0	0.0%
Pillars of the Community	1,005	0	0.0%
New Empty Nesters	260	0	0.0%
Traditional Couples	365	0	0.0%
RV Retirees	1,170	0	0.0%
Country Couples	600	0	0.0%
Hometown Retirees	785	0	0.0%
Heartland Retirees	500	0	0.0%
Village Elders	530	0	0.0%
Small-Town Seniors	1,570	5	6.3%
Back Country Seniors	1,510	0	0.0%
<i>Subtotal:</i>	<u>8,825</u>	<u>5</u>	<u>6.3%</u>

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

Vigo County, Indiana

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	13,000	25	31.3%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	120	0	0.0%
Multi-Ethnic Families	100	0	0.0%
Uptown Families	725	0	0.0%
In-Town Families	1,015	5	6.3%
New American Strivers	605	0	0.0%
<i>Subtotal:</i>	<u>2,565</u>	<u>5</u>	<u>6.3%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	325	0	0.0%
Fiber-Optic Families	90	0	0.0%
Late-Nest Suburbanites	35	0	0.0%
Full-Nest Suburbanites	85	0	0.0%
Kids 'r' Us	370	0	0.0%
<i>Subtotal:</i>	<u>905</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	965	0	0.0%
Full-Nest Exurbanites	490	0	0.0%
Rural Families	2,500	5	6.3%
Traditional Families	305	0	0.0%
Small-Town Families	1,025	5	6.3%
Four-by-Four Families	605	0	0.0%
Rustic Families	2,575	5	6.3%
Hometown Families	1,065	5	6.3%
<i>Subtotal:</i>	<u>9,530</u>	<u>20</u>	<u>25.0%</u>

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

Vigo County, Indiana

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	13,930	45	56.3%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	435	0	0.0%
Small-City Singles	2,525	10	12.5%
Twentysomethings	700	5	6.3%
Second-City Strivers	500	0	0.0%
Multi-Ethnic Singles	1,880	10	12.5%
<i>Subtotal:</i>	<u>6,040</u>	<u>25</u>	<u>31.3%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	210	0	0.0%
Suburban Achievers	1,705	0	0.0%
Suburban Strivers	955	5	6.3%
<i>Subtotal:</i>	<u>2,870</u>	<u>5</u>	<u>6.3%</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	1,880	5	6.3%
Blue-Collar Traditionalists	800	0	0.0%
Rural Couples	1,580	5	6.3%
Rural Strivers	760	5	6.3%
<i>Subtotal:</i>	<u>5,020</u>	<u>15</u>	<u>18.8%</u>

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

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
Empty Nesters & Retirees	110,230	0	0.0%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	49,110	0	0.0%
<i>Metropolitan Suburbs</i>	56,540	0	0.0%
<i>Town & Country/Exurbs</i>	4,580	0	0.0%
Traditional & Non-Traditional Families	143,710	5	14.3%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	61,040	5	14.3%
<i>Metropolitan Suburbs</i>	71,065	0	0.0%
<i>Town & Country/Exurbs</i>	11,605	0	0.0%
Younger Singles & Couples	143,830	30	85.7%
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	89,340	20	57.1%
<i>Metropolitan Suburbs</i>	53,445	10	28.6%
<i>Town & Country/Exurbs</i>	1,045	0	0.0%
Total:	397,770	35	100.0%

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

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Empty Nesters & Retirees	110,230	0	0.0%
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	5,325	0	0.0%
Blue-Collar Retirees	10,645	0	0.0%
Middle-Class Move-Downs	3,470	0	0.0%
Hometown Seniors	16,730	0	0.0%
Second City Seniors	12,940	0	0.0%
<i>Subtotal:</i>	<u>49,110</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	3,070	0	0.0%
Old Money	1,850	0	0.0%
Affluent Empty Nesters	2,955	0	0.0%
Suburban Establishment	9,400	0	0.0%
Mainstream Empty Nesters	20,940	0	0.0%
Middle-American Retirees	18,325	0	0.0%
<i>Subtotal:</i>	<u>56,540</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Small-Town Patriarchs	1,275	0	0.0%
Pillars of the Community	825	0	0.0%
New Empty Nesters	0	0	0.0%
Traditional Couples	560	0	0.0%
RV Retirees	70	0	0.0%
Country Couples	1,145	0	0.0%
Hometown Retirees	30	0	0.0%
Heartland Retirees	5	0	0.0%
Village Elders	190	0	0.0%
Small-Town Seniors	465	0	0.0%
Back Country Seniors	15	0	0.0%
<i>Subtotal:</i>	<u>4,580</u>	<u>0</u>	<u>0.0%</u>

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

Marion County, Indiana

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Traditional & Non-Traditional Families	143,710	5	14.3%
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	8,410	0	0.0%
Multi-Ethnic Families	7,370	0	0.0%
Uptown Families	15,490	0	0.0%
In-Town Families	8,570	0	0.0%
New American Strivers	21,200	5	14.3%
<i>Subtotal:</i>	<u>61,040</u>	<u>5</u>	<u>14.3%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	2,805	0	0.0%
Nouveau Money	5,450	0	0.0%
Button-Down Families	11,065	0	0.0%
Fiber-Optic Families	9,610	0	0.0%
Late-Nest Suburbanites	12,040	0	0.0%
Full-Nest Suburbanites	10,275	0	0.0%
Kids 'r' Us	19,820	0	0.0%
<i>Subtotal:</i>	<u>71,065</u>	<u>0</u>	<u>0.0%</u>
<i>Town & Country/Exurbs</i>			
Ex-Urban Elite	1,430	0	0.0%
New Town Families	1,365	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
Rural Families	395	0	0.0%
Traditional Families	3,965	0	0.0%
Small-Town Families	2,070	0	0.0%
Four-by-Four Families	1,385	0	0.0%
Rustic Families	160	0	0.0%
Hometown Families	835	0	0.0%
<i>Subtotal:</i>	<u>11,605</u>	<u>0</u>	<u>0.0%</u>

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

Marion County, Indiana

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
Younger Singles & Couples	143,830	30	85.7%
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	14,130	0	0.0%
Small-City Singles	16,595	5	14.3%
Twentysomethings	25,165	5	14.3%
Second-City Strivers	16,925	5	14.3%
Multi-Ethnic Singles	16,525	5	14.3%
<i>Subtotal:</i>	<u>89,340</u>	<u>20</u>	<u>57.1%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	14,900	5	14.3%
Suburban Achievers	20,390	0	0.0%
Suburban Strivers	18,155	5	14.3%
<i>Subtotal:</i>	<u>53,445</u>	<u>10</u>	<u>28.6%</u>
<i>Town & Country/Exurbs</i>			
Hometown Sweethearts	680	0	0.0%
Blue-Collar Traditionalists	10	0	0.0%
Rural Couples	60	0	0.0%
Rural Strivers	295	0	0.0%
<i>Subtotal:</i>	<u>1,045</u>	<u>0</u>	<u>0.0%</u>



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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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