

Appendix 1.1 Waterford Regional Destination
 Recommended Indoor Amenities

Facilities
 Sq. Ft.

Phase I - Waterford Township PDA	
Driving Range; Golf Simulator	40,000
Basketball, Volleyball Courts	40,000
Tennis, Handball, Racquet Ball Courts	15,000
Community Ice Arena (relocation)	15,000
Amusement Arcade, Go-Karts	15,000
Conference Space; Banquet Hall	15,000
Fitness and Weight Training Facility	10,000
Indoor Race / Running Track	5,000
Rock Wall Climbing / Training Facility	5,000
Modern Skate Park	5,000
Subtotal	165,000
Phase II - Waterford Township PDA	
Sports Arena - Two Sheets, Flat Surface Arena	40,000
Olympic Size Swimming Pool	15,000
Subtotal	55,000
Total Project Build-Out	220,000
Recommended Outdoor Amenities	
Tennis Courts	nc
Bike and Fitness Path	nc
Baseball / Softball Park	nc
Bandstand, Festival Market	nc

nc indicates not comparable.

The square footage totals exclude ballfields, parks, boulevards, pavilions, bandstands, paths, and other green space.

Appendix 1.2 Recommended Retail Mix
Waterford Township Planned Destination Area

<i>Replace Lost Retailers, Like...</i>	<i>Sq. Ft.</i>	<i>Recruit Family Fitness, Like...</i>	<i>Sq. Ft.</i>	<i>Recruit New Eateries, Like...</i>	<i>Sq. Ft.</i>
Bath and Body Works (closed)	2,000	Fitness USA	15,000	Boston Market	1,000
Coffee Beanery (closed)	1,000	Powerhouse Gym	15,000	Buffalo Wild Wings	3,500
DOC Eyeworld (closed)	2,000	Subtotal	<u>30,000</u>	Culver's	3,500
Radio Shack (closed)	2,000			Famous Dave's	3,500
Suncoast Motion Picture Co. (closed)	2,000	<i>Recruit Craft Stores, Like...</i>	<i>Sq. Ft.</i>	Jimmy John's	2,000
Sunglass Hut (closed)	1,000	Michael's Crafts	25,000	Knock Out Bar & Grill	3,000
Subtotal	<u>10,000</u>	Party City	10,000	Longhorn Steakhouse	3,500
		JoAnn Fabric	10,000	Max & Erma's	3,500
<i>Retain Existing Anchors, Like...</i>	<i>Sq. Ft.</i>	Hallmark Gifts	4,000	Mediterranean Bistro	3,000
Target	100,000		<u>49,000</u>	Mexican Cantina	3,500
Kohl's	90,000	<i>Recruit Lifestyle Stores, Like...</i>		Panera Bread	3,500
Gander Mountain	30,000	Dick's Sporting Goods	35,000	Papa Joe's Bar & Grill	3,000
Steve & Barry's	45,000	Barnes & Noble	25,000	Papa Roma's Pizza	3,000
Theater / Cinema	65,000	Petland / Petco	12,000	Qdoba Mexican Grill	3,000
Subtotal	<u>330,000</u>	Bicycle Shop	2,000	Quizno's Subs	2,000
		Game Stop	2,000	Uno's Chicago Grill	3,500
<i>Retain Existing Tenants, Like...</i>	<i>Sq. Ft.</i>	Laser Quest	2,000	Electric Stick Billiards	2,000
Art Experience, Inc.	1,000	Lazer-Tag & Go-Carts	2,000	Subtotal	<u>50,000</u>
Baskin Robbins / Dunkin Donuts	1,000	Detroit City Skateboards	2,000	<i>Recruit Conveniences, Like...</i>	
City Sweets	1,000	EB Games	2,000	Rite Aid	14,000
Dandi Gifts	2,000	Play Ball Sports Access.	2,000	CVS Pharmacy	14,000
Don Pablo's (closed)	3,000	Sports Memorabilia	2,000	Sally Beauty	2,000
Express Deli	1,000	Trains, Planes, Hobby	2,000	Tanning Salon	1,000
Family of Pets	2,000	Ritz Photography	2,000	Kinko's / Mailboxes, Etc.	1,000
Finish Line	2,000	Electronic Connection	1,000	Cingular / Verizon	1,000
Foot Locker	2,500	Subtotal	<u>93,000</u>	Subtotal	<u>33,000</u>
GNC	2,000				
MasterCuts	1,000			Grand Total	620,000
Mrs. Fields Original Cookie	500				
Pacific Sunwear	1,000				
Posa Art Gallery	2,000				
Things Remembered	1,000				
Toybox & Treasures	2,000				
Subtotal	<u>25,000</u>				

Appendix 1.3 Mall Tenant Sales Productivity East North Central Division	Retail Sales Productivity East North Central Div. (OH, IN, IL, MI, WI)					Retail Sales Productivity UNITED STATES	
	Year- End <u>2001</u>	Year- End <u>2005</u>		Index v. USA <u>2001</u>	Index v. USA <u>2005</u>	Year- End <u>2001</u>	Year- End <u>2005</u>
			Round				
Apparel and Accessories							
Women's Ready to Wear - Total	253	243	240	0.95	0.83	267	293
Women's Accessories and Specialties	409	441	440	0.94	0.87	435	509
Men's Apparel	272	259	260	0.94	0.84	288	310
Children's Apparel	361	311	310	0.99	0.87	363	357
Family Apparel	350	328	330	0.98	0.86	356	382
Women's Shoe Stores	321	334	330	0.85	0.76	379	440
Men's Shoe Stores	418	445	450	0.95	0.82	439	544
Family Shoe Stores	257	236	240	0.88	0.79	291	300
Athletic Shoe Stores	309	320	320	1.01	0.95	306	338
Children's Shoe Stores	391	405	410	0.99	0.94	393	429
Apparel and Accessories - Misc.	466	578	580	0.60	0.71	781	810
Average (Dept. Stores)	308	300	300	0.96	0.85	322	355
Apparel (Average)	329	316	320	0.96	0.85	342	370
Shoes (Average)	339	348	350	0.94	0.85	362	410
Furnishings							
Home Furniture & Furnishings	305	338	340	0.97	0.96	316	352
Home Entertainment and Electronics	296	416	420	0.80	0.75	368	551
Average (Furnishings)	300	383	380	0.87	0.83	345	462
Other GAFO							
Stationary/Cards/Gifts/Novelty	267	242	240	0.95	0.85	280	284
Books	239	206	210	1.00	0.95	239	216
Sporting Goods/Bicycles	234	232	230	0.94	0.90	248	259
Toys/Education/Hobby	265	369	370	0.94	1.13	283	328
Personal Care	437	558	560	0.92	0.94	473	595
Jewelry	857	838	840	1.00	0.86	857	978
Other GAFO - Miscellaneous	310	245	250	0.90	0.58	343	422
Average (Other GAFO)	381	390	390	0.97	0.83	393	469
Sporting Goods, Hobby & Books	246	269	270	0.96	1.00	257	268
Average (GAFO)	326	328	330	0.95	0.83	344	393
Food Service							
Fast Food	431	442	440	0.89	0.93	484	474
Food Court	627	610	610	0.99	0.89	635	686
Restaurants	344	356	360	0.98	0.85	351	419
Average (Food Service)	397	422	420	0.92	0.86	430	490
Other Non-GAFO Categories							
Specialty Food Stores	374	380	380	0.91	0.87	410	436
Supermarkets	892	541	540	1.21	0.85	735	639
Drug/HBA	281	447	450	0.65	0.98	432	458
Personal Services	329	301	300	0.97	0.86	339	348
Automotive	114	167	170	0.79	1.08	145	154
Home Improvement	393	433	430	1.10	1.00	358	434
Theaters	75	76	80	0.88	0.89	85	85
Mall Entertainment	70	36	40	0.92	0.52	76	69
Other Non-GAFO - Misc	385	284	280	1.15	0.86	335	332
Average (Non-GAFO)	237	200	200	0.99	0.82	239	243
Average (Food & Non-GAFO)	293	282	280	0.95	0.84	307	337
Average (Food & GAFO)	332	336	340	0.94	0.84	352	402
Average (All Categories)	320	319	320	0.95	0.84	336	380
Average (Specialty Food + Supermarkets)							

Source: International Council of Shopping Centers (ICSC) with Analysis by Anderson Economic Group.
Figures represent non-anchor mall tenants in ICSC's proprietary database.

Appendix 2.1 Summit Place - Tenant History
Waterford Township, Michigan

<i>Existing Tenants</i>	<i>Existing Tenants</i>	<i>Came and Left</i>	<i>Came and Left</i>	<i>In the Vicinity</i>
90's Nails	Lakeland Players	5-7-9 Jean Express	Michigan Hot Dog	JoAnn Fabric
A & B Clothing	Majik Window	American Eagle Outfitters	Musicland	YMCA
Art Experience, Inc., The	MasterCuts	Au Coton	Naturalizer	Dots
Bath & Body Works	Mens' Royal Clothing	B & C Clothing	NYX	Game Stop
Bath Fitters	Mrs. Fields Original Cookie	B. Dalton Books	Society Of Artists	
Brilliant Diamonds	My Photographer	Bachelors	Olga's Kitchen	
City Sweets	Nail Trix	Bargain Books	Pass Pets	
Claire's Boutique	New York & Company	Big Toy Express	Petite Sophisticate	
Community Room	Pacific Sunwear	Candy & Gifts	President Tuxedo	
Corey's Jewel Box	Payless ShoeSource	Cards, Etc.	Princess Palace	
Dandi Gifts	Pet Teacher Training Center	Casual Corner	Radio Shack	
Deb Shop/Deb Plus	Portrait Solutions	Charley's Steakery	Rave	
Empirium Market	Q. T.	Chess King	Record Town	
Express Deli	Sign Quest	Circus World	Regis Hairstylists	
Family of Pets	Starlight Theatre	Cobbie Shop shoes	Ruby Tuesday	
Fashion Quest	Sweet & Delicious	Coffee Beanery	Sevagio's Convenience	
Finish Line	The Toybox & Treasures	Digi-Doo	Shifrin-Willens Jewelers	
Foot Locker	Things Remembered	DOC Eyeworld	Sibley's Shoes	
FootAction USA	T-Mobile	Early Learning Center	Singer Sewing Company	
Fun Festival Party Room	Upholstery With Class	Gantos Shoes	Sizes Unlimited	
Gem Jewelers	Victoria's Secret	Gap, The	Skin Tan Leather	
GNC	Victory Martial Arts	Hanover Shoes	So Fro fabrics	
Hot Stix & Pizza	Waterford Research Center	Head-2-Toe	Summit Place Cinemas	
India Gifts	Wireless Giant	Jacobson's Florist	Suncoast Motion Picture	
Jackson Hewitt	Yari's Place	Kinney Shoes	Sunglass Hut	
JB Robinson Jewelers		Lane Bryant	Taco Bell	
Kay Jewelers		Leather Extraordinaire	Thom McAn Shoes	
Kids Foot Locker		LeRoy Jewelers	Time Zone Arcade	
Lady Foot Locker		Limited, The	U R First	
		Marco's	Vitamin World	
		Marriane	Waldenbooks	
		Master Wok	Wilson's Leather	
		Max Green's	Zales Jewelers	

Source: Research by Anderson Economic Group, LLC.

Appendix 2.2 Reported Past Tenants
Oakland Pointe - Across from Summit Place

A&W Restaurant	Jo's Hallmark
A.J. Wright	Kids R Us /
America's Best	LA Weightloss
Big Lots	Liberty Tax Service
BoRics Haircare	Magic Nails
Burne's Security	Magic Shish
Catherine's P.S. Plus	Media Play
Chez Charles	Old Country Buffet
Chuck E. Cheese	Pier 1 Imports
Circuit City	RadioShack.com
Citifinancial	Sally Beauty Supply
Comic City	Sears Service Center
Detroit Edison	Subway
Dollar Tree	Total Rental Care
Electrolux	Toys R Us
Express Personnel	Verizon Wireless
Fashion Quest	Yiani's Coney Island
GameStop	
H&R Block	
Hancock Fabrics	

Source: Internet Research by Anderson Economic Group, LLC

Appendix 2.3 Current Mall Anchors, Tenants, Outlots
 Universal Mall

Tenants

A.J. Wright
 All The Kings Men Games
 Beauty, Health
 Burlington Coat Factory
 C&J Sports Cards
 Chic Accessories
 Cinemark Movies 16
 City Hatter Men's Store
 Clothes Den
 Dollar Tree
 Dynasty Jewelers
 Fiesta Hair Salon
 Footlocker
 Foto Fantasy
 Fun Factory
 Geno's Candy & Gifts
 GNC General Nutrition
 Hair Secret
 Hair Town
 Ham Carver
 Hodge Podge
 Jenna Fashions
 Johnny's Dress World
 KC-Jewelers
 MOA Fashions
 NG Nails
 Parthenon
 Rock Bottom Cruise Mania
 Sky Talk
 Sports Palace
 Sunrise Drinks
 Tony's Coney Island
 Twins & Assoc. Marketing
 Value City

Services

Auto Photo Systems
 Comerica ATM
 D & D Enterprises
 Eye Spy Investigations
 Liberty Tax
 Macomb Martial Arts
 Screamer's Haunted House
 U.S. Postal Service
 Universal Animal Rescue
 Universal Dental
 Universal Tailors
 Waking Up Store
 Warren Tri-Co. Art Ctr.

Outlots

Blockbuster Video
 BoRics
 Kroger
 Next Wireless
 Plush Pocket Bar & Grill
 Secretary of State
 Bamboo Gardens
 TCF Bank
 Chase Bank

Appendix 2.4 Current Mall Anchors, Tenants
 Twelve Oaks Mall - Novi, Michigan

Abercrombie & Fitch	Fossil	Point A Luggage
Aeropostale	Franklin Covey	Pottery Barn
After Hours Formalwear	FYE- For Your Entertainment	Premier
Aldo	Gadzooks	President Tuxedo & Clothier
Aldo Accessories	GameStop	proactiv SOLUTION
All the Hoopla	Gap / GapKids	Rockport
American Eagle Outfitters	General Nutrition Center	Rogers & Hollands Jewelers
Ann Taylor Loft	Gift of Health	Rosetta Stone
Apple	Global Cellular	Ruehl No. 925 Greenwich St.
Artisans Jewelers	Godiva Chocolatier	Salon Hayat
Aveda	Gymboree	Sears
babyGap	H&M	Select Comfort
Bachrach	Heidi's Salon	Sephora
Bakers	Helzberg Diamonds	Soho
Banana Republic	Hollister	Solstice
Bath & Body Works	Hot Topic	Sprint
bebe	Italiana Jewelry	Stride Rite
Beverly Hills Body Jewelry	J. Crew	Sunglass Hut
Bombay	J. Jill	Swarovski
BORDERS express	Janie and Jack	Talbots
Brighton Collectibles	JB Robinson Jewelers	Tall Girl
Brookstone	JCPenney	The Body Shop
Buckle Creations	Jessica McClintock	The Disney Store
Build-A-Bear Workshop(r)	Johnston & Murphy	The Icing by Claire's
Cabinet Clinic, Inc.	Journeys	The Mobile Solution
Cache Luxe	Kay Jewelers	The Sharper Image
Carnival Cuts	Lady Foot Locker	The Walking Company
Champs Sports	Le Nails	The Whitehall Co. Jewellers
Charlotte Russe	LensCrafters	Things Remembered
Chico's	Lids	Tiki Tea
Cingular Wireless	Limited / Limited Too	T-Mobile
Claire's Boutique	L'Occitane	Trade Secret
Coach Store	Lord & Taylor	Tricho Salon & Spa
Crabtree & Evelyn	M Den	Verizon Wireless
d.e.m.o.	Macy's	Victoria's Secret
D.O.C Eyeworld	MasterCuts	Wet Seal
DC SPORTS	Maximized Living Health	White Barn Candle Co.
dELIA*s	Mimi Maternity	Williams-Sonoma
Dell	Moochie & Co.	Wilsons Leather
Discovery Channel Store	Motherhood Maternity	Wireless 4 U
EB Games	Naturalizer Shoes	Wonderful Nails
Eddie Bauer	New York & Company	Y&L Jewelry Box
Elias Jewelry & Repairs	Nine West	Yankee Candle Co.
Empire Today	NYS Collection	Zales
Everything But Water	Origins	
Express	Pac Sun	
Fine Touch Tailoring	Papyrus	
Finish Line	Payless ShoeSource	
Foot Locker	Petland	
Forever 21	PINK by Victoria's Secret	

Source: Internet Research by Anderson Economic Group, LLC

Appendix 2.5 Reported Past Tenants
Somerset Collection

A X Armani Exchange	Caché Luxe	Guess	McCormick & Schmick's	Sharper Image
Abercrombie & Fitch	Cafe Nordstrom	Gymboree	Mimi Maternity	Sigrid Olsen
Aldo	California Pizza Kitchen	Haagen-Dazs	Montblanc	Sole Mio
American Eagle Outfitters	Capital Grille, The	Hallmark	Mrs. Fields Cookies	Sole Outdoors
Ann Taylor Loft	Cartier	HB Salon	Neiman Marcus	Soma by Chicos
Anne Fontaine	Chico's	Helzberg Diamonds	Nine West	Sony Style
Anne Klein New York	Chinatown	Hollister Co.	Nordstrom	St. Croix
Anthropologie	Cingular Wireless	Honey Tree	Nordstrom Espresso Bar	St. John Boutique
Apple	Claire's Accessories	J. Alexander's	Nordstrom Spa	Stage Deli
Arden B	Club Monaco	J. Crew	North Face, The	Starbucks Coffee North
AuCourant Optical Fashions	Coach Store	J. Jill	Oilily	Starbucks Coffee South
Aveda	Cole Haan	Janie and Jack	Origins	Steve Madden
Baby Gap	Crabtree & Evelyn	Johnston & Murphy	P.F. Chang's China Bistro	Stride-Rite
Baccarat	Crate & Barrel	Kate Spade	Pacific Sunwear	Stuart Weitzman
Bachrach	D.O.C.	Kenneth Cole NY	Papyrus	Sunglass Hut
Bailey Banks & Biddle	Discovery Channel Store	Kids Foot Locker	Paradise Pen Company	Swarovski
Banana Republic	Disney Store	Lacoste	Pea in the Pod, A	Sweet Factory
Barneys New York CO-OP	Easy Spirit	Lady Foot Locker	Peacock Café	Talbots
Bath & Body Works	EB Games	Landau	Pottery Barn	Talbots Petites
BCBG Maxazria	Eddie Bauer	LaSalle Bank	Premier Spa (Macy's)	Things Remembered
Bebe	Eileen Fisher	Levi Store	President Tuxedo	Tiffany & Co.
Betsey Johnson	Everything But Water	Lilly Pulitzer	Puma	Tommy Bahama 's
Bistro X	Express/ExpressMen	Limited	Ralph Lauren	Tommys Island
Body Shop	Field of Dreams	Limited Too	Restoration Hardware	Tourneau
Bon Vie	Finish Line	Lladro	Right Start	Tumi
Bose	Foot Locker	L'Occitane	Ritz Camera	Urban Outfitters
Bourbon St. Grill	Forever 21	Louis Vuitton	Rocky Mountain Chocolate	Victoria's Secret
Brighton Collectibles	Fossil	Lucky Brand Jeans	Rogers & Hollands	Walking Company
Brio Tuscan Grille	Franklin Covey	Lush	Saks Fifth Avenue	White House/Black Market
Brooks Brothers	FYE (For Your Entert.)	M.A.C. Cosmetics	Salad Sensations	Williams-Sonoma
Brookstone	Gap	Macy's	Spa at Saks Fifth Ave.	Wolford Boutique
Build-A-Bear Workshop	Godiva Chocolatier	Marmi	Sbarro	Z Gallerie
Burberry	Gourmet Grille	Max Mara	Scandia Down	Zodiac Cafe
Caché	Gucci	MaxStudio.com	Sephora	

Appendix 2.6 Selected Downtown Tenants
City of Pontiac, Michigan

Bo's Brewery & Bistro	Perry Party Rentals
Erebus Haunted Gallery	Primo Crafts
Frankie B's Cigar Bar	Rio Wraps
Goldner Walsh Flowers	Thai Remix Restaurant
Heat Nightclub	Art Experience
Hungry Howie's	Bronx Deli
Huron Plaza Grocery Store	This Is It Gallery
J D'S Key Club	Tonic (closed)
Little Caesars Pizza	VG's Food Center
Dairy Queen	Yianis Coney Island Restaurant

*Source: Internet Research by Anderson Economic Group, LLC
and ESRI, Inc. 2005*

Appendix 2.7 Current Anchors and Tenants

Oakland Mall Area

A&W	Foot Locker	Oakland Bar and Grill
A.J. Wright	FootAction USA	Oakland Shoe and Leather
Aeropostale	Fred Meyer Jewelers	Olga's Kitchen
American Eagle Outfitters	Fruigurt	Pacific Sunwear
American Fun Center	fye for your entertainment	Panda Express
Antoine's Ice Cream	Gadzooks 21	Payless ShoeSource
Auntie Anne's	GameStop.com	Pearle Vision
Automatic Teller Machine	Gap and GapKids	Perfumania
Bakers	General Nutrition Center	Pinnacle Sportswear
Bath & Body Works	GLA	Premier Salon
BeDazzled	Golden Chicken	President Tuxedo
Big Toy Express	Gymboree	Pretzel Peddler
Body Arts	Hallmark Cards	Radio Shack
Border's Books & Music	Helzberg Diamonds	Rainbow
Bosco's Barber Shop	Home Goods	Rockport
Bostonian	Hot Topic	Rogers and Hollands
Bubba's Shirt Co.	Island Gems	Sbarro Italian Eatery
Capello Salon	JB Robinson Jewelers	Sears
C'est La Vie	JCPenney	Small Shops
Champs Sports	JCPenney Salong	Spencer Gifts
Charley's Grilled Subs	Jenuwine's Sweet Shop	Steve & Barry's Univ. Sportswear
Charlotte Russe	Journeys	Subway
Children's Place	Kay Jewelers	Sunglass Hut / Watch Station
Chili's	Kerby's Koney Island	That Guy
Cinnabon	Kids Foot Locker	The Limited
Circuit City	La Bella Nail Spa	The Loop
Circuit City	Lady Foot Locker	Things Remembered
Claire's	Lakeshore Grill	T-Mobile
Coffee Beanery	Lane Bryant	Tom the Tailor
CompUSA	Leather City	Toys R Us
Consumer Testing Center	Lids	Trade Secret
Corey's Jewel Box	Limited Too	T-Shirt Place
Corner Creation	Macy's	Underground Station
d.e.m.o.	Macy's Optical	V.I.P. Health and Beauty Spa
D.O.C.	Macy's Travel	Value World Resale
Dairy Queen/Orange Julius	Manic Shoes	Verizon Wireless
Dakota Watch Company	Marketplace Cafe	Via Roma
Deb	Max Green's Menswear	Victoria's Secret
Designer Shoes	Mervyn's	Vitamin World
Donna Sacs	Mobile Lounge	Wet Seal
Easy Spirit	Motherhood Maternity	White Barn Candle Co.
Elias Diamonds	Mr. Alan's	Wilson's Leather
Express	Mrs. Fields Cookies	Wireless 4 U
Fame	My Photographer	Yankee Candle
Family of Pets	Nestle Toll House	Zales Jewelers
Far East Etc.	New York & Company	
Fire & Water	Nine West	

Source: Internet Research by Anderson Economic Group, LLC

Appendix 2.8 Current Anchors and Tenants
 Novi Town Center, Fountain Walk

<i>Novi Town Center</i>	<i>Fountain Walk</i>	<i>Main Street / 12 Mile</i>
Armed Forces Recruiting	American Home Fitness	Lazy Lizard Cantina
Athenian Coney Island	Buffalo Wild Wings	Local Color Brewing Co.
Baja Fresh Mexican Grill	Chuck E. Cheese's	Mongolian Barbeque
Bally Total Fitness	Cigars, Cigarettes & Supplies	Cost Plus World Market
Banks Vacuum	Cold Stone Creamery	Dick's Sporting Goods
Bath & Body Works	Emagine Theatre - 18 Screen	Great Indoors
Bodies in Motion	Family of Pets	
Bonefish Grill	Gjeto's Salon & Day Spa	<i>Novi West Oaks</i>
Borders Books & Music	Glow-In-The-Dark Mini-Golf	
Boyne Country Sports	Godaiko	Bed Bath & Beyond
Casual Male XL	Home Goods	BoRics Haircare
Charisma Salon	Hooters	Catherines
Christopher & Banks	Lucky's Restaurant & Game	Circuit City
Comp USA	Marshall's	Dress Barn
Diamond Jim Brady's Bistro	Modern Skatepark	DSW Shoe Warehouse
Edward Jones Investments	My Photographer	Famous Footwear
Fitness Experts	No.VI Café:	JoAnn Fabric
Flowers & More	Pacific Rim Dining	Kerby's Koney Island
Healthy Jones	Putting Edge	Kids R Us
Heslops	Sporting Goods & Outdoor	Kohl's
Inside Out Recreation	Tequila Rain	Mattress Discounters
LA Weight Loss	The Bamboo Club	Merle Norman Cosmetics
Lane Bryant	The Great Indoors	Office Max
Linens N' Things		Radio Shack
Mattress & Futon Shoppe		
Men's Wearhouse		
Music Go Round		
NNDJ Diamond Brokers		
Old Navy		
Oreck Floor Care		
Pier 1 Imports		
Pita Café		
Running Fit		
Sally Beauty Supply		
Salone' Nadwa		
TJ Maxx		
Town Center 8		
Wells Fargo		

Appendix 2.9 Great Lakes Crossing - Existing Tenants
Auburn Hills, Michigan

AMC Theatres	Custom Fit Tailors	Kasper	rue 21
3D Graphix	d.e.m.o.	Kay Jewelers	S&K Famous Brands
5/7/9	D.O.C. Eyeworld	Kenneth Cole	Samsonite Company Store
Aeropostale	Dream Shots	Kirkland's Outlet	Sanrio
AfterHours Formalwear	Dress Barn	Kitchen Collection	As Seen on TV
Aldo, Accessories	Earthbound Trading Co.	L'eggs, Hanes, Bali, Playtex	Select Comfort
Always Classic	Easy Spirit	Legends	Silver Image
American Eagle Outfitters	EB Games	LensCrafters	Skechers
American Greetings	Ecko Unltd. Company	Lids for Less	Skin Tan Leather
Amy's Hallmark	Eddie Bauer Outlet	Limited Too	SoHo
Ann Taylor Loft	Express Jewelry Watch	Liz Claiborne Outlet	Spencer Gifts
Avenue	Express/Express Men	Love From Michigan	Sports Authority
Bakers	Factory Brand Shoes	Maidenform	Stitch By Stitch
Bantam Racing	Finish Line	Man Alive	Strasburg Children
Bass Pro Shops	Foot Locker	Marshalls	Sunglass Hut / Watch Station
Bath & Body Works	Forever 21	Mastercuts	Sylvan Learning CenterNew!
Beau Defi	Fragrance Depot	Mikasa	T J Maxx
Beauty Express Salon	Frederick's of Hollywood	Moochie & Co.	T-Shirt Place
Bebe Outlet	FYE - Entertainment	Motherhood Maternity	Taco Bell
Bed Bath & Beyond	G By GUESS (planned)	Nail Trix	Things Remembered
Beverly Hills Body Jewelry	Games Workshop	Naturalizer Outlet	Timberland Outlet
The Body Shop	Gamestop	Nautica	Time-in Fun Center New!
Borders Express	Gap Outlet	Neiman Marcus Last Call	Tommy Hilfiger
Bose	Glow Golf	New York & Company	Torrid
Brooks Brothers	GNC	Nine West Outlet	Totes / Sunglass World
Burlington Coat Factory	Group USA Clothing Co.	Oakley Vault	Ultra Diamond
Burlington Shoes	Gymboree Outlet	Off 5th Saks Fifth Avenue	Underground Station
C.R. Jewelers Diamonds	H&M (Spring 2007)	Osh Kosh B'Gosh	Urban Planet
Carnival Cuts	Haggar Clothing Co.	Pacific Sunwear Outlet	Van Heusen
Carousel	Harry and David	Palace Locker Room	Vanity
Carter's	Hot Topic	Payless Shoe Source	Verizon Wireless
Champs Sports	Icing Accessories	Perfumania	Victoria's Secret
Charlotte Russe	It's Perfume Oil	Piercing Pagoda	Vitamin World
Children's Place Outlet	J. Barbaro Clothiers	Proactiv Solution	Watches Plus
Circuit City	Jeepers!	Radio Shack	Wet Seal
Claire's	Jockey	Rainbow	Wilson's Leather
Clarks Bostonian	Jones New York	Randazzo Tuxedo	Windsor
Computer Builders Wrhs.	Journeys	Ritz Camera	Wireless Giant
Corey's Jewel Box	Justice	Rocky Mountain Chocolate	Yankee Candle
Crabtree & Evelyn	K B Toys	Rogers & Hollands	Zales Diamonds

Source: Research by Anderson Economic Group, LLC; Current Mall Tenant Lists and Directories.

Appendix 2.10 Village at Rochester Hills Tenant List
Rochester Hills, Michigan

Abercrombie & Fitch	J. Crew
American Eagle	J. Jill
Ann Taylor	Kabob Grill
Baja Fresh	Kurse & Muer
Banana Republic	Limited Too
Bath & Body Workds	Maggie Moo's
Beauty First	Max & Erma's
Bombay	Mitchell's Fish Market
Bravo Cuccina	Moosejaw
Buckle	Parisian
California Closets	Pottery Barn
Chico's	Radiance Medspa
Claire's	See Optical
Clarks / Bostonian	Smith & Hawken
Club Libby	Splendid Plates
Coldwater Creek	Sprint PC's
Cosi	Starbucks
Creative Nail	Talbot's
EB Games	Children's Place
Eddie Bauer	Food Emporium
Gap, Gap Kids	Victoria's Secret
GNC	White House / Black Market
Haig shoes	Williams-Sonoma
Hollister	Yankee Candle

*Source: Research by Anderson Economic Group, LLC
Current Tenant Lists and Mall Directories.*

Appendix 2.11 Tenant List Before Redevelopment
Wonderland Village

Woolworth (1959)	Office Max
Foland's Catalog Store (1959)	Dunham's
Montgomery Ward (1959)	Kmart Discount (nearby)
Service Merchandise (1990's)	Famous Footwear
For Your Entertainment (F.Y.E.)	Old Navy
Target Discount (1980's)	Dollart Tree
Mazel's Variety (1990's)	AMC Theater
Amazing Savings (1990's)	Winklemans
Amerian Eagle Outlet	Huges and Hatcher
GNC	

Source: Internet Research by Anderson Economic Group, LLC

Appendix 2.12 Past and Current Tenant Mix
Tel-Twelve Mall, City of Southfield

Original Tenant Mix

Montgomery Ward
Kmart
Crowleys
Kinney Shoes
Florsheim Shoes
Meyer Jewelers
S. S. Kresge
Harmony House
Wrigley Store
Marriane

New Tenant Mix

Cosi
DSW Shoe Warehouse
Foot Locker
Lowe's Home Improvement
Media Play
Office Depot
Radio Shack
Eddie Bauer

Source: Internet Research by Anderson Economic Group

Appendix 3.1 Owner-Occupied Housing Opportunity by Price Bracket
 Waterford Township Planned Destination Area

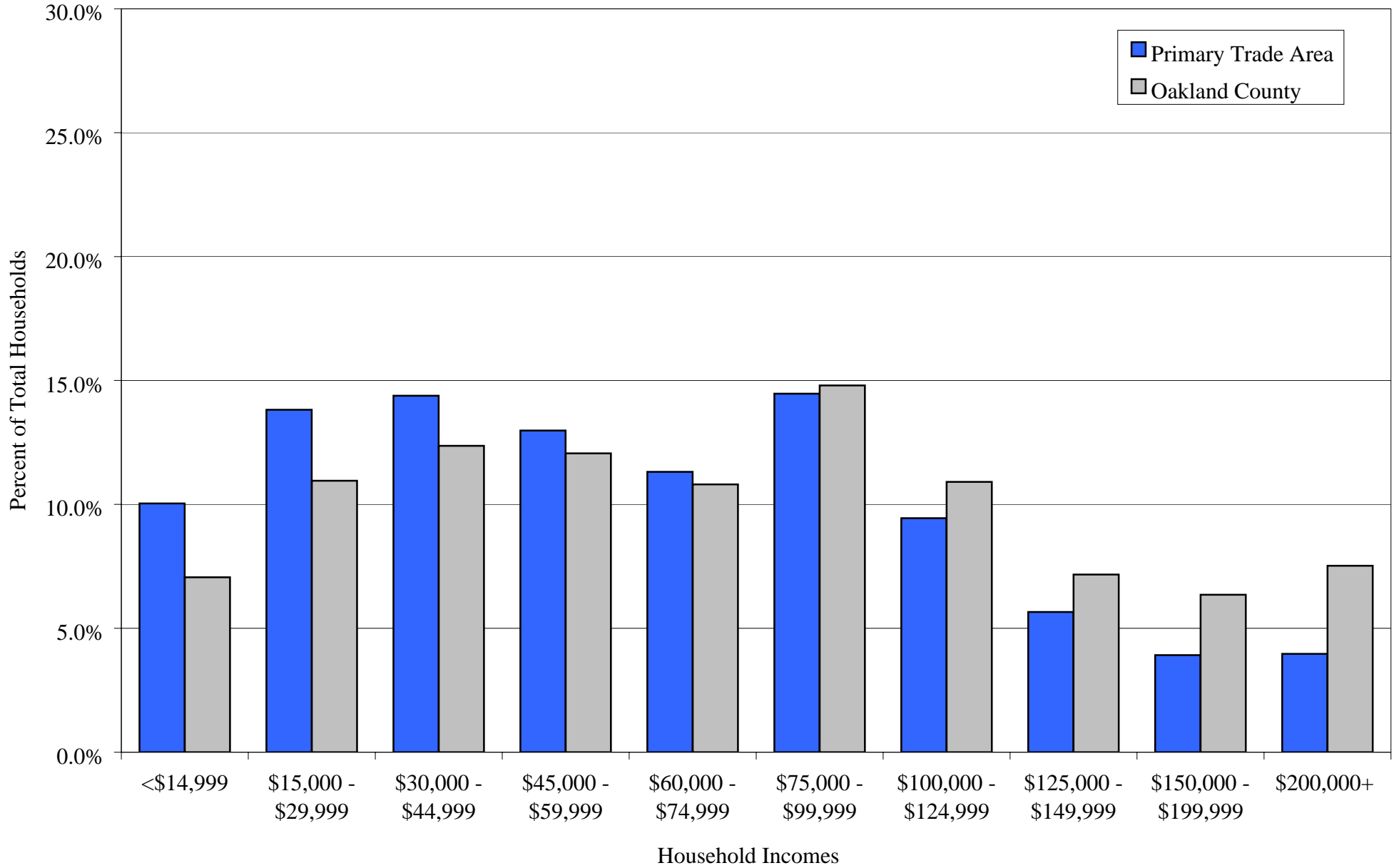
Price Range	Rolling Totals (not cummulative year to year)					
	2007	2008	2009	2010	2015	2020
\$0 - \$49,900	--	--	--	--	--	--
\$50,000 - \$79,999	--	--	--	--	--	--
\$80,000 - \$124,999	--	--	--	--	--	--
\$125,000 - \$149,999	--	--	--	--	--	--
\$150,000 - \$174,999	--	--	--	--	--	--
\$175,000 - \$199,999	--	--	--	--	--	--
\$200,000 - \$224,999	25	25	25	25	25	25
\$225,000 - \$274,999	--	50	75	100	100	100
\$275,000 - \$299,999	--	--	50	75	100	100
\$300,000 - \$349,999	--	--	--	50	75	100
\$350,000 - \$399,999	--	--	--	--	50	75
\$400,000 - \$499,999	--	--	--	--	--	--
\$500,000 - \$749,999	--	--	--	--	--	--
\$750,000 - \$999,999	--	--	--	--	--	--
\$1,000,000+	--	--	--	--	--	--
Summation	25	75	150	250	350	400

Appendix 3.2 Renter-Occupied Opportunity by Price Bracket
 Waterford Township Planned Destination Area

Rental Ranges	Rolling Totals (not cumulative year to year)					
	2007	2008	2009	2010	2015	2020
\$0 - \$199	--	--	--	--	--	--
\$200 - \$299	--	--	--	--	--	--
\$300 - \$399	--	--	--	--	--	--
\$400 - \$499	--	--	--	--	--	--
\$500 - \$599	20	20	20	20	20	20
\$600 - \$699	20	30	40	40	40	40
\$700 - \$799	55	60	65	70	70	70
\$800 - \$899	45	50	55	60	60	60
\$900 - \$1,000	10	20	30	40	50	60
\$1,000 - \$1,249	--	--	--	--	--	--
\$1,250 - \$1,499	--	--	--	--	--	--
\$1,500 - \$1,749	--	--	--	--	--	--
\$1,750 - \$1,999	--	--	--	--	--	--
\$2,000 +	--	--	--	--	--	--
Summation	150	180	210	230	240	250

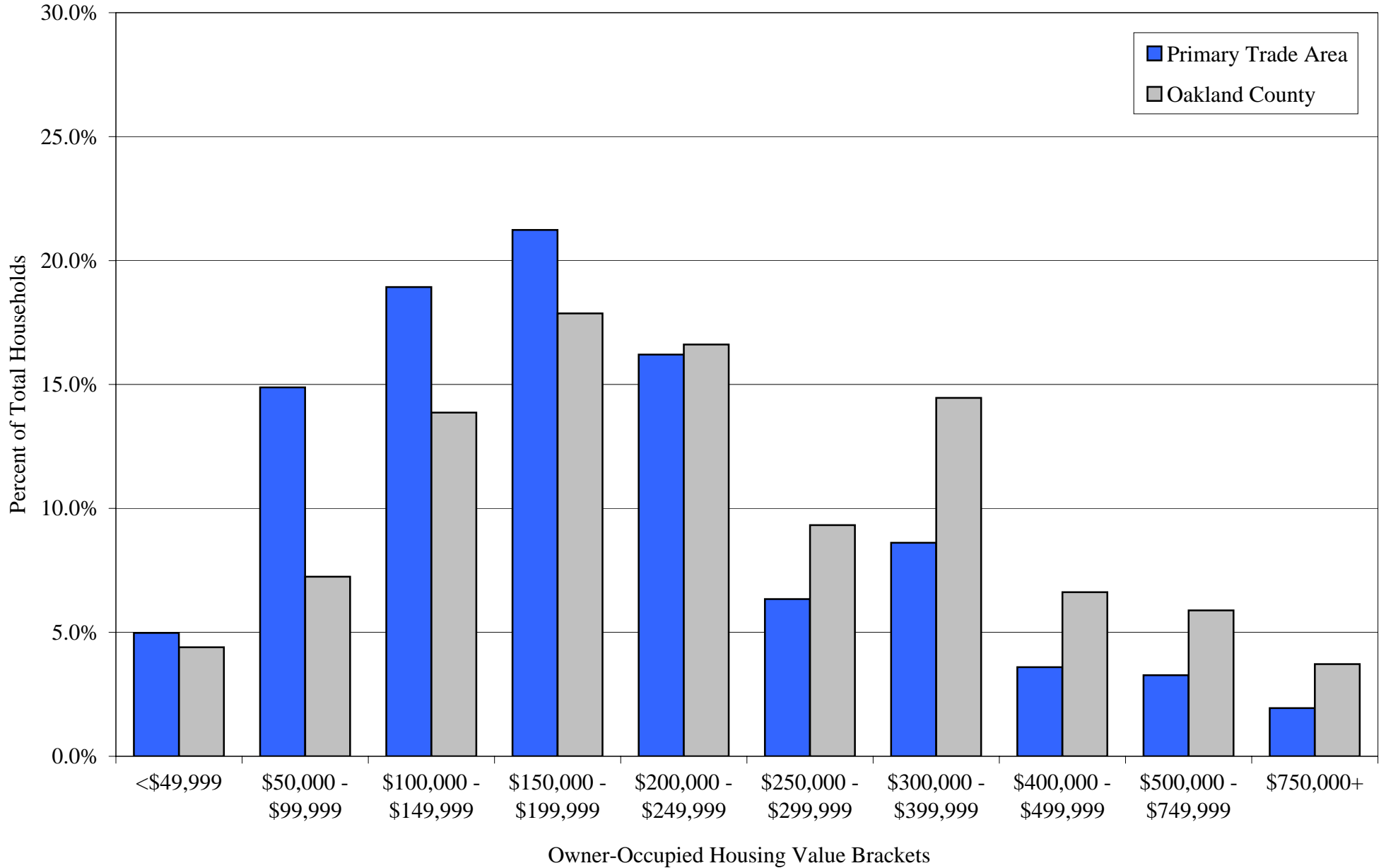
Source: Proprietary Supply-Demand Model; Anderson Economic Group, LLC.

Appendix 3.3 Household Incomes by Income Bracket
 Primary Trade Area and Oakland County - 2005



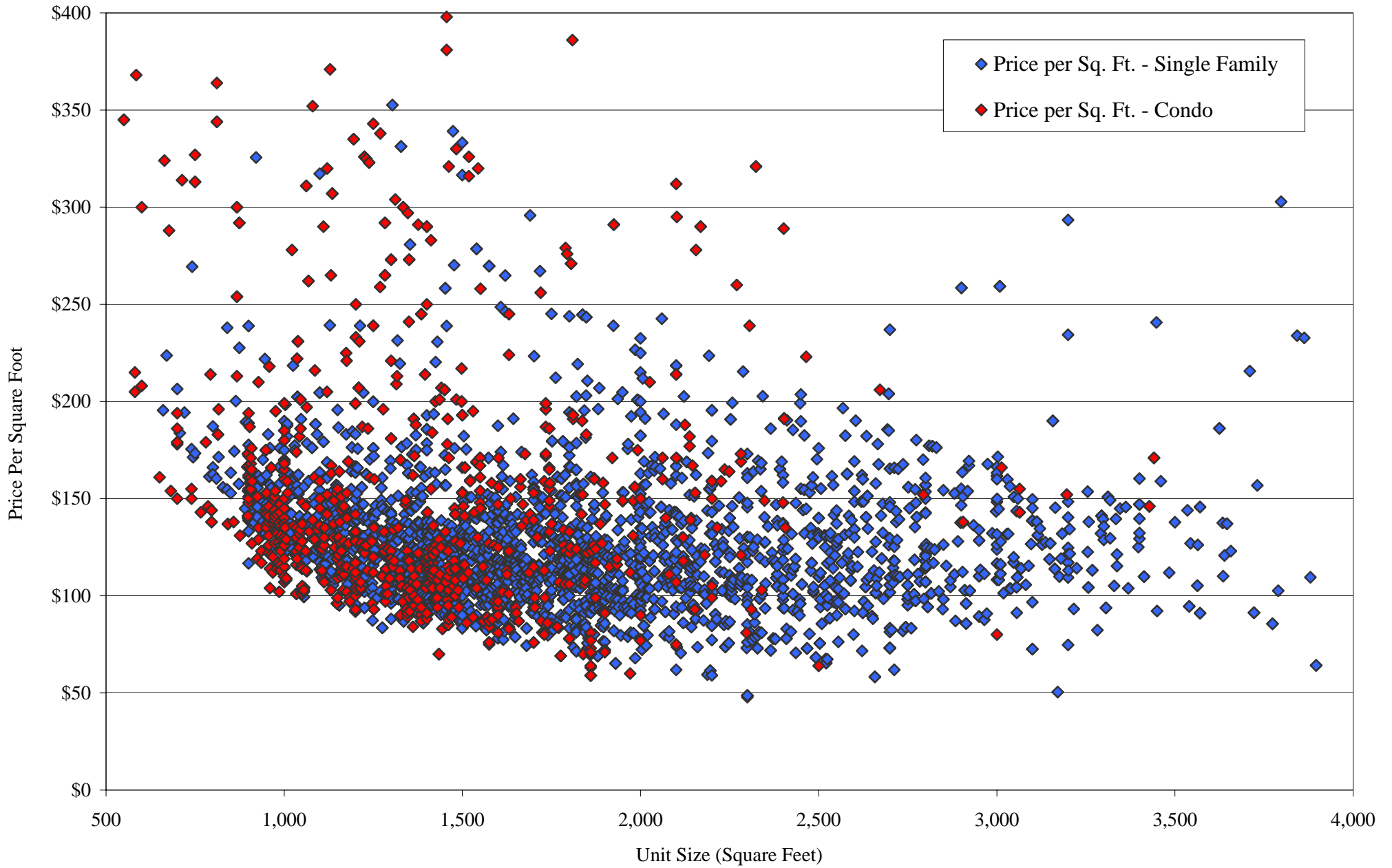
Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 3.4 Owner-Occupied Housing Units by Value Bracket
 Primary Trade Area and Oakland County - 2005



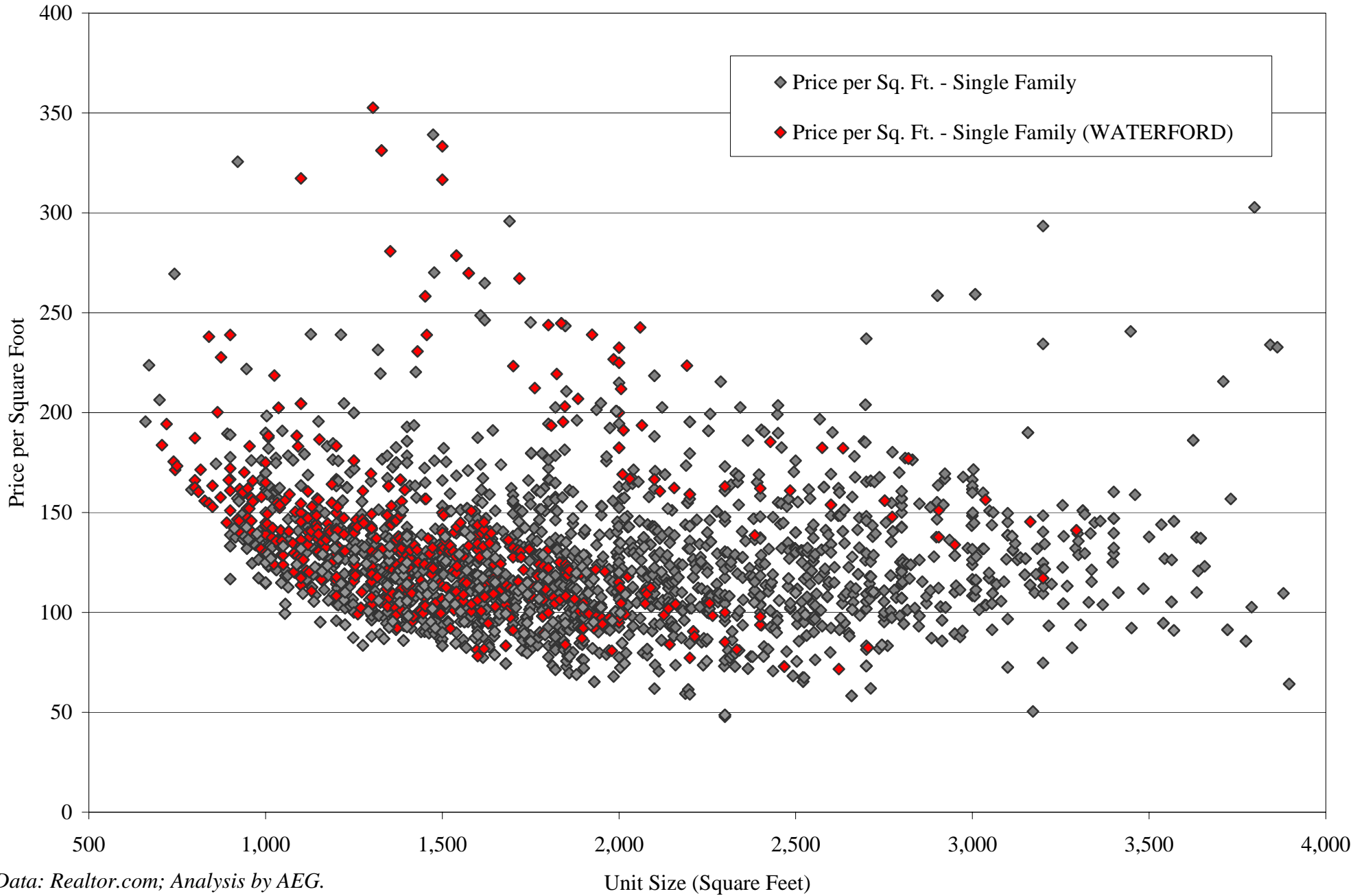
Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 4.1 Waterford and Other Markets in Northwest Metro Detroit
For-Sale Residential Units - Spring 2007



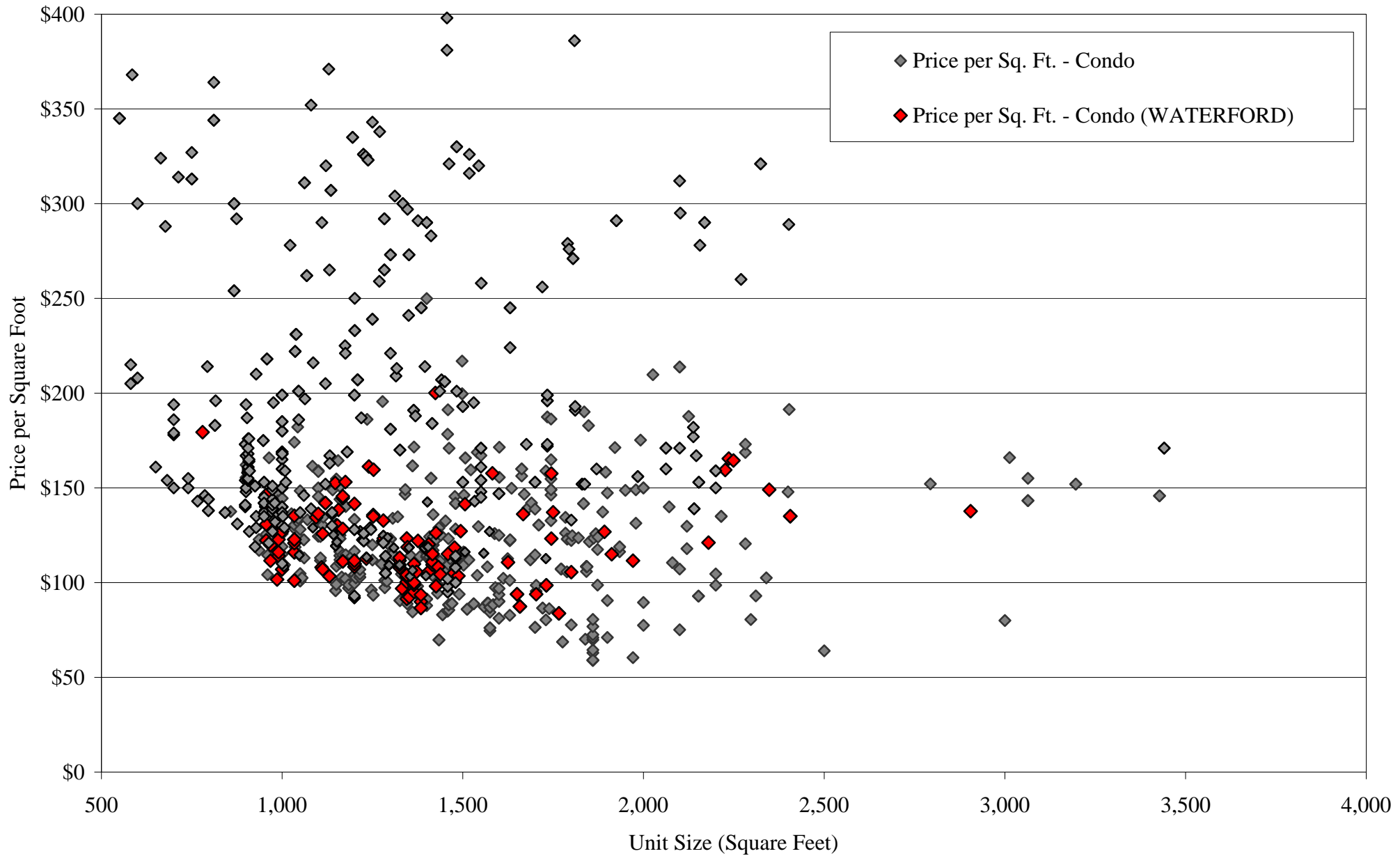
Data: Realtor.com; Analysis by AEG.

Appendix 4.2 Waterford and other markets in Northwest Metro Detroit
For-Sale Single Family Houses - Spring 2007



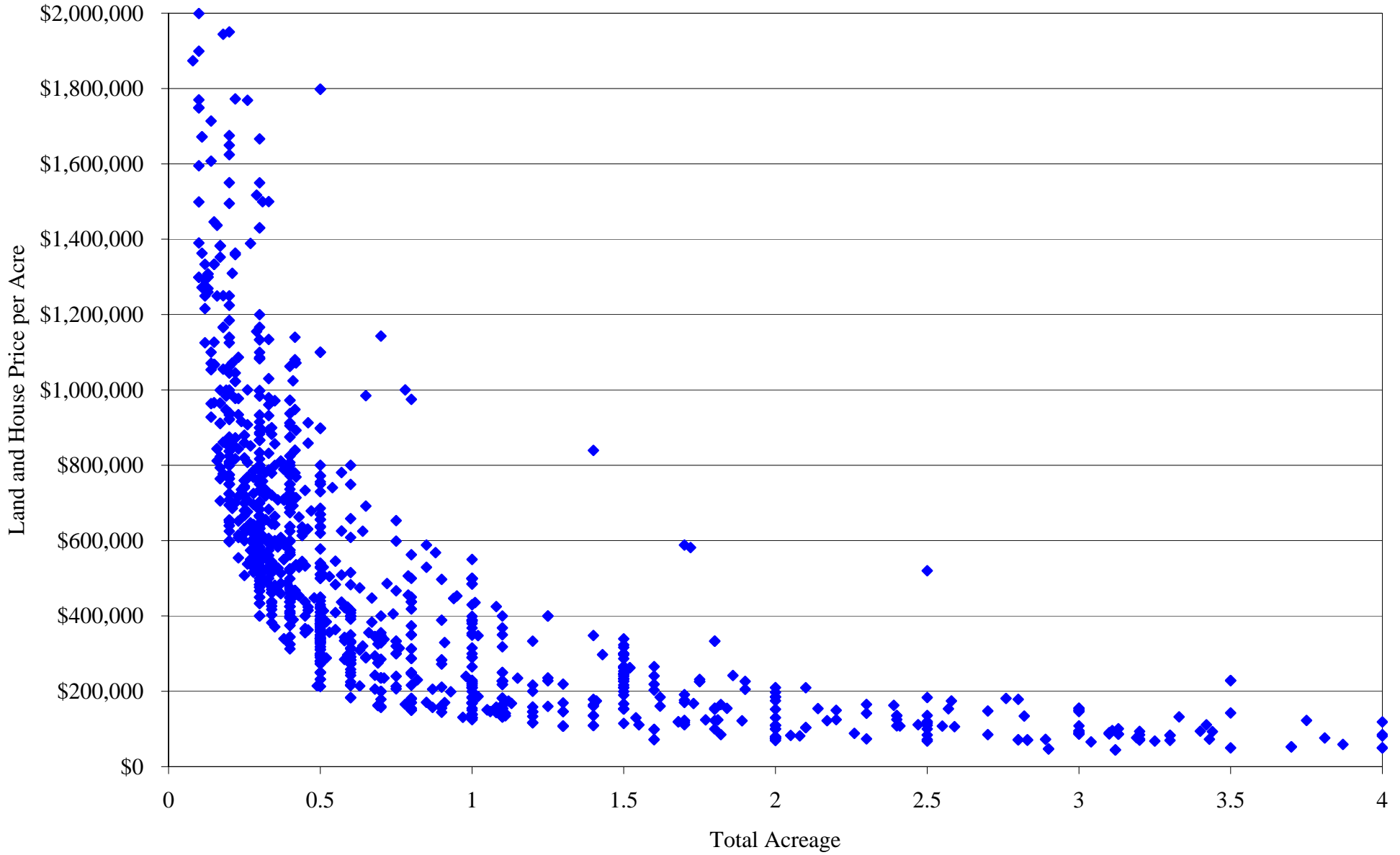
Data: Realtor.com; Analysis by AEG.

Appendix 4.3 Waterford and Other Markets in Northwest Metro Detroit
For-Sale Condominiums - Spring 2007



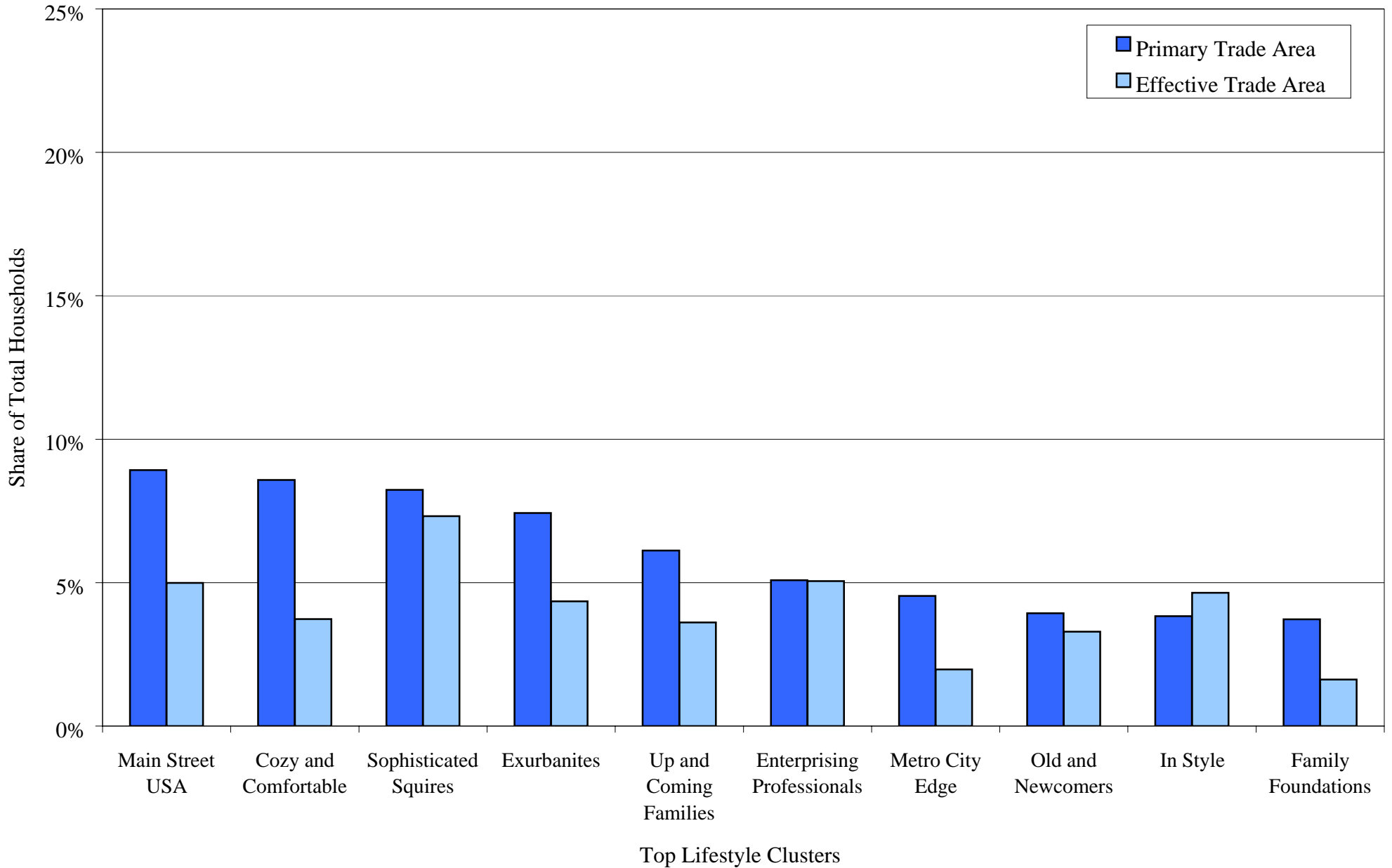
Data: Realtor.com; Analysis by AEG.

Appendix 4.4 Waterford and Other Markets in Northwest Metro Detroit
For-Sale Single-Family House and Land - Spring 2007



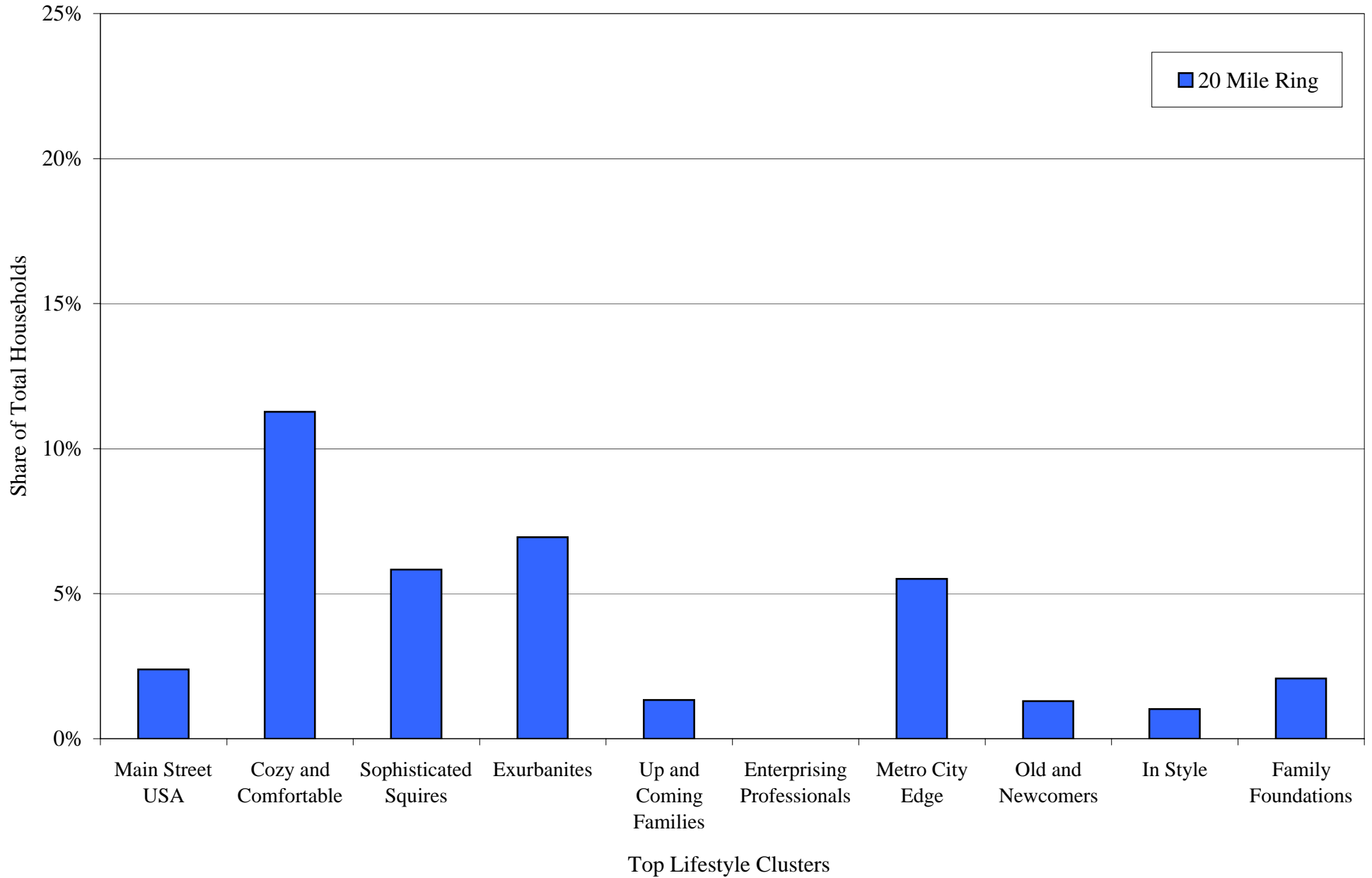
Data: Realtor.com; Analysis by AEG.

Appendix 5.1 Top Lifestyle Clusters - Primary and Effective Trade Areas
 Waterford Twp. Planned Destination Area, Michigan - 2006



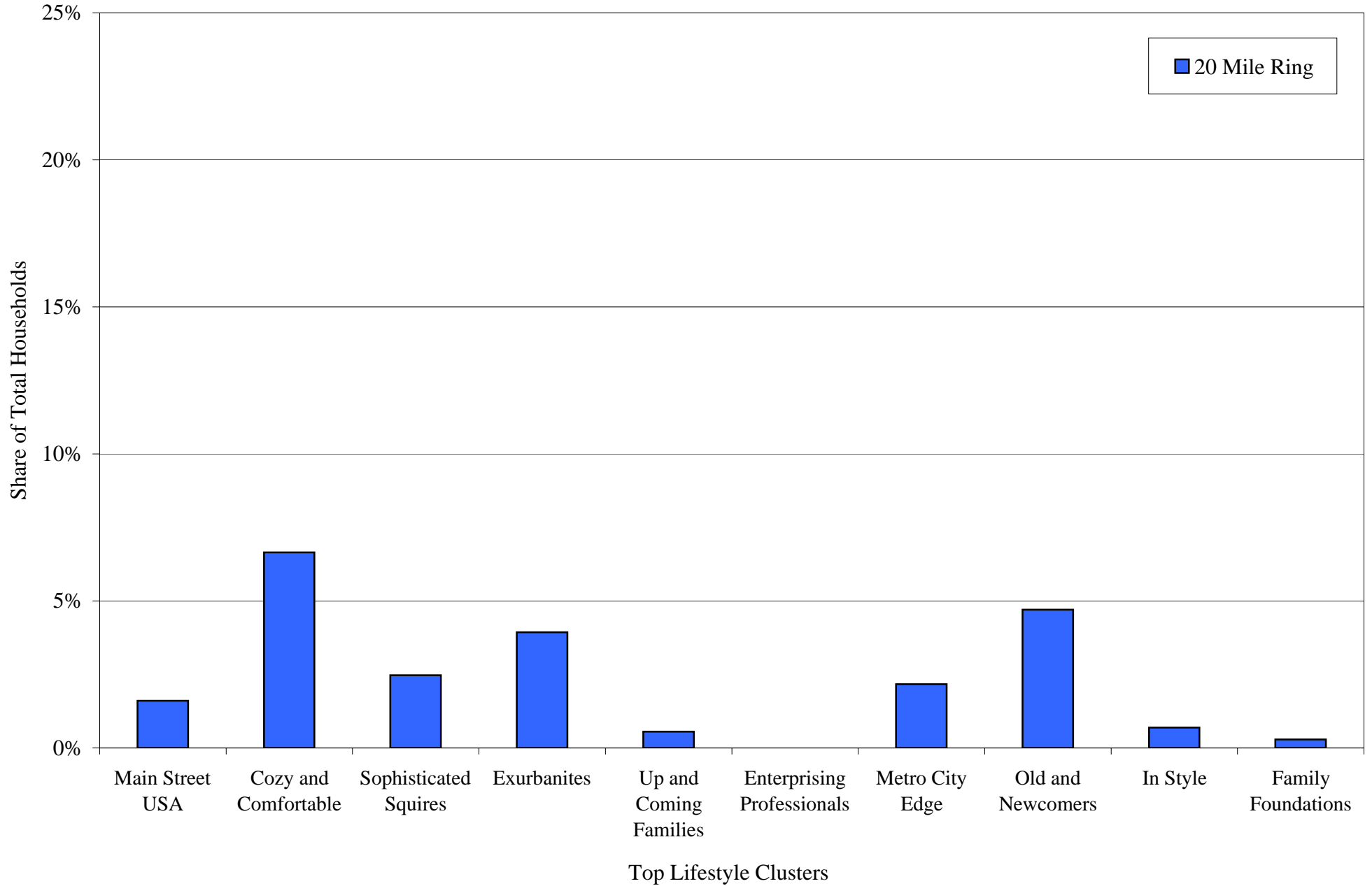
Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 5.2 Top Lifestyle Clusters - 20 Mile Ring
Perani Arena - Flint, Michigan - 2006



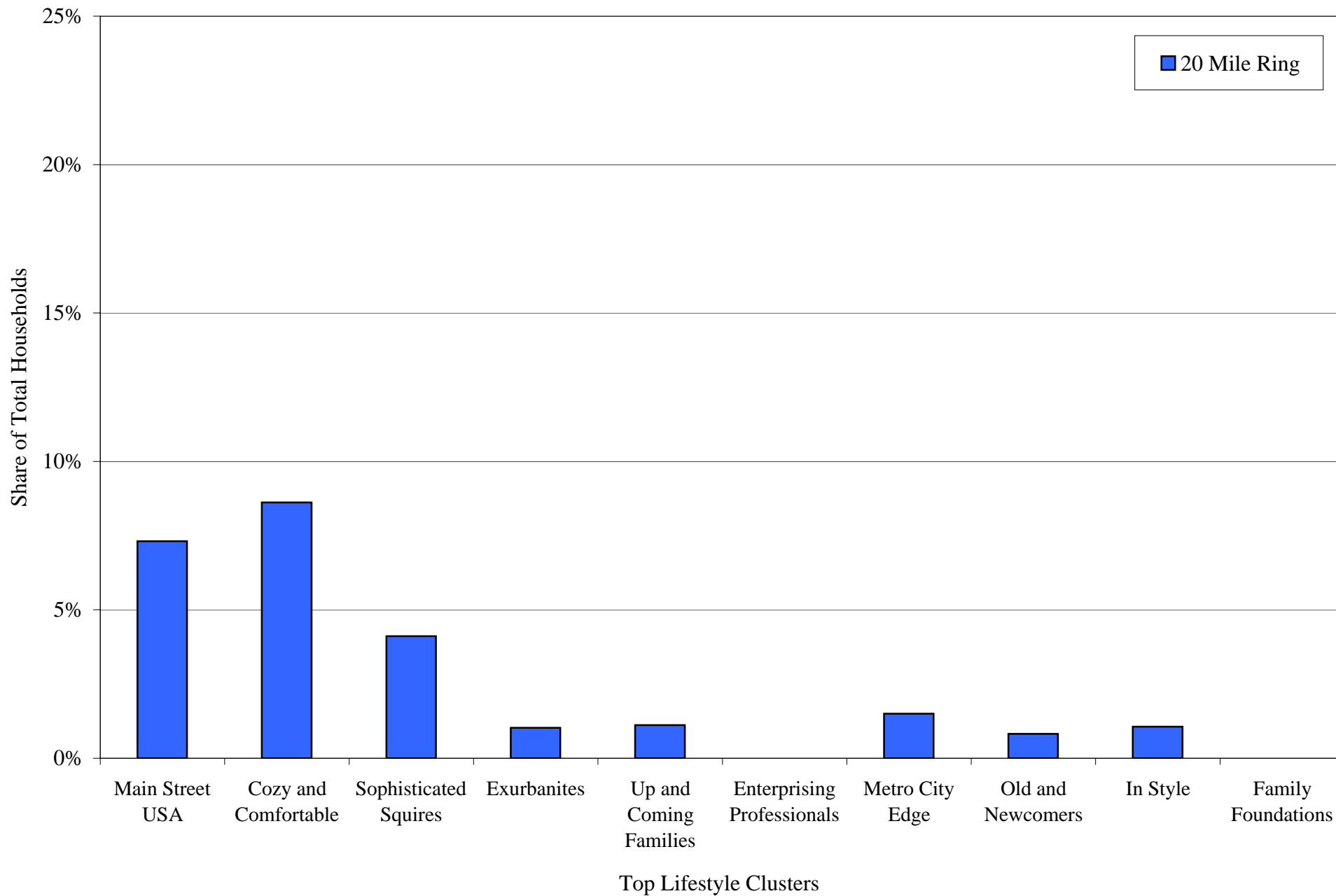
Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 5.3 Top Lifestyle Clusters - 20 Mile Ring
Wings Stadium - Kalamazoo, Michigan - 2006



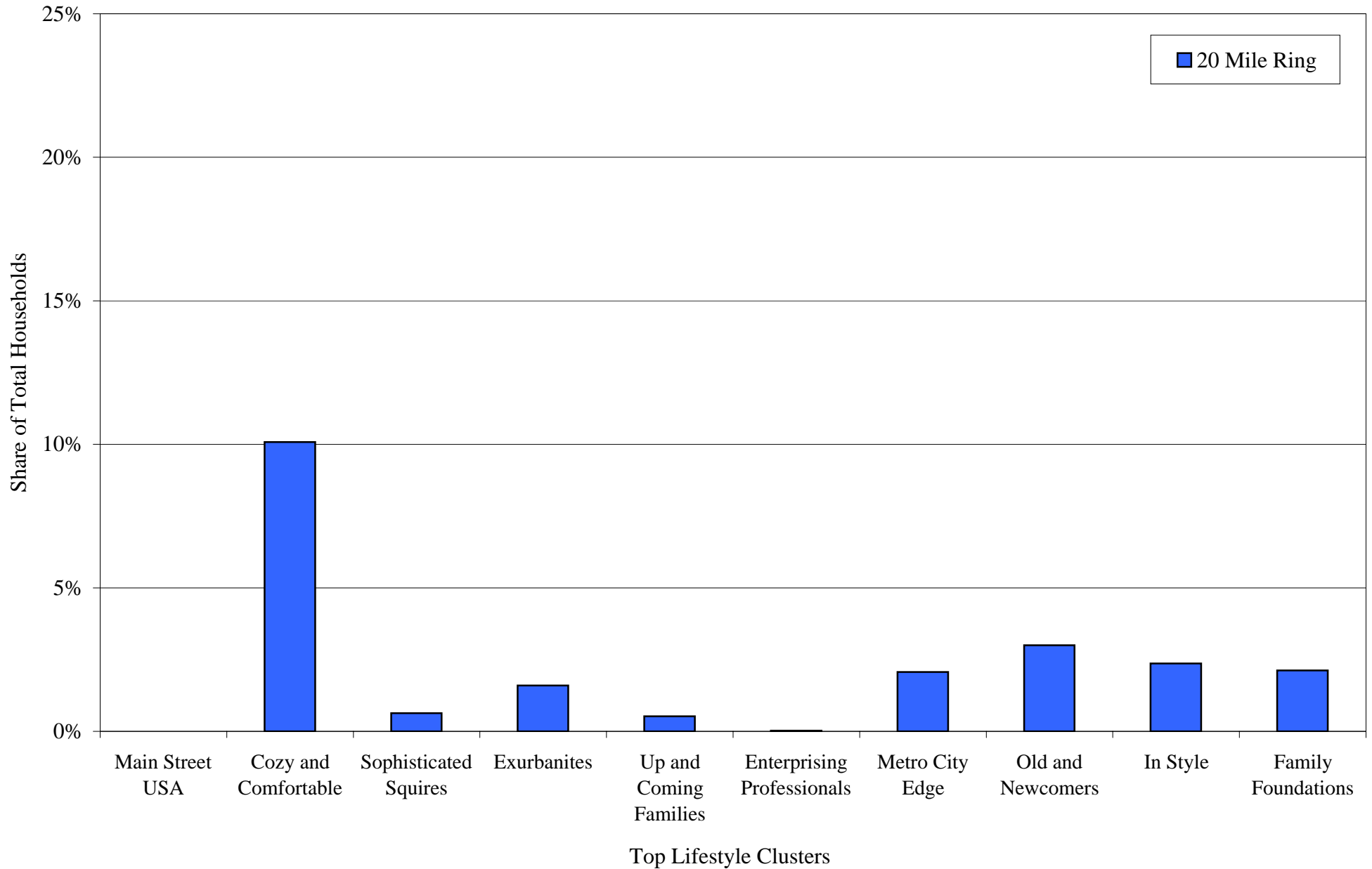
Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 5.4 Top Lifestyle Clusters - 20 Mile Ring
McMorran Place - Port Huron, Michigan - 2006



Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 5.5 Top Lifestyle Clusters - 20 Mile Ring
Dow Events Center - Saginaw, Michigan - 2006



Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 6.1 Demographic and Socioeconomic Tables

	Waterford Twp. PDA		Michigan	Oakland County	Livingston County	Macomb County	Genesee County	Wayne County
	Primary Trade Area	Effective Trade Area						
POPULATION								
1990 Total Population (census)	198,785	436,146	9,295,297	1,083,592	115,645	717,400	430,459	2,111,687
1997 Total Population (interp.)	207,548	467,649	9,740,962	1,159,852	143,210	766,221	434,429	2,076,191
2000 Total Population (census)	211,421	481,838	9,938,444	1,194,156	156,951	788,149	436,141	2,061,162
2002 Total Population (interp.)	214,775	490,455	10,085,539	1,215,633	167,096	808,242	445,218	2,057,925
2005 Total Population	219,906	503,671	10,310,273	1,248,576	183,556	839,345	459,190	2,053,080
2010 Total Population	231,025	530,453	10,731,309	1,316,191	213,470	895,185	487,500	2,056,384
CAGR 1990-2000	0.6%	1.0%	0.7%	1.0%	3.1%	0.9%	0.1%	-0.2%
CAGR 2000-2005	0.8%	0.9%	0.7%	0.9%	3.2%	1.3%	1.0%	-0.1%
CAGR 2005-2010	1.0%	1.0%	0.8%	1.1%	3.1%	1.3%	1.2%	0.0%
1990 Median Age	31.5	34.2	32.6	33.8	32.9	33.9	32.0	32.5
2000 Median Age	34.4	37.4	35.5	36.6	36.1	37.0	35.0	34.0
2005 Median Age	35.7	38.9	36.8	38.1	37.9	38.4	36.3	35.2
PER CAPITA INCOME								
1989 Per Capita Income (census)	\$15,439	\$24,837	\$14,154	\$21,125	\$17,327	\$16,187	\$13,583	\$13,016
1990 Per Capita Income (interp.)	\$16,238	\$25,842	\$14,803	\$22,057	\$18,183	\$16,868	\$14,180	\$13,591
1997 Per Capita Income (interp.)	\$23,122	\$34,108	\$20,265	\$29,842	\$25,487	\$22,511	\$19,162	\$18,396
1999 Per Capita Income (census)	\$25,578	\$36,923	\$22,168	\$32,534	\$28,069	\$24,446	\$20,883	\$20,058
2000 Per Capita Income (interp.)	\$26,260	\$37,800	\$22,711	\$33,397	\$28,839	\$25,015	\$21,310	\$20,503
2002 Per Capita Income (interp.)	\$27,681	\$39,617	\$23,838	\$35,193	\$30,442	\$26,193	\$22,190	\$21,422
2005 Per Capita Income	\$29,956	\$42,508	\$25,633	\$38,069	\$33,016	\$28,065	\$23,578	\$22,878
2010 Per Capita Income	\$36,360	\$51,663	\$30,029	\$46,073	\$38,474	\$32,335	\$27,214	\$26,700
CAGR 1989-1999	5.2%	4.0%	4.6%	4.4%	4.9%	4.2%	4.4%	4.4%
CAGR 1999-2005	2.7%	2.4%	2.5%	2.7%	2.7%	2.3%	2.0%	2.2%
CAGR 2005-2010	4.0%	4.0%	3.2%	3.9%	3.1%	2.9%	2.9%	3.1%
TOTAL PERSONAL INCOME								
1990 Total Personal Income (\$Mil.)	\$3,227,955,351	\$11,270,698,064	\$137,602,775,595	\$23,901,028,081	\$2,102,812,705	\$12,101,295,976	\$6,103,897,216	\$28,700,409,607
2000 Total Personal Income (\$Mil.)	\$5,402,297,780	\$17,778,484,597	\$220,316,999,600	\$38,851,160,000	\$4,405,449,600	\$19,267,239,400	\$9,107,807,300	\$41,343,719,000
2005 Total Personal Income (\$Mil.)	\$6,587,537,844	\$21,410,199,317	\$264,281,520,363	\$47,531,436,662	\$6,060,209,373	\$23,556,343,808	\$10,826,680,545	\$46,969,933,353
2010 Total Personal Income (\$Mil.)	\$8,400,184,361	\$27,404,661,344	\$322,255,595,896	\$60,641,205,000	\$8,213,120,748	\$28,945,843,344	\$13,266,732,023	\$54,906,182,387
CAGR 1990-2000	5.3%	4.7%	4.8%	5.0%	7.7%	4.8%	4.1%	3.7%
CAGR 2000-2005	4.0%	3.8%	3.7%	4.1%	6.6%	4.1%	3.5%	2.6%
CAGR 2005-2010	5.0%	5.1%	4.0%	5.0%	6.3%	4.2%	4.1%	3.2%

Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 6.2 Demographic and Socioeconomic Tables

	Primary Trade Area	Effective Trade Area	Michigan	Oakland County	Livingston County	Macomb County	Genesee County	Wayne County
HOUSEHOLDS								
1990 Average Household Size	2.7	2.7	2.7	2.6	2.9	2.7	2.6	2.7
2000 Average Household Size	2.6	2.6	2.6	2.5	2.8	2.5	2.5	2.6
2005 Average Household Size	2.5	2.5	2.5	2.5	2.8	2.5	2.5	2.6
1990 Total Households	72,585	161,366	3,419,331	410,488	38,887	264,991	161,296	780,535
2000 Total Households	81,112	185,684	3,785,661	471,115	55,384	309,203	169,825	768,440
2005 Total Households	85,519	196,305	3,980,867	497,954	66,117	334,568	179,295	769,426
2010 Total Households	90,620	208,318	4,176,763	528,741	77,735	360,627	191,275	772,590
CAGR 1990-2000 (%)	1.1%	1.4%	1.0%	1.4%	3.6%	1.6%	0.5%	-0.2%
CAGR 2000-2005 (%)	1.1%	1.1%	1.0%	1.1%	3.6%	1.6%	1.1%	0.0%
CAGR 2005-2010 (%)	1.2%	1.2%	1.0%	1.2%	3.3%	1.5%	1.3%	0.1%
HOUSEHOLD INCOME TOTALS								
2000 Median HH Income	\$51,407	\$65,882	\$44,683	\$61,991	\$67,337	\$52,433	\$42,134	\$40,810
2005 Median HH Income	\$58,396	\$75,008	\$50,118	\$69,794	\$75,795	\$58,598	\$47,067	\$45,709
2010 Median HH Income	\$67,435	\$86,275	\$55,605	\$80,835	\$85,392	\$64,438	\$52,300	\$51,483
1990 Average HH Income	\$41,776	\$66,756	\$38,064	\$55,498	\$51,287	\$43,603	\$35,997	\$34,924
2000 Average HH Income	\$65,767	\$94,925	\$57,400	\$81,926	\$79,248	\$61,862	\$53,066	\$53,154
2005 Average HH Income	\$76,524	\$108,647	\$65,583	\$95,103	\$91,354	\$70,075	\$60,012	\$60,521
2010 Average HH Income	\$92,188	\$131,114	\$76,307	\$114,325	\$105,369	\$79,924	\$68,974	\$70,491
ETHNICITY AND RACE (%)								
2005 Pop by Race Base (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
2005 White / Caucasian (%)	73.9%	79.0%	79.0%	80.7%	96.7%	91.5%	73.7%	49.6%
2005 Black / African American (%)	17.7%	11.3%	14.4%	10.6%	0.5%	2.9%	21.4%	43.4%
2005 American Indian / Aleut (%)	0.4%	0.3%	0.6%	0.3%	0.4%	0.3%	0.6%	0.4%
2005 Asian (%)	2.7%	5.8%	2.3%	5.5%	0.8%	2.9%	1.1%	2.2%
2005 Pacific (%)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2005 Other Race (%)	2.9%	1.5%	1.5%	0.9%	0.4%	0.4%	0.9%	1.7%
2005 Two or More Races (%)	2.3%	2.1%	2.1%	2.0%	1.2%	2.0%	2.4%	2.7%
2005 Hispanic - of any race (%)	6.8%	4.0%	3.7%	2.8%	1.5%	1.8%	2.7%	4.2%
ADULT EDUCATIONAL ATTAINMENT								
2000 Thru 8th Grade or Lower (%)	4.4%	3.1%	4.7%	3.0%	1.7%	4.8%	3.9%	6.2%
2000 Some College (%)	55.0%	68.1%	52.1%	67.2%	63.1%	50.2%	49.8%	46.3%
2000 4-Yr. Degree or More (%)	24.5%	40.9%	21.8%	38.2%	28.2%	17.6%	16.2%	17.2%
MODE OF TRAVEL TO WORK (#)								
2000 Wrkrs/Transp: Total Private Trans (%)	86.7%	88.2%	83.4%	88.4%	87.2%	89.1%	84.4%	80.3%
2000 Wrkrs/Transp: Total Carpooled Trans (%)	9.0%	7.0%	9.7%	6.8%	7.7%	7.5%	10.6%	11.7%
2000 Wrkrs/Transp: Total Public Trans (%)	0.4%	0.3%	1.3%	0.5%	0.2%	0.5%	1.2%	3.8%
2000 Wrkrs/Transp: Total Other Trans (%)	1.5%	1.2%	2.7%	1.4%	1.5%	1.3%	1.8%	2.5%

Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 6.3 Demographic and Socioeconomic Tables

	Primary Trade Area	Effective Trade Area	Michigan	Oakland County	Livingston County	Macomb County	Genesee County	Wayne County
HOUSING UNIT GROWTH AND TENURE								
2005 Total Housing Units	88,801	203,038	4,451,717	513,145	69,219	346,636	195,130	828,160
2005 Owner Occupied HUs	62,613	152,622	2,996,961	379,347	58,624	267,184	133,752	525,801
2005 Percent Owner Occupied	70.5%	75.2%	67.3%	73.9%	84.7%	77.1%	68.5%	63.5%
2005 Renter Occupied HUs	22,905	43,684	983,906	118,607	7,493	67,384	45,543	243,625
2005 Percent Renter Occupied	25.8%	21.5%	22.1%	23.1%	10.8%	19.4%	23.3%	29.4%
2005 Vacant Housing Units	3,267	6,799	470,850	15,191	3,102	12,068	15,835	58,734
2005 Vacancy Rate	3.7%	3.3%	10.6%	3.0%	4.5%	3.5%	8.1%	7.1%
2000 Avg HH Size: Owner Occupied Units	2.7	2.7	2.7	2.7	2.9	2.7	2.6	2.7
HOUSEHOLD INCOME CATEGORIES								
2005 HHs w/Inc \$14,999 and Below (%)	10.0%	6.8%	12.3%	7.1%	4.7%	8.8%	14.1%	16.3%
2005 HHs w/Inc \$15,000 - \$29,999 (%)	13.8%	10.4%	16.6%	11.0%	8.4%	14.1%	18.0%	17.3%
2005 HHs w/Inc \$30,000 - \$44,999 (%)	14.4%	11.6%	16.2%	12.4%	11.2%	14.8%	15.9%	15.7%
2005 HHs w/Inc \$45,000 - \$59,999 (%)	13.0%	11.1%	13.9%	12.1%	12.2%	13.4%	12.9%	12.9%
2005 HHs w/Inc \$60,000 - \$74,999 (%)	11.3%	10.1%	11.2%	10.8%	12.7%	12.7%	11.1%	10.3%
2005 HHs w/Inc \$75,000 - \$99,999 (%)	14.5%	14.1%	12.4%	14.8%	18.1%	15.2%	12.3%	11.6%
2005 HHs w/Inc \$100,000 - \$124,999 (%)	9.4%	10.5%	7.6%	10.9%	13.4%	10.1%	7.3%	7.1%
2005 HHs w/Inc \$125,000 - \$149,999 (%)	5.7%	7.3%	4.0%	7.2%	8.4%	5.3%	3.6%	3.8%
2005 HHs w/Inc \$150,000 - \$199,999 (%)	3.9%	7.2%	2.9%	6.4%	5.8%	3.3%	2.2%	2.7%
2005 HHs w/Inc \$200,000 and Above (%)	4.0%	10.9%	2.9%	7.5%	5.2%	2.3%	2.0%	2.3%
2005 Share of HHs Earning <\$30K	23.9%	17.2%	28.9%	18.0%	13.1%	22.8%	32.0%	33.6%
2005 Share of HHs Earning \$30K+	76.1%	82.8%	71.1%	82.0%	86.9%	77.2%	68.0%	66.4%
2005 Share of HHs Earning \$60K+	48.8%	60.1%	41.0%	57.6%	63.5%	48.9%	38.5%	37.8%
2005 Share of HHs Earning \$100K+	23.0%	35.9%	17.4%	32.0%	32.8%	21.0%	15.1%	16.0%
HOUSING UNITS IN STRUCTURE								
2000 HUs/Units in Struct Base (%)	100%	100%	100%	100%	100%	100%	100%	100%
2000 HU/Units in Struct: 1-Det (%)	71.3%	69.4%	70.6%	68.5%	82.0%	68.7%	72.1%	67.8%
2000 HU/Units in Struct: 1-Att (%)	4.0%	6.8%	3.9%	5.5%	3.7%	7.5%	3.3%	5.5%
2000 HU/Units in Struct: 2 (%)	1.8%	1.1%	3.5%	1.2%	1.6%	1.0%	2.5%	6.7%
2000 HU/Units in Struct: 3-4 (%)	3.4%	3.5%	2.8%	3.1%	1.2%	3.0%	2.5%	2.9%
2000 HU/Units in Struct: 5-9 (%)	5.5%	5.8%	4.0%	6.5%	1.8%	6.4%	3.6%	3.8%
2000 HU/Units in Struct: 10-19 (%)	5.4%	4.5%	3.4%	4.6%	2.0%	4.0%	3.7%	3.1%
2000 HU/Units in Struct: 20-49 (%)	2.4%	2.0%	2.2%	2.7%	1.0%	1.8%	2.2%	2.8%
2000 HU/Units in Struct: 50+ (%)	3.7%	4.0%	3.0%	4.3%	0.5%	3.0%	2.4%	5.3%
2000 HU/Units in Struct: Mobile (%)	2.4%	2.6%	6.5%	3.7%	6.2%	4.5%	7.8%	2.0%
2000 HU/Units in Struct: Other (%)	0.0%	0.0%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%
2 or more units per structure (%)	22.2%	21.1%	18.8%	22.4%	7.9%	19.3%	16.9%	24.6%
2 to 4 units per structure (%)	5.3%	4.7%	6.2%	4.3%	2.8%	3.9%	5.0%	9.6%

Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.

Appendix 6.4 Demographic and Socioeconomic Tables

	Primary Trade Area	Effective Trade Area	Michigan	Oakland County	Livingston County	Macomb County	Genesee County	Wayne County
YEAR STRUCTURE BUILT								
2005 HUs by Yr Struct Blt Base (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
2005 Hus/Yr Blt: 3/2000-2005 (%)	3.5%	4.0%	4.9%	4.1%	14.9%	7.6%	5.9%	0.2%
2005 HUs/Yr Blt: 1999-3/2000 (%)	2.9%	2.4%	2.1%	2.2%	4.5%	2.5%	2.0%	0.9%
2005 HUs/Yr Blt: 1995-1998 (%)	6.5%	6.8%	6.1%	6.5%	12.3%	7.1%	5.6%	2.5%
2005 HUs/Yr Blt: 1990-1994 (%)	6.0%	7.3%	5.8%	6.8%	11.0%	6.4%	4.3%	2.6%
2005 HUs/Yr Blt: 1980-1989 (%)	9.8%	15.0%	10.0%	13.5%	12.1%	11.7%	7.6%	4.7%
2005 HUs/Yr Blt: 1970-1979 (%)	16.0%	19.3%	16.2%	19.3%	19.7%	17.8%	17.2%	10.6%
2005 HUs/Yr Blt: 1960-1969 (%)	15.5%	16.0%	13.5%	14.9%	7.8%	18.9%	17.5%	13.1%
2005 HUs/Yr Blt: 1950-1959 (%)	18.7%	15.9%	15.9%	17.3%	6.2%	17.8%	18.3%	26.9%
2005 HUs/Yr Blt: 1940-1949 (%)	9.4%	5.9%	9.4%	7.3%	3.3%	5.4%	9.4%	18.8%
2005 HUs/Yr Blt: 1939/Before (%)	11.7%	7.5%	16.1%	7.9%	8.4%	4.6%	12.1%	19.6%
Housing Units Built Since 1990 (%)	15.4%	16.4%	14.0%	15.5%	27.7%	16.1%	12.0%	6.1%
OWNER OCCUPIED HOME VALUES								
2000 Median Home Value	\$140,191	\$200,172	\$110,257	\$173,784	\$185,893	\$134,889	\$90,827	\$96,226
2005 Median Home Value	\$174,654	\$248,186	\$141,049	\$219,941	\$240,376	\$173,238	\$111,558	\$119,354
2010 Median Home Value	\$227,132	\$331,855	\$179,567	\$284,687	\$316,903	\$221,561	\$140,364	\$149,607
CAGR 2000-2005 (%)	4.5%	4.4%	5.0%	4.8%	5.3%	5.1%	4.2%	4.4%
CAGR 2005-2010 (%)	5.4%	6.0%	4.9%	5.3%	5.7%	5.0%	4.7%	4.6%
1990 Average Home Value	\$88,820	\$152,177	\$73,927	\$120,639	\$111,010	\$84,472	\$57,597	\$62,001
2000 Average Home Value	\$170,801	\$260,463	\$137,227	\$217,250	\$210,282	\$149,063	\$106,750	\$121,100
2005 Average Home Value	\$212,554	\$318,518	\$175,940	\$274,951	\$276,479	\$191,206	\$132,081	\$150,457
2010 Average Home Value	\$275,905	\$402,625	\$225,638	\$357,356	\$361,097	\$249,794	\$164,899	\$188,303
CAGR 1990-2000 (%)	6.8%	5.5%	6.4%	6.1%	6.6%	5.8%	6.4%	6.9%
CAGR 2000-2005 (%)	4.5%	4.1%	5.1%	4.8%	5.6%	5.1%	4.4%	4.4%
CAGR 2005-2010 (%)	5.4%	4.8%	5.1%	5.4%	5.5%	5.5%	4.5%	4.6%
2005 Home Values \$49,999 and Below	5.0%	3.5%	10.2%	4.4%	3.4%	5.1%	17.9%	13.4%
2005 Home Values \$50,000 - \$99,999	14.9%	7.5%	19.6%	7.2%	5.1%	9.7%	26.0%	24.3%
2005 Home Values \$100,000 - \$149,999	18.9%	11.3%	24.0%	13.9%	8.7%	23.6%	24.4%	25.6%
2005 Home Values \$150,000 - \$199,999	21.2%	14.4%	18.1%	17.9%	16.1%	26.4%	16.1%	16.9%
2005 Home Values \$200,000 - \$249,999	16.2%	13.8%	11.0%	16.6%	20.7%	16.8%	7.6%	8.1%
2005 Home Values \$250,000 - \$299,999	6.3%	8.8%	5.2%	9.3%	13.7%	7.3%	2.9%	3.5%
2005 Home Values \$300,000 - \$399,999	8.6%	15.9%	6.4%	14.5%	18.5%	7.1%	3.0%	4.4%
2005 Home Values \$400,000 - \$499,999	3.6%	8.7%	2.5%	6.6%	6.4%	2.1%	1.2%	1.8%
2005 Home Values \$500,000 - \$749,999	3.3%	9.4%	1.9%	5.9%	5.4%	1.3%	0.6%	1.2%
2005 Home Values \$750,000 and Above (#)	1.9%	6.8%	1.1%	3.7%	2.0%	0.5%	0.4%	0.8%
CONTRACT RENT								
2000 Median Contract Rent	\$548	\$646	\$468	\$643	\$616	\$543	\$413	\$428
2000 Average Contract Rent	\$559	\$711	\$494	\$687	\$653	\$552	\$422	\$449

Source: Anderson Economic Group, LLC 2007. Base data provided by ESRI, Inc. 2006.



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01 Top Rung

Top Rungs are the wealthiest consumer market—representing less than one percent of all households. Median income is over \$168,000 almost four times the national median, and median home value is over \$721,000. Householders are in their peak earning years, 45-64, primarily in family households with no children or older children. The median age is 43.3 years.

02 Suburban Splendor

These successful suburbanites are the epitome of upward mobility, just a couple rungs below the top and situated recently in growing neighborhoods of affluent homes with a median home value over \$337,000. Most are two-income families with children. The household population is younger, median age of 40 years, well educated and well employed.

03 Connoisseurs

Second in wealth among the consumer markets, but first in conspicuous consumption, *Connoisseurs* are slightly older, with a median age of 44.5 years, and closer to retirement than child rearing. Their neighborhoods tend to be older, bastions of affluence where the median home value is almost \$435,000 and growth is slow.

04 Boomburbs

The newest additions to the suburbs, these communities are home to younger families with a busy, upscale lifestyle. Median home value is almost \$250,000 (and growing), and most households have two workers and two vehicles. Growth is characteristic of the communities—and the families.

05 Wealthy Seaboard Suburbs

Wealthy Seaboard Suburbs remain established quarters of affluence characteristic of coastal metropolitan areas. Neighborhoods are older and slow to change, with median home value that exceeds \$304,000. The labor force is professional; the households, married couples with no or older children living at home. Median age is 41.5 years.

06 Sophisticated Squires

Sophisticated Squires enjoy cultured country living in newer home developments with low density and a median value over \$195,000. These urban escapees are younger families, well educated and professionally employed, that have

elect to commute to maintain their semi-rural lifestyle.

07 Exurbanites

Open areas with affluence define exurban and the resident households. Median home value is currently about \$224,000, with a median household income of \$78,800. Homeowners are older, primarily empty nesters, professionally employed—with many who work from home.

08 Laptops and Lattes

The most eligible and unencumbered marketplace—they're affluent, single, and still renting. *Laptops and Lattes* are educated, professional, and partial to city life, favoring major metropolitan areas like New York, Boston, Chicago, Los Angeles and San Francisco. Median household income is over \$83,000; median age is 38 years.

09 Urban Chic

The *Urban Chic* are professional couples with an urbane, exclusive lifestyle. They are homeowners, but city dwellers with expensive homes in high-rise buildings or townhomes (median value over \$419,000). Median age is 41.2 years.

10 Pleasant-Ville

Prosperous domesticity distinguishes the settled homes of *Pleasant-Ville*. Most are single family homes built in the 1950s with a median value of \$224,000 today. Located throughout the U.S., these households range the middle ages—most with children; some approaching early retirement. Median age is 38.8 years.

11 Pacific Heights

These households are found in the high-rent districts of California and Hawaii. Median home value is almost \$357,000, with residents favoring single detached or townhomes. This market is small but affluent, with one in two households earning over \$69,000 annually.

12 Up and Coming Families

Up and Coming Families represent the second highest growth market—and the youngest of the affluent family markets. These days, residents are more Gen X than Baby Boom. Despite the cohort turnover, the profile remains young affluent families with young children. Homes are new, with a median value of \$157,000.



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13 In Style

Households that are *In Style* live in affluent neighborhoods of metropolitan areas. More suburban than urban, these households nevertheless embrace an urbane lifestyle, favoring townhomes over the traditional single-family houses. Professional couples predominate, with high labor force participation, and fewer children. Median age is 37.6 years.

14 Prosperous Empty Nesters

A third of the population is aged 55 years or older, and most households are married-couples with no children living at home. Well educated and experienced, *Prosperous Empty Nesters* are enjoying the segue from child rearing to retirement. A median income over \$64,000 supports a lifestyle that focuses on the present, with travel and home renovation, and the future, through investments.

15 Silver and Gold

These are the wealthiest seniors, predominantly retired from professional occupations, with a median age of 57.6 years. Their affluence has afforded relocation to sunnier climates. More than half live in the South, mainly in Florida. California and Arizona are also popular. A quarter of the homes are located in the West. Neighborhoods are exclusive, with median home value over \$250,000 and a high share of seasonal housing.

16 Enterprising Professionals

This market is home to young, highly educated, working professionals. Either single or recently married, they prefer newer neighborhoods with townhomes or apartments and renting to owning, typically in cities. Household income exceeds expectations, with a median over \$62,000, and their lifestyle reflects both youth and growing consumer clout.

17 Green Acres

A little bit country, the residents of *Green Acres* enjoy select homes in a pastoral setting. This upscale market represents developing fringe areas, with more in the Midwest. Most of the families are blue collar Baby Boomers, many with children aged 6-17 years. Median household income, \$60,000, and median home value, \$163,000, are high compared to the U.S.

18 Cozy and Comfortable

Still older, settled married couples and still working, *Cozy and Comfortable* families are closer to retirement today. Many of the couples are still living in the homes in which they raised their children—single-family homes built before

1970 with a current market value of \$139,000 and located mainly in suburban areas in the Midwest and Northeast. Most of the population is older, with a median age of 40.2 years.

19 Milk and Cookies

Upscale living with a family allowance, this market represents young, affluent married couples who are starting their families. Many have young children already. Residents of milk-and-cookie land favor single-family homes, median value over \$115,000, in suburban areas largely in the South and West, especially Texas. Families with 2+ workers, 1+ children and 3+ vehicles are the norm.

20 City Lights

City lights have attracted a diverse array of residents to the Northeast. This dense urban market is a mixture of housing, household types and cultures that all share the same city walks. Households include both families and singles; while housing ranges from owner-occupied townhomes to renter-occupied apartments in buildings with two to 50+ units. The population is a bit older, with a median age of 38 years. Residents earn a good living in white collar and service occupations, with median household income of \$54,500.

21 Urban Villages

Urban Villages are the multicultural enclaves of young families that are unique to gateway cities, especially in California. Families dominate this market; most have children. Although education to date is lower, college enrollment is above average. Many are two-income households, earning a median income of \$53,100 in manufacturing, retail and service industries. Most residents own older, single-family homes with a median value of \$188,500 and, typically Californian, multiple vehicles.

22 Metropolitans

Metropolitans favor city living, in older neighborhoods populated by singles or childless couples. The neighborhoods are an eclectic mix of single- and multi-family structures, with home values ranging between \$100,000 and \$200,000. Residents include both Gen X and retirees, but generally prosperous with a median household income over \$53,000.

23 Trendsetters

The cutting edge in urban style—*Trendsetters* are young, diverse and mobile, and primarily West Coast. Still renting, they favor the upscale, multiunit settlements in older city districts. Well educated, professional, but not always typical,



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they are well employed with a median income over \$51,000. Over half are single, living alone or sharing with a roommate.

24 Main Street, USA

Main Street USA is a profile of the American population: families with a growing mix of single households (household size of 2.53), median age of 35.9 years, comfortable middle income with a median of \$48,000, and homeowners (60 percent) in older single family homes with a market value of \$148,500. They are the suburban incumbents of smaller metropolitan cities across the U.S.

25 Salt of the Earth

Blue collar, rural or small town best describe the *Salt of the Earth*. Hard working, primarily in agriculture, manufacturing or mining, the labor force is slightly older with low unemployment. Household income parallels the U.S. median, \$48,300. Mostly married couples, these households own their homes. The median age is 39.5 years.

26 Midland Crowd

The largest Community market, *Midland Crowd* represents over 10 million people, almost 4 percent of the U.S. population in one market. As expected, the largest market reflects some characteristics of the U.S. population, median age (35.9 years) and median income, about \$46,000. The differences distinguish the *Midland Crowd*. These neighborhoods are located in mainly rural areas, *growing* rural areas at a rate of over 3 percent annually since 2000. Almost 95 percent of the homes are single family, or mobile homes, with a third built after 1990.

27 Metro Renters

Metro Renters are young (almost one-third in their twenties), very well educated, singles who are beginning their professional careers in the largest cities like New York, Chicago, and Los Angeles. Median household income is increasing, currently \$47,200. They are primarily renters living in older high-rise units, either alone or with roommates, given the average monthly rent of \$900+.

28 Aspiring Young Families

Aspiring Young Families are attracted to the large, growing metropolitan areas in the South and West, with the highest shares in California, Florida and Texas. These are mainly young, start-up families, married couples or single parents, with children. Although young, with a median age under 30 years, about half have already purchased start-up homes, with a high

percent of townhouses, and half are renters, living in newer multi-unit buildings.

29 Rustbelt Retirees

As the name implies, most of these households reside in the Northeast or Midwest, especially in Pennsylvania and areas around the Great Lakes. Although many householders are still working, labor force participation is low. Over 40 percent of the households draw retirement income. The neighborhoods are typical of the older, industrial cities—owner-occupied, single-family homes in the city with a current market value of \$104,600. Unlike many retirees, those in the Rustbelt are not inclined to move.

30 Retirement Communities

Congregate housing, which commonly includes meals and other services with rent, is concentrated in this market. Although retirement communities can also offer owner-occupied housing and nursing care facilities, most are characterized by congregate housing. Denizens of *Retirement Communities* include well-educated retirees, a third aged 65 years or older, scattered throughout the U.S., but mainly city dwellers. Median household income is about \$45,000, but median net worth is over \$178,000.

31 Rural Resort Dwellers

Rural Resort Dwellers follow the scenic route. Favoring milder climates and pastoral settings, the population resides in rural nonfarm areas throughout the U.S. Their communities are small, but growing—primarily single-family or mobile homes, including a significant inventory of seasonal housing. The population is older, with a median age of 46.2 years, and most are married with no children at home. Although retirement officially looms for many, most are employed. Many are self-employed.

32 Rustbelt Traditions

Rustbelt Traditions are the mainstay of the older, industrial cities in the states along the Great Lakes. They are the backbone of the manufacturing and transportation industries that sustain the local economy. The majority of households in this market are owner occupied in modest, single family homes with a median value of \$87,500. Median age is 36.1 years, with a mix of family and household types, including not only married couples, but a high proportion of single-parent households and singles. Median household income is \$41,400.

33 Midlife Junction

Somewhere between the childraising years and retirement lies the *Midlife Junction*. Few



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households still have children. Most of the labor force is still employed, but approaching retirement. Almost a third are already drawing retirement income. Most still own their homes, but many have moved into multi-unit apartment buildings. The housing market is a mix of single family homes and low density apartments, somewhere between urban and rural. The residents of *Midlife Junction* have a median age of 40.1 years and a median household income of \$41,800.

34 Family Foundations

The bedrock of this market is family life—married couples, single parents, grandparents, young children and adult children. This small urban market can be found in large metropolitan areas. Their neighborhoods are comprised of row houses or single-family detached, primarily owner-occupied homes built before 1960. There is a gradual decline in population through attrition, but little turnover in the neighborhoods. Unemployment is above average, although 30 percent have completed some college.

35 International Marketplace

International Marketplace represents the cutting edge of one of the major demographic trends shaping the U.S. future, immigration. This developing urban market presents a blend of cultures and household types. With a median age of only 30.6 years, the population is young. Families with children, either married couple or single-parent, represent 45 percent of the households. Most are renting apartments in multi-unit buildings, but over 30 percent have purchased a home. This market is located primarily in gateway states on the coasts.

36 Old and Newcomers

Old and Newcomers are neighborhoods in transition, populated by renters, either starting up or retiring. Householders are either in their twenties or over the age of 75. The median age, 36.2 years, simply splits the difference. Spread throughout metropolitan areas of the US, these neighborhoods have more single-person and shared households than families. Many have moved recently. Mid- or high-rise apartment buildings constructed in the 1970s dominate the housing market.

37 Prairie Living

Small farm owners in the Midwest dominate this stable market. Family-owned farms naturally favor married couples with and without children. The population is somewhat older than the U.S, with a median age of 39.9 years. Single-family homes, most built before 1940, are characteristic

of the farms, although mobile homes and seasonal housing are also common. Median home value is \$88,100.

38 Industrious Urban Fringe

Settled on the fringe of metropolitan cities, this market employs both its proximity to metropolitan cities and its location to earn a living. These diverse families rely on manufacturing, construction, retail—and agriculture—for their livelihood. Family is important. Many are multigenerational households; over half of all households have children. Two thirds own their homes, mostly older, single-family houses with a median value of \$90,300.

39 Young and Restless

Change is the constant in this market. The population is young, with a median age under 30 years, and on the go, over 70 percent have moved in the past five years. Still not settled, nonfamily households are the standard, almost 60 percent of this growing segment. The *Young and Restless* are renters, who favor multi-unit apartment buildings and pay over \$700 in rent monthly. Many are college graduates; some are still enrolled in college. Median household income is about \$38,000.

40 Military Proximity

This segment depends on the military for its livelihood. Over 75 percent of the labor force is in the Armed Forces. Civilian jobs on military bases are also included. The population is young, median age of 22.2 years, and mobile. Average household size is high, 3.40, with about 75 percent of the households either married couples or single parents with children. Median household income is \$37,300.

41 Crossroads

Young, mobile families in mobile homes typify **Crossroads**. Found most often in small towns throughout the South and West, these neighborhoods are home to families with children, both married couple and single-parent. Over half of these young families own mobile homes. Median home value is \$57,400, and vacancies are above average for growing neighborhoods. Employment is mainly in the manufacturing, construction and retail sectors.

42 Southern Satellites

Southern Satellites are rural settlements, primarily in the South, that include a manufacturing and/or construction industry. Single-industry employment dominates this market, however residents also benefit from agriculture. Families in this market own newer,



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single-family or mobile homes, with a median value of \$76,200. The market is a bit older, with a median age of 36.9 years.

43 The Elders

This is the oldest market, with a *median* age of 72.9 year. Representing the highest concentration of the elderly, *The Elders* favor communities designed for senior living, primarily in warm climates. Half live in Florida, and most of the rest live in Arizona and California. Sources of income are apparently Social Security and retirement income. Over 80 percent of the households draw Social Security, over three times the U.S. ratio.

44 Urban Melting Pot

This small market, rich in ethnicity and household types, includes recently settled immigrants. Over half of the market was born abroad; half of them immigrated in the 1990s. Most rent homes in the urban canyons of large cities in high density, high rise, pre-1950s apartment buildings. Median age is 35 years, slightly younger than the U.S. population. Median household income is about \$36,000.

45 City Strivers

City Strivers are urban denizens, the resident population of the most densely settled neighborhoods in major metropolitan areas, primarily New York and Chicago. The population is younger, with a median age of 31.9 years. Unemployment is above average, but labor force participation is average. Employment is also concentrated in the city, in services including local government, protective services and health care. Housing is older, rented apartments in small multi-unit buildings.

46 Rooted Rural

This older, predominantly family, market is grounded in farming, but diversified in other industries like manufacturing, construction, retail and healthcare. The population is older, with a median age of 40.4 years. About a third of the households are already drawing Social Security. Neighborhoods are rural, predominantly single family homes, with a mix of mobile homes and some seasonal housing. Median home value is \$79,500.

47 Las Casas

Las Casas are the latest wave of western pioneers. Settled primarily in California, almost half were born outside the U.S. Residents are young, Hispanic and family-oriented—62 percent have children. Most households are renting, although about 40 percent own their homes, with a median value of \$164,400. Housing is a real

mix of single-family homes and older apartment buildings. Median age is 25.2 years; median household income is almost \$34,000.

48 Great Expectations

Young singles and married couple families dominate this large urban market. The median age of the population is 33 years, but there is a high ratio of householders in the twenties. Labor force participation is high, and they are pursuing a variety of careers, primarily in manufacturing, retail and service jobs. Home ownership is increasing. Almost half now own single-family homes with a median home value of \$89,500. The rest still rent in small multi-unit buildings. Their neighborhoods are older suburbs, with most homes built before 1960.

49 Senior Sun Seekers

Senior Sun Seekers are émigrés from colder winter climes. Many have relocated permanently to warmer regions; others are snowbirds, migrating only for the winter. Most are retired. The median age of the population in this market is 51.8 years, but over 60 percent of the householders are 55 years or older. The areas favored by the seniors are growth markets, especially in Florida, with available seasonal housing. Most of the housing is either single family or mobile homes, with a median home value of \$90,600.

50 Heartland Communities

Heartland Communities are preferred by 6.5 million people. The towns are small, located throughout the Midwest and the South. Over 75 percent of the homes are single-family dwellings with median home value of \$65,700. The population and the homes are older, most built before 1960. The median age of the population is 40.9 years; the median age of the homes, 45 years.

51 Metro City Edge

Metro City Edge incorporates older, suburban neighborhoods of metropolitan cities. Home to singles and single-parent families, this market is young, with a median age of 28.4 years. Half are homeowners—single-family homes with a median value of \$69,500. The labor force is varied, with jobs primarily in the service sector. Median household income is about \$30,000.

52 Inner City Tenants

Inner City Tenants are a multistoried microcosm of urban diversity. This multicultural market consists of renters in mid- or high-rise apartments. The population is young, with a median age of 27.9 years. And the household



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composition reflects their youth. Single persons and shared households make up a large segment of this market—45 percent of all households.

53 Home Town

Home townies stay close to home base. They may move from one house to another, but they rarely cross the county line. Single-family homes predominate in these suburban neighborhoods with low population density, mainly in the Midwest and South. Median home value is \$55,300, and over half of the householders are homeowners. The local job market offers employment primarily in manufacturing, retail trade and support services.

54 Urban Rows

Row houses are characteristic of the large cities in the mid-Atlantic region. Built decades ago, few of these homes have undergone gentrification. Median home value is \$51,200, and vacancies are above average. However, most of the homes are owner-occupied. Residents are young, median age of 32.5 years.

55 College Towns

Neighborhoods in *College Towns* represent on- and off-campus living. This market has a strong presence of college students with nearly 40 percent enrolled in college and a third of these students still on-campus. The median age of the population is 24.3 years, with the high concentration of 18-24 year olds. Housing is a mix of low-income, multi-unit rentals and single family detached homes with married couples. Median home value is \$116,400.

56 Rural Bypasses

Small towns and country back-roads, primarily in the South, are home to these families. Most own their homes, either single-family homes, which make up two thirds of the housing stock or mobile homes. Median home value is \$52,200, and vacancies are higher. The local economy is dominated by the manufacturing and service sectors.

57 Simple Living

The median age for this market is 39.5 years, although a high percent of the population is 75 or older. Residents are primarily retired seniors living alone or in congregate housing. The majority are renters, living in multi-unit apartment buildings. There is some retirement income, but dependence on Social Security is high.

58 NeWest Residents

Among the newest residents in the West, young families, living in mid or high-rise apartments,

comprise this market. Over half of the population is foreign born. The median age of the population is younger, 25.5 years. With many small children in the families, average household size is 3.56. Most of the neighborhoods are located in large cities in California and Texas.

59 Southwestern Families

These families are the bedrock of the Hispanic culture in the Southwest. Two thirds of them own their homes, mainly in suburban neighborhoods, with a median home value of \$47,400. The population is young, with a median age of 27.7 years, and most have children. Median household income is \$24,700.

60 City Dimensions

This market, found in large urban cities, has high diversity in multiple dimensions: housing structure, household type, and ethnic background. The age of the population is young, 28.8 years, with both younger householders and children. Two-thirds of the households are renters.

61 High Rise Renters

Nine out of ten households in this market reside in high-rise apartment buildings in densely populated centers. Residents represent a diverse mix of cultures, and many speak a language other than English. The population is younger, with a median age of only 29 years. Most of the work force is employed in the service industry.

62 Modest Income Homes

Most households in this market have a modest income, but half own their homes, mainly single-family homes in older suburbs of metropolitan cities. Median home value is \$48,200. Households are family-oriented and multigenerational. The population is somewhat younger, with a median age of 34.2 years.

63 Dorms to Diplomas

Over 80 percent of this market attends college, living in dormitories or off-campus housing. The majority of off-campus housing is in multi-unit apartment buildings. Many work part-time in low paying, service jobs.

64 City Commons

Single persons or single parents head these very young households. With a median age of 23.9 years, this is one of the youngest markets. Many have young children. These homes are commonly located in cities of large metropolitan areas where mid-rise buildings predominate. Labor force participation is below average; employment in part-time jobs is common.



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65 Social Security Set

Elderly and living alone characterize this market. More than four out of ten householders are over 65 years old. This market has one of the lowest household incomes. Most live in low-rent, high-rise apartment buildings in large cities across the U.S.

66 Unclassified

Unclassified neighborhoods include areas that are unpopulated (parks, golf courses, undeveloped land, etc.), predominantly institutional group quarters (prisons, juvenile detention homes, and mental hospitals) and/or have insufficient data for classification.