

# OFFERING MEMORANDUM

## ELKTON MULTIFAMILY ELKTON, MARYLAND

October 2019



# MarylandLand

ADVISORS

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Marketed in conjunction with:



## OFFERING DISCLOSURES AND TERMS & CONDITIONS

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Maryland Land Advisors is the exclusive agent for the sale of a ±49.4-acre development site zoned for multifamily residential in the Town of Elkton, Cecil County, Maryland.

All inquiries should be addressed to:



**Stephen J. Ferrandi**

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The material contained herein is based in part upon information supplied or obtained by Maryland Land Advisors from sources deemed to be reliable. Summaries contained herein of any legal documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Prospective purchasers shall make their own investigations, projections and conclusions. It is expected that prospective purchasers will conduct their own independent due diligence concerning the property, including such engineering inspections and evaluation of market conditions as they deem necessary to determine the condition and value of the property. The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of the property described herein, and is not to be used for any other purpose or made available without the express written consent of Stephen J. Ferrandi and Maryland Land Advisors.

All offers shall be addressed to Stephen J. Ferrandi, President/Broker of Maryland Land Advisors, and emailed to Stephen@MarylandLand.com.

**Price:** At the Seller's direction, this property is being marketed to a limited number of apartment developers/builders without a price. Please submit offers on the property based on what you are prepared to pay per unit of multifamily and townhouse. It is requested that you provide as much detail as possible to assist the Seller in comparing offers.

**Terms:** The Seller is open to a wide variety of settlement options. Please elaborate on any conditions you require.

**Deposit:** The Buyer shall release to the Seller a deposit in the amount of 10% of the contract purchase price at the completion of the due diligence period.



**Due Diligence Period:** The Buyer shall have a study period of agreed upon reasonable length commencing from the date of a fully signed contract of sale or other agreed upon period.

**Settlement:** As agreed upon between the parties.

**Brokerage Commission:** No arrangements have been made to compensate any other agent or brokerage. If you are a buyer being represented by a licensed real estate brokerage, please compensate your broker directly.

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## EXECUTIVE SUMMARY

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Maryland Land Advisors is pleased to offer for sale ±49.4 acres of R-3 Urban Residential zoned land available for multifamily and single-family attached (townhome) development located at the southwest quadrant of the intersection of Delancy Road (MD-781) and Red Hill Road (MD-281) in the Town of Elkton, Cecil County, Maryland.

Delancy Road provides the primary ingress and egress into the proposed development site, while an access driveway to/from Red Hill Road is not contemplated due to the presence of environmental features. Delancy Road and Red Hill Road offer very convenient accessibility to the immediate surrounding area including downtown Elkton to the west, towards Newark, Delaware to the northeast, as well as to regional highways US Route 40 to the south and Interstate 95 to the north.

The proposed site is situated in close proximity to various area amenities and services including Patriots Glen National Golf Club (open to the public) approximately one mile away, Cecil College-Elkton Station campus and Union Hospital of Cecil County, both approximately 2.5 miles west/southwest in the Elkton CBD, the Cecil County Public Library approximately three miles west in the Elkton downtown vicinity, and the Town of Elkton Skate Park and Meadow Park, both approximately two miles to the southwest. US Route 40 running east/west directly one mile to the south provides access to a large variety of shopping/retail, services, and restaurants along that corridor.

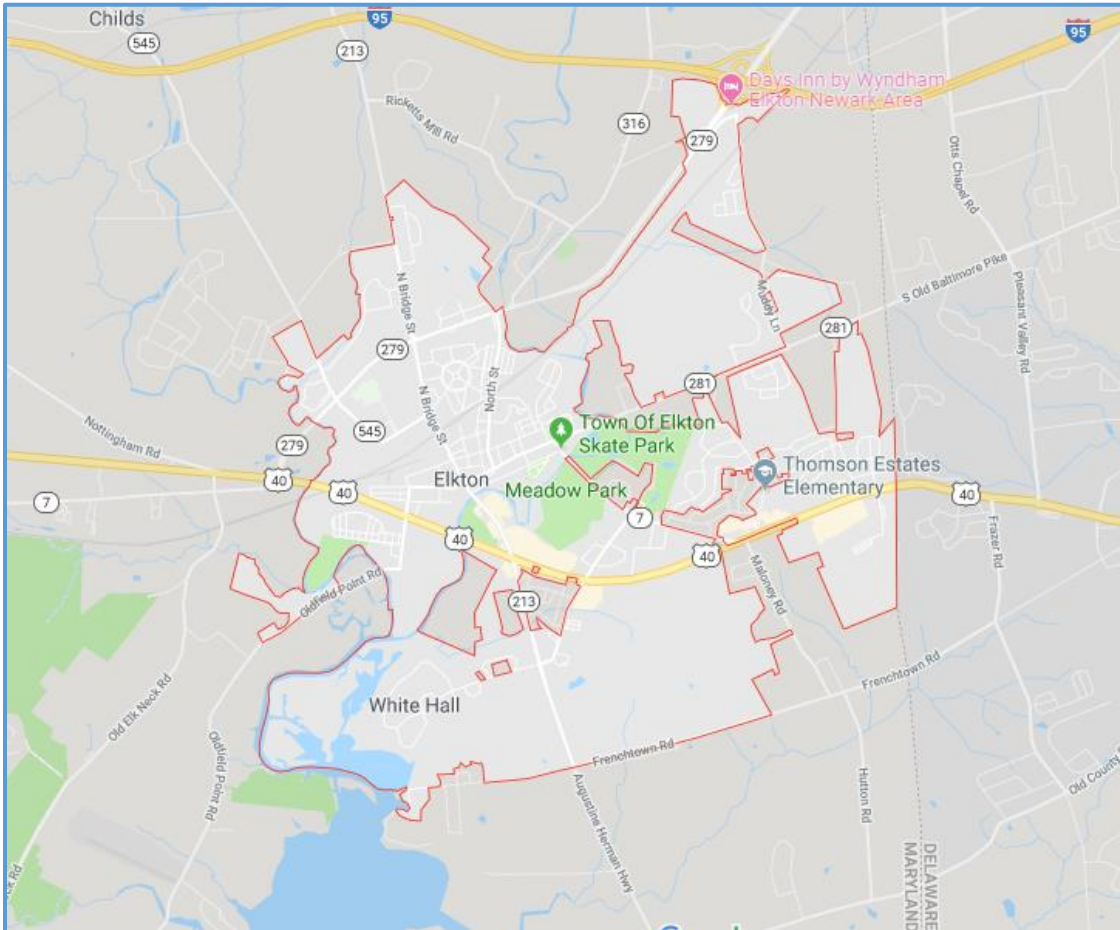
The subject properties that comprise the development site were annexed into the Town of Elkton on March 31, 2012. The site is not located within the Town of Elkton Historic District, and therefore, is not subject to requirements of the Historic District Commission or review by the Historical and Architectural Review Committee.

The Town of Elkton recently adopted an ordinance to extend for another three years an economic stimulus to encourage residential development within the town. As of June 2019, all Major Facilities Charges applicable to residential construction, specifically dwellings, within the town will be waived until May 31, 2022. This provides relief of \$15,000 per equivalent dwelling unit associated with connecting into the Town of Elkton's water distribution system and wastewater collection system. This represents savings of several million dollars based on the development yield of the proposed site.

The combined properties are being marketed to the multifamily/apartment community developer and builder community and currently offered unpriced. Please submit your price broken down based on the multifamily and townhomes and include any required terms. Contract purchaser shall be granted a study/feasibility period of reasonably agreed upon length during which to conduct its due diligence on the properties. At the conclusion of said period, contract purchaser shall release to seller a deposit in the amount of 10% of the total purchase price. Letters of intent shall include any additional terms being sought.

## REGIONAL OVERVIEW

Located in Cecil County, the Town of Elkton represents the County Seat and resides at the northern headwaters of the Chesapeake Bay. The town sits almost equidistant from Baltimore and Philadelphia (approximately 53 miles southwest and 51 miles northeast, respectively) and lies directly on the state line with Delaware. Elkton is also located 20 miles southwest of Wilmington, Delaware's largest city.



Source: Google Maps

Access to these major metro areas is conveniently provided by Interstate 95, running north/south, as well as regional rail transportation along the Northeast Corridor. The Amtrak station nearby in Newark, Delaware is conveniently situated less than eight miles from downtown Elkton, providing service to Baltimore and Washington, DC to the south, Philadelphia and New York City to the north, and connections to points beyond in both directions. Cecil College's main campus in the Town of North East is approximately 8.5 miles westward and about a 15-minute drive while the University of Delaware's main campus in Newark is a 15-minute drive to the northeast from the town center.

US Route 40 runs east/west through Elkton and comprises the primary commercial/retail corridor within the municipality. Numerous big box retail and national brand/chain stores, restaurants, supermarkets, and fuel stations are located along this highway in both directions, drawing patrons from across parts of Cecil County as well as across the border from Delaware.

The historic town center of Elkton offers small town charm, character, and historical appeal within a region that has great diversity and increasing economic prosperity. The Town of Elkton has a population of nearly 16,000, having grown by approximately 33% since 2000 when the town population was less than 12,000.

Recent economic development highlights across Cecil County include multiple high profile companies/organizations bringing business to the County, with proximity to the Interstate 95 corridor being a key factor.

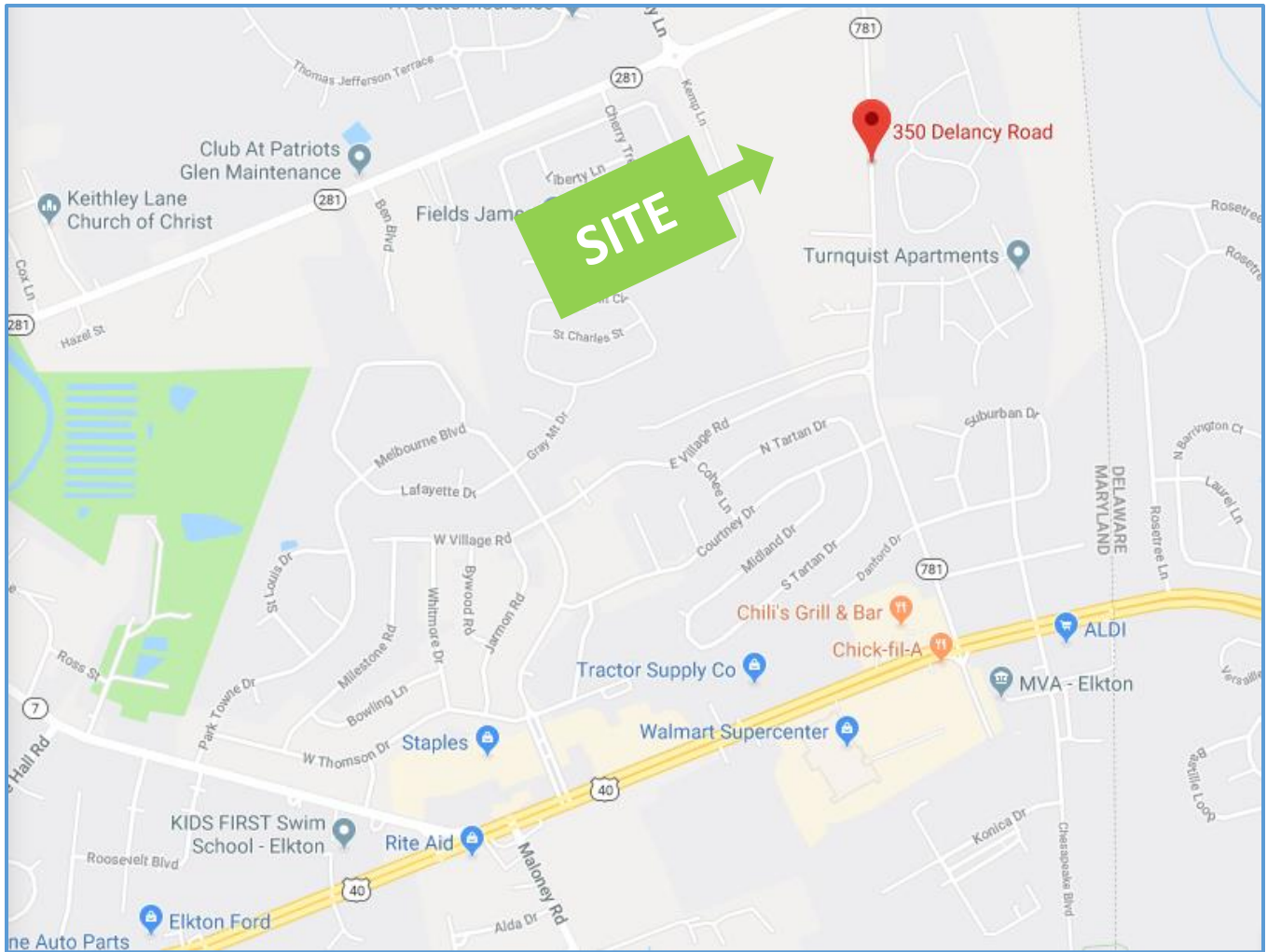
At the forefront is Amazon's 1.15 million square-foot fulfillment/distribution center known as MDT2. Located in the Town of North East, the facility employed 1,100 persons as of opening in early 2018, more than half of whom are Cecil County residents. The center is also expected to generate approximately \$6 million in new property tax revenue over its first decade, as well as attracting other businesses to locate nearby and bringing new housing starts.

Another economic development victory for Cecil County is the proposed Great Wolf Lodge that is anticipated to break ground by the end of 2019 or early 2020. The \$200 million, 44-acre project in Perryville would generate approximately 600 full-time jobs and add between 450 and 500 hotel beds to the local hospitality and tourism industry. The 450,000 square-foot resort would feature a large water park, play areas, a conference center for up to 1,000 persons, several restaurants, and entertainment venues. The project is expected to be a boon for the Chesapeake Overlook site currently anchored by the Hollywood Casino, a site that recently earned enterprise zone designation and would still have approximately 55 acres remaining for development.

In late July 2019, a 650-acre, \$700 million mixed-use project called Southfields at Elkton, which includes a 250-acre industrial park by Trammell Crow, 1,000 residential units, approximately 250,000 SF of commercial & retail space, and a 50-acre sports complex, was unveiled. The massive project being proposed by Stonewall Capital will be located in a state opportunity zone and could break ground as early as 2020. The development is expected to create about 1,000 new jobs and bring significant tax revenue to the Town of Elkton's annual tax base.

Cecil County's transformation from a rural outpost to industrial and commercial hub is ongoing. The county was awarded a \$20 million grant in late 2018 by the Federal government toward a new Interstate 95 interchange near the Principio Business Park (where Amazon's fulfillment center is located). The 100-acre business park has also seen expansion and increased leasing activity including an 800,000 SF distribution center for German-based grocery chain, Lidl, and a 1.2 million SF lease by Medline.

## SITE LOCATION MAP

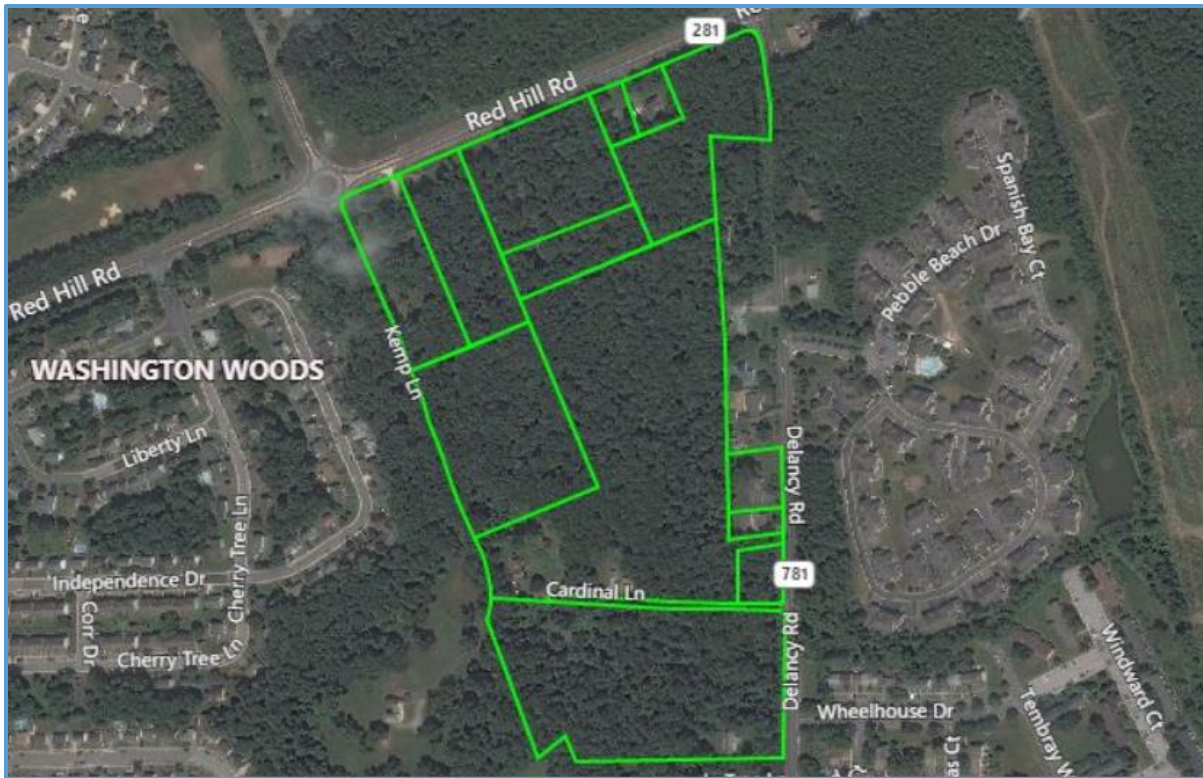


Source: Google Maps

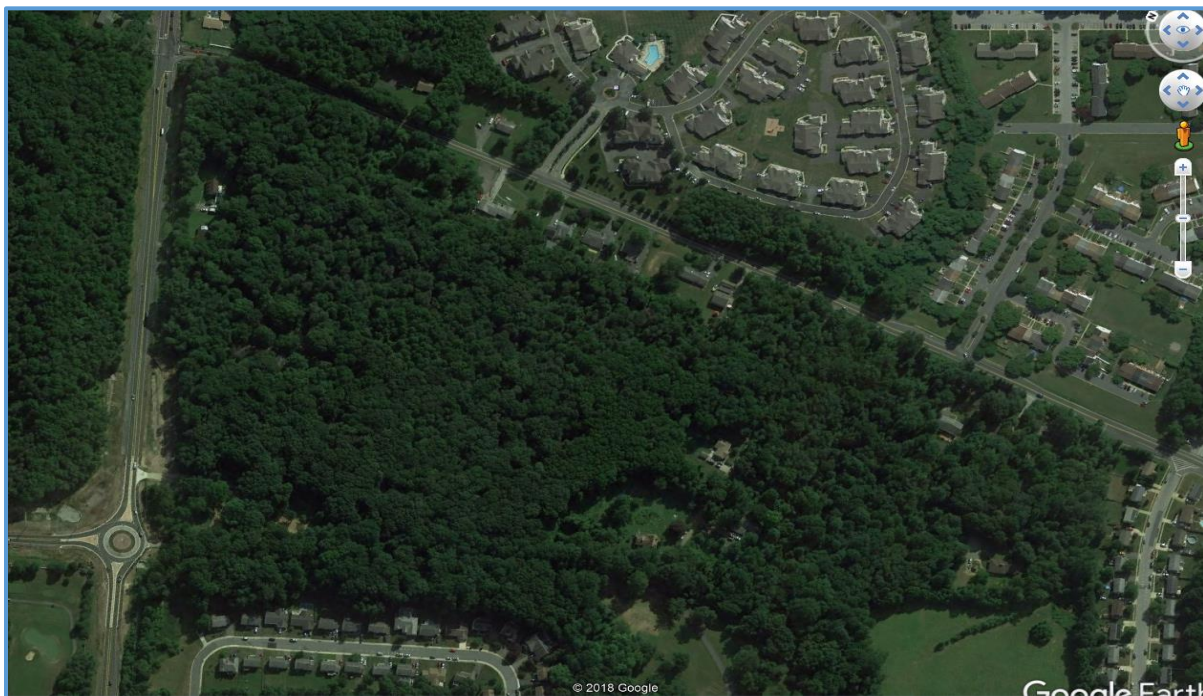


# AERIAL MAPS

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Source: LandVision



Source: Google Earth

## LOT TABLE

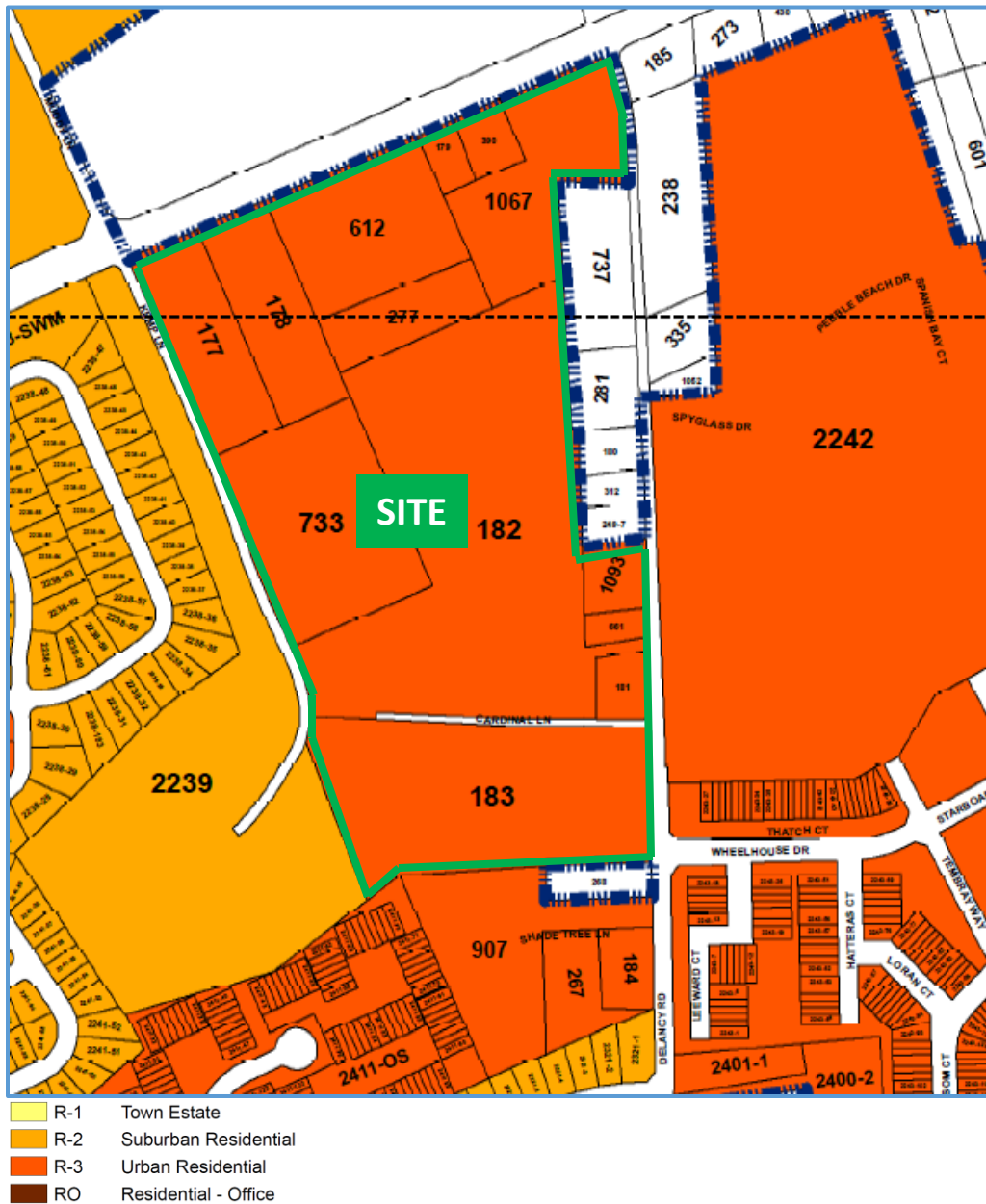
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No.	Map	Parcel	Lot Address	Lot Area (AC)
1	308	177	472 Red Hill Road	2.645
2	308	178	Red Hill Road	2.644
3	308	179	550 Red Hill Road	0.46
4	308	390	554 Red Hill Road	1.00
5	308	612	528 Red Hill Road	4.315
6	308	1067	Delancy Road	3.855
7	312	181	45 Cardinal Lane	0.80
8	312	182	65 Cardinal Lane	14.68
9	312	183	60 Cardinal Lane	8.45
10	312	277	Delancy Road	3.27
11	312	661	303 Delancy Road	0.3674
12	312	733	Red Hill Road	6.00
13	312	1093	305 Delancy Road	0.9183

Source: State of Maryland Department of Taxation

## ZONING

The parcels comprising the assemblage for this development site are zoned R-3: Urban Residential per the Town of Elkton Zoning Ordinance. The R-3: Urban Residential zone is described as being “primarily for multi-family dwellings and supporting uses at a higher density” and “a variety of housing-types mixes -- including single-family, two-family, duplexes, townhouses, apartments, and condominiums -- are encouraged in order to provide for a mix in housing prices, household size, age groups, and lifestyles.” See map below for site zoning.



Source: Town of Elkton, MD Zoning Map as of Dec. 2017

Cluster development of residential uses is also encouraged by observing minimum lot areas and thus allowing for open space and amenities within common areas. A few smaller residential parcels along the west side of Delancy Road are officially located outside of the Town limits and could be potentially annexed into the Town if they are acquired for this development.

Zone/bulk regulations for the R-3 zone are provided in the chart below including minimum lot criteria, setbacks, maximum heights, density, and open space requirements. Additionally, the off-street parking requirements for development in the R-3 zone are prescribed as 2 spaces per unit for one-bedroom units, 2.5 spaces per unit for two-bedroom units, and 3 spaces per unit for three-plus bedroom units.

**Section 9. Schedule of Zone Regulations**

Districts	Minimum Lot Criteria					Minimum Yard Requirements (feet)			Max. Height	Lot Coverage	Density/Intensity	Min. Open Space	Min. Tract Size
	Area (sq.ft.)	Per Du. (sq.ft.)	Width (feet)	Depth (feet)	Road Frontage (feet)	Front	Side	Rear	(feet)	Max % [L]	Max FAR or dus/ac	OSR	(acres)
<b>RP+</b>													
resource protection [2]	21,000	21,000	100	150	60	50	25	50	25		2		
<b>R-1</b>													
single-family detached	10,000	10,000	80	120	40	30	10	50	35	50%	3	10%	
<b>R-2</b>													
single-family detached	8,000	8,000	60	100	40	25	10	40	35	60%	5	10%	
duplex	16,000	8,000	120	100	40	25	10	40	35	60%	5	10%	
<b>R-3</b>													
single-family detached	6,000	6,000	50	90	40	20	5	40	35	60%	5	10%	
duplex	12,000	6,000	100	100	40	20	5	40	35	60%	5	10%	
townhouse	2,200	2,200	20	110	20	15	0[3][4]	30	40	65%	10	20%	2 ac.
apartments/condos	87,120	1,700			200	50	50[5]	50[5]	40	65%	14	30%	2 ac.

Source: Town of Elkton Zoning Ordinance, Article XIII, Density & Dimensional Regulations



## WATER & WASTEWATER INFRASTRUCTURE

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Public water and wastewater utilities are operated and maintained by the Town of Elkton's Department of Public Works. There are existing utility lines in the vicinity of the development site, including water mains running along Red Hill Road and along Delancy Road as well as a sanitary sewer interceptor (18" force main) to the east and south of the site on the far side of the Pine Valley apartment development.

The site was evaluated by a local Elkton-based engineering firm several years ago to assess the feasibility of connecting the development to the Town's sanitary sewer system based on capacity. That analysis determined that sewer flow from the southern half of the site could be gravity-fed to the south while the northern half would flow by gravity to the northeastern corner of the site into a newly required pump station and force main to carry that flow southward. The sanitary sewer flows from both halves of the development could then be connected further downstream to the 18" interceptor main. This would be accomplished by way of a proposed 8" public gravity sewer main that would lead to a manhole along the east side of Delancy Road approximately 1,200 feet to the south of the proposed development. For the public water service connection, a logical tie-in point to the water system appears to be at the valve to the main at the intersection of Delancy Road and Wheelhouse Drive, directly across from the southeast corner of the site.

Lastly, the town has passed an ordinance extending for an additional three years (until May 31, 2022) the elimination of their Major Facilities Charges of \$15,000 per equivalent dwelling unit and front-foot assessment charges, thereby saving this project millions of dollars. The front-foot assessment charges are levied at a rate of \$100.00 per front foot for connections into the water and/or wastewater systems. These costs would otherwise be borne in order to connect all residential units within the development into the town's water & wastewater systems.

## PUBLIC SCHOOLS

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Publicly funded schools that would serve the proposed development are part of Cecil County Public Schools (CCPS). The specific schools for each level and the distance to each school from the proposed access of the site are as follows:

<b>HIGH (Grades 9-12):</b>	Elkton High (3.6 miles)
<b>MIDDLE (Grades 6-8):</b>	Elkton Middle (3.2 miles)
<b>ELEMENTARY (Grades Pre-K to 5):</b>	Thomson Estates Elementary (1.3 miles)

## ZONING & BUILDING ANALYSIS SUMMARY

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### **Zoning Classification**

R-3 Zoning District (use case: Apartments / Condominiums)

Minimum Road Frontage – 200 ft

Front Yard Setback – 50 ft

Side Yard Setback – 50 ft

Rear Yard Setback – 50 ft

Maximum Building Height – 35 ft

Maximum Lot Coverage (%) – 65%

Maximum Density (DU/ac) – 14

Open Space Ratio (%) – 30%

25% of the 30% OSR shall be suitable for usable recreational land

Minimum recreational land shall be at least 50 ft wide and 5,000 SF in area

### **Density**

44.610 acres @ 14 dwelling units per acre = 624 units permitted

10,000± SF clubhouse, pool, 2 tennis courts

### **Parking**

2.5 spaces per unit required

24 ADA parking spaces required

### **Open Space**

30% of 44.610 acres = 13.383 acres

25% of 13.383 acres = 3.346 acres

## PROPOSED DEVELOPMENT

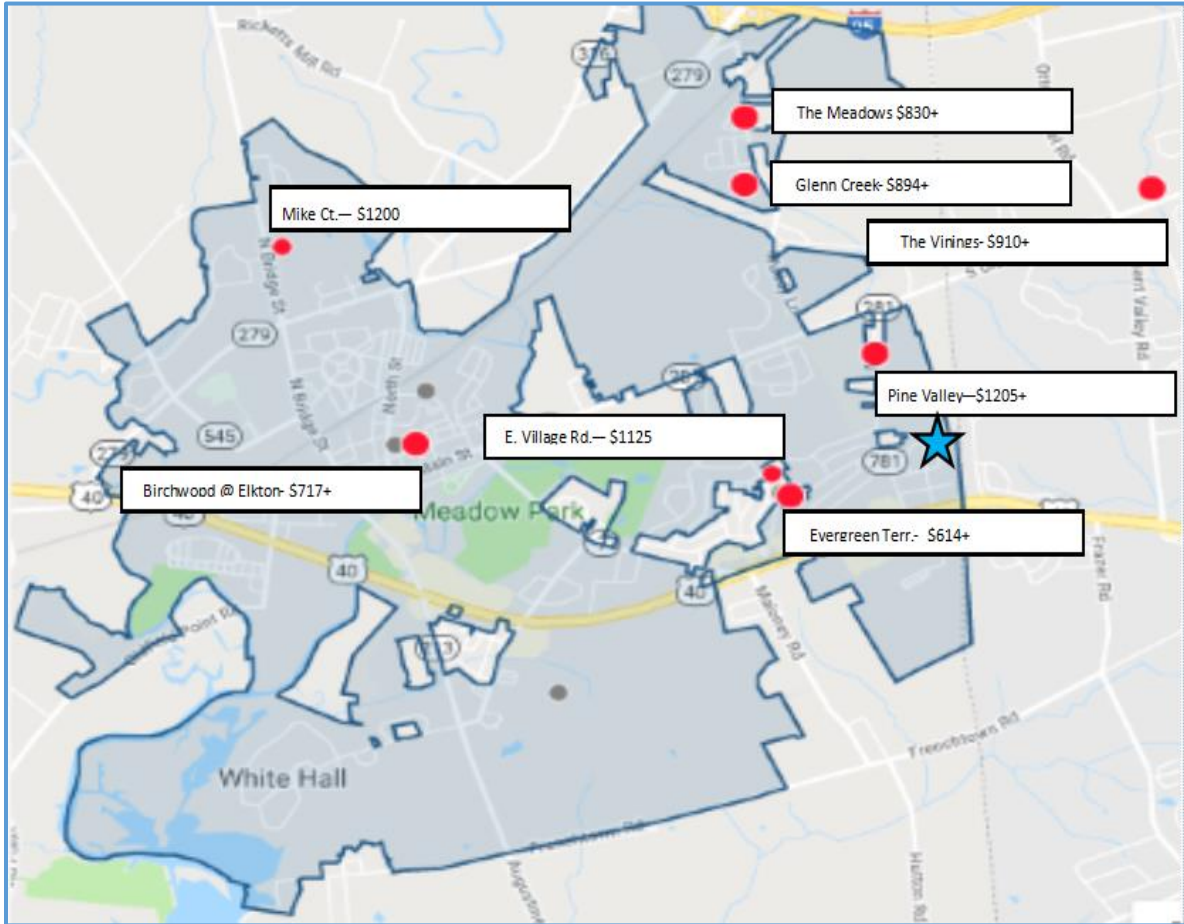
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A multifamily development was previously contemplated for the proposed site consisting of rental apartment units only. However, further consideration of the development potential of this site based on the configuration of the site and the developable area demonstrates an opportunity to create a greater residential mix by incorporating both multifamily rental apartments as well as for-sale townhomes.

In addition to the residential development, the site offers enough developable area to accommodate highly marketable amenities such as a clubhouse with property management offices, fitness center, business center, etc. as well as a swimming pool, sport courts, playgrounds/tot lots, and/or pet park.

## MULTIFAMILY RENTAL COMPARABLES

Below is a map and chart providing market comparables for apartment rentals in the Town of Elkton and surrounding vicinity.



Community Name	Unit Type		
	1-BR	2-BR	3-BR
Birchwood at Elkton	\$717 - \$871	\$825	N/A
Evergreen Terrace	\$730 - \$790	\$895 - \$900	\$1,020
Turnquist Apartments	\$750+	No info provided	No info provided
Pine Valley	\$1,305	\$1,325+	\$1,725
Glen Creek	\$894+	\$1,063+	\$1,239+
The Meadows	\$925+	\$1,035+	\$1,320+

## APPLICATION & REVIEW FEES, PERMIT FEES, & ANNEXATION POLICY

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Included herein for reference are the Town of Elkton application/review fee schedule, permit fee schedule, and annexation policy.



**TOWN OF ELKTON  
ELKTON SUBDIVISION REGULATIONS  
SCHEDULE OF FEES**

<b>Description of Submission:</b>	<b>Fee:</b>
Planned Unit Development Application (PUD)	\$100.00
Rezoning Application	\$250.00
Minor Subdivision	\$ 50.00
Resubdivision (no new units proposed)	\$ 50.00
 <b>Major Residential or Commercial Subdivision</b>	
Concept Plan	\$125.00
Preliminary Plan	\$125.00
Final Plan	\$125.00
Revision (after approval)	\$125.00
Plan extension	\$200.00
 <b>Record Plan Review</b>	
0-25 units	\$100.00 + \$10.00/unit
26-50	\$100.00 + \$ 8.00/unit
51-100	\$100.00 + \$ 6.00/unit
100 + units	\$100.00 + \$ 5.00/unit
Modification to record plan	\$100.00
 <b>Commercial Site Plan Review</b>	
Concept Plan	\$125.00
Preliminary Plan	\$125.00
Final Plan	\$125.00
Forest Conservation Plan	\$100.00
(Additionally, per gross acre greater than 5 acres)	\$ 10.00
Forest Stand Delineation	\$100.00
(Additionally, per gross acre greater than 5 acres)	\$ 10.00
Single lot lines & grades	\$ 25.00
Administrative Review	\$358.00
Special Exceptions	\$358.00
Variances	\$358.00
Historic Overlay Review	\$ 50.00 per lot
Annexation	\$500.00
Flood Plain Application Review	\$300.00
Flood Plain Single Residential Lot Review	\$ 50.00
 Stormwater Management Permit Fee	 \$200.00 + \$75.00 per acre

# Town of Elkton Schedule of Fees

JUN 07 2017

## Non-Residential Review Fees

Site plans of less than one (1) acre	\$1,000.00
Site plans of one (1) acre, but less than five (5) acres	\$1,000.00/acre
Site plans of greater than five (5) acres, but less than twenty (20) acres	\$5,000 base fee, plus \$1,000/acre for each acre exceeding five (5) acres
Site plans exceeding twenty (20) acres	\$8,000 base fee, plus \$1,000/acre for each acre exceeding 20 acres

## Residential Review Fees

Site plans	\$200.00/EDU
In-fill lot of record	\$500.00/Lot

# TOWN OF ELKTON

## Stormwater Management Review Fee Schedule

An applicant submitting a stormwater management plan, application for waiver or application for variance in accordance with the Code of the Town of Elkton, Title 13, Chapter 13.16, shall, along with the submission, pay to the Town a non-refundable fee in accordance with the following schedule of fees:

1. Stormwater Management Plan Review \$500.00 + \$100.00/acre, above 5.0 acres

In the event that the stormwater management plan is not acceptable to the Town, an applicant shall pay for all subsequent administrative processing and engineering review at the plan review rate.

2. Stormwater Management As-builts Plan Review \$450.00

In the event that the stormwater management as-builts are not in compliance with the approved plan or for some other reason are not acceptable to the Town, an applicant, in addition to any other action required by the Town, shall pay for all subsequent administrative processing and engineering review at the as-built plan review rate.

3. Review of Stormwater Management Waiver \$450.00

4. Review of Stormwater Management Variance \$450.00

5. Stormwater Management Construction Inspection Fee \$ 60.00/hour

[Note: The *Stormwater Management Review Fee Schedule* is established in accordance with the code of the Town of Elkton, Title 13, Chapter 13.16, and in accordance with Resolution R12-2001, adopted July 25, 2001.]





**UTILITIES**

<b>Plumbing</b> - First 5 fixtures.....	\$26.25
Each additional fixture over 5.....	\$5.25
<b>Water Lateral</b> .....	\$21.00
<b>Sewer Lateral</b> .....	\$21.00
<b>Water Meter</b> .....	3/4" inch \$135.00
.....	1" inch \$210.00
<b>Gas</b> - First 5 fixtures.....	\$26.25
Each additional fixture over 5.....	\$5.25

**HVAC -**

Residential installation:

New Heating & Cooling.....	\$36.75
Heating only.....	\$26.25
Replacing ac/heat pump, furnace.....	\$21.00 each
Additions to existing system - minimum \$21.00.....	each room \$10.50

Commercial:

Estimated Cost

\$.00-\$11,000.00.....	\$60.00
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Estimated costs in excess of \$11,000.00, the fee will be \$60.00 plus the amount determined by multiplying .002 times the amount in excess of \$11,000.00.

Hood.....	\$60.00
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**SIGNS**

<b>Signs</b> .....	\$21.00 per side
<i>Plus Zoning</i> .....	\$21.00
<b>Banners</b> .....	\$21.00
<b>Temporary Signs</b> .....	\$21.00

**EXCAVATION AND OTHER WORK**

<b>Permit</b> .....	\$25.00
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**BLOCK STREET, SIDEWALK AND/OR PARKING**

<b>Permit</b> .....	\$25.00
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**PEDDLER'S/TRANSIENT VENDOR'S LICENSE**

License Fee.....	\$25.00/daily
.....	\$50.00/6mos.
.....	\$100.00/year

**MISCELLANEOUS**

Annexation.....	\$500.00
Charter & Code (Book).....	\$125.00
Comprehensive Plan (Book).....	\$75.00
Historic Architectural Review Committee Meeting Filing fee....	\$50.00
Hydrant Flow Test.....	\$158.00
Rezoning.....	\$250.00
Standard & Specs (Book & CD).....	\$75.00
Variance, Special Exception, Appeal application fee ..	\$358.00 additional costs may apply
Zoning Ordinance (Book).....	\$75.00

**ANNEXATION POLICY OF THE MAYOR AND COMMISSIONERS OF  
THE TOWN OF ELKTON**

The following are the steps and procedures for annexation into the corporate limits of the Town of Elkton:

**Step Number One** – Residents and/or landowners of unincorporated areas contiguous and adjoining the existing corporate area submit a petition to the Mayor and Commissioners encompassing a minimum of 25% of the property owners and 25% of the assessed valuation of the area under consideration for annexation. (NOTE: If 80% of the property owners and assessed value are obtained this eliminates a future referendum.)

**Step Number Two** – The Mayor and Commissioners of the Town of Elkton accept or reject the petition for annexation.

**Step Number Three** – Resolution for annexation shall be prepared by the petitioners at their expense which has to include the exact courses and distances of the new boundaries under consideration, the dates of the four weekly advertisements, date of the public hearing which has to be held between 15 and 30 days following the final advertisement, complete and detailed provisions, conditions, or circumstances applicable to the residents within the area to be annexed.

**Step Number Four** – Resolution introduced and passes or rejected by the Mayor and Commissioners of the Town of Elkton.

**Step Number Five** – Resolution advertisement as prescribed by Article 23A of the Annotated Code of Maryland and this cost is borne by the petitioners.

**Step Number Six** – Notify Regional and County planning agencies and the County government of the passage of the annexation resolution setting forth land use pattern, public facilities, extension of municipal services to the area and the method of financing these services. After the first publication of the advertisement, copies of the notice shall be forwarded to the Regional and County agencies.

**Step Number Seven** – The Mayor and Commissioners of the Town of Elkton hold the public hearing between a 15 and 30 day period following the final publication of the advertisement of the annexation resolution. Following the public hearing, adoption of the resolution or rejection. If adopted, begin the 45-day period for petitioning to referendum.

**Step Number Eight** – If a petition for referendum is not filed within the 45-day period the resolution becomes effective at the end of the 45-day period. Copies of the enacted resolution shall be sent by registered mail to the Clerk of the Court for Cecil County, the Department of Legislative Reference, the Secretary of State of Maryland, the Hall of Records Commission, and the State Library.

## SITE REPORT

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The enclosed site profile report was generated based on the single lot/tax parcel address of 65 Cardinal Lane as a proxy for the entire development site. Please note that certain information such as the various maps and demographics are common to each of the lots comprising the proposed site.

## Bird's Eye Map View

65 CARDINAL LN ELKTON MD 21921







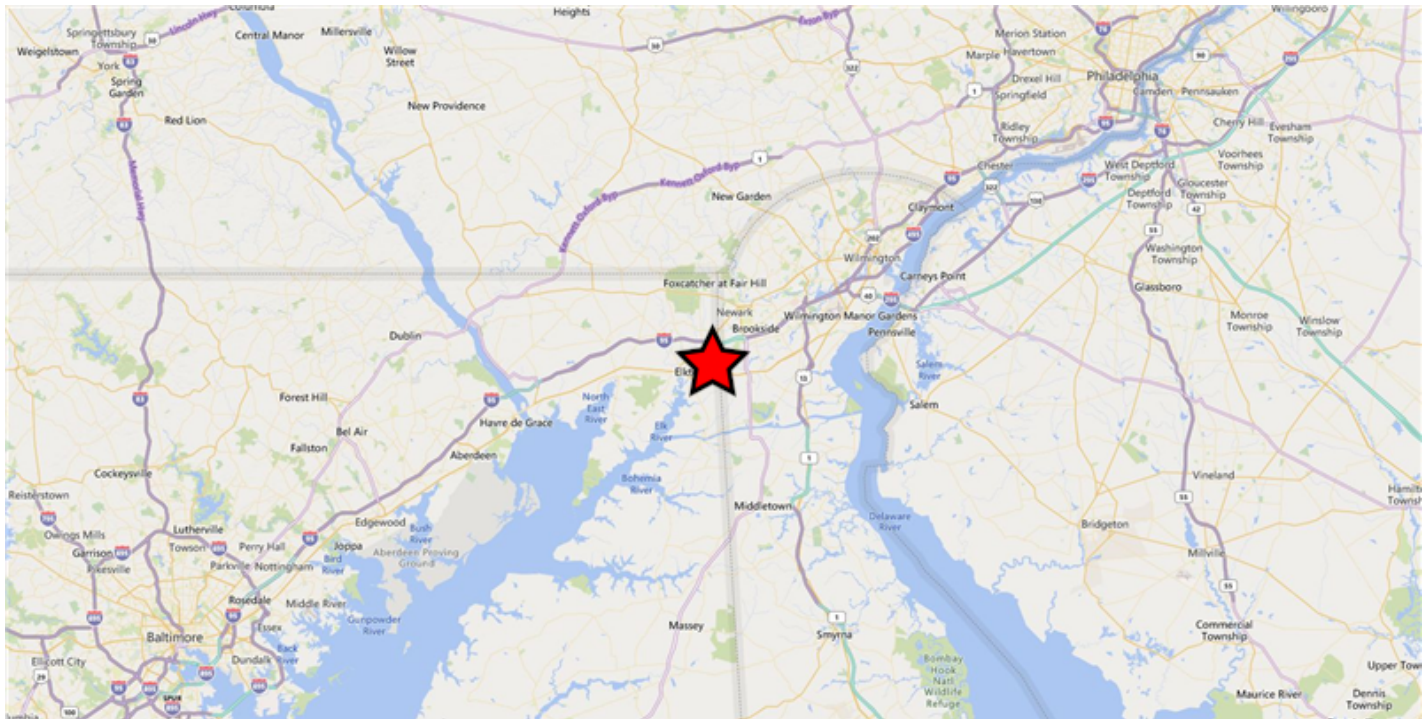
# Neighborhood & Regional Map

65 CARDINAL LN ELKTON MD 21921

## Neighborhood



## Regional







## Flood Map Report

65 CARDINAL LN ELKTON MD 21921



### Legend

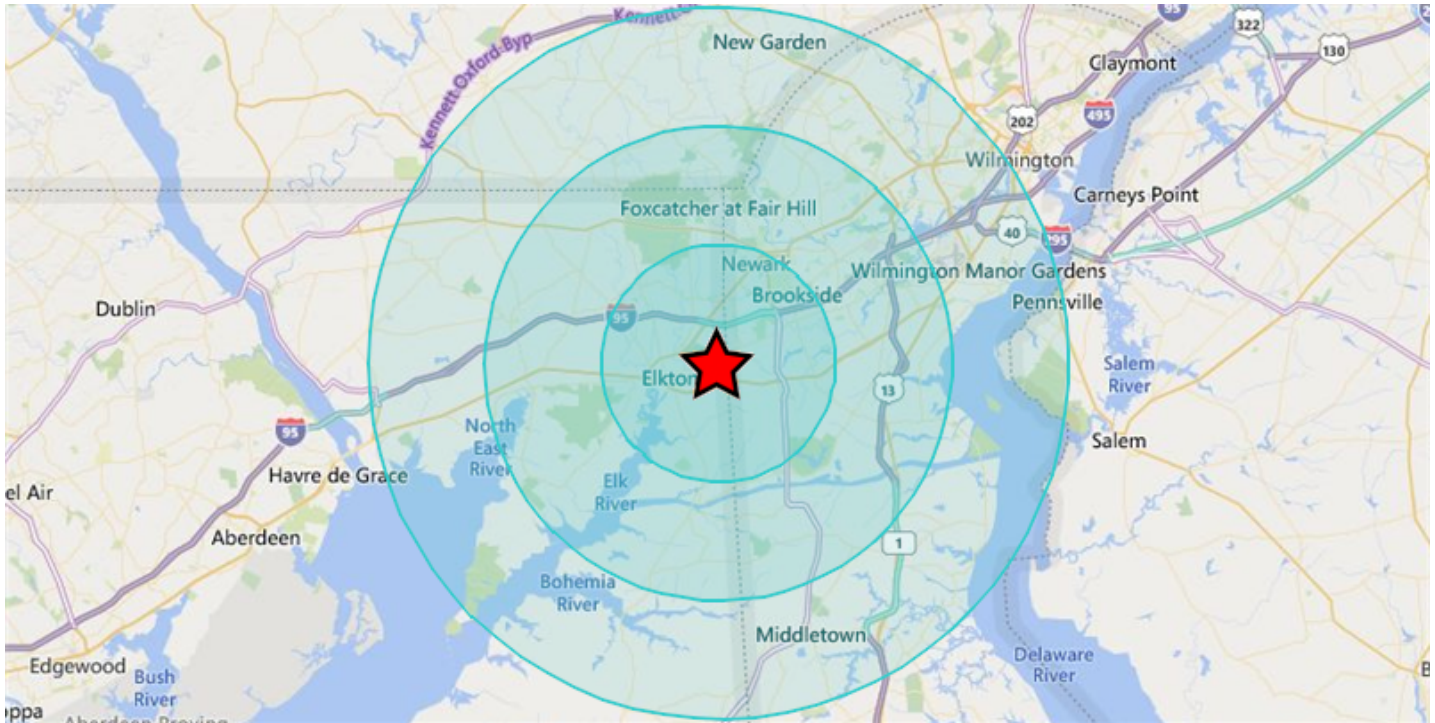
#### Flood Zone

-  Floodway
-  1% Annual Chance Flood Hazard (100-Year)
-  0.2% Annual Chance Flood Hazard (500-Year)



# Demographics

65 CARDINAL LN ELKTON MD 21921



## Area and Density

	5 Miles	10 Miles	15 Miles
Area (Square Miles)	77.74	319.99	644.38
Density(Population Per Square Mile)	1,248	932	833

## General Population Characteristics

	5 Miles	10 Miles	15 Miles
Male	47,388	144,972	261,954
Female	49,652	153,298	274,700
Density	1,248	932	833
Urban	93,368	268,868	479,215
Rural	3,672	29,402	57,439

## Population By Year

	5 Miles	10 Miles	15 Miles
Population (1990)	61,623	201,355	376,790
Population (2000)	82,774	258,803	458,027
Population (2010)	93,860	287,536	516,675
Population (Current)	97,040	298,270	536,654
Population (5 Yr. Forecast)	99,587	306,547	551,608
Percent Growth (Current Yr./Previous Yr.)	3.04%	3.64%	3.68%
Percent Forecast (5 Yr. Forecast/Current Yr.)	2.63%	2.78%	2.78%

## Population By Age

	5 Miles	10 Miles	15 Miles
Median Age	35	37	38
Aged 0 to 5	7,140	21,353	38,916
Aged 6 to 11	7,598	22,636	42,457
Aged 12 to 17	7,399	23,182	43,581
Aged 18 to 24	14,547	38,578	58,793
Aged 25 to 34	14,229	42,212	70,677
Aged 35 to 44	13,070	39,010	69,487
Aged 45 to 54	12,143	39,875	73,527
Aged 55 to 64	10,799	36,315	67,309
Aged 65 to 74	6,525	22,517	44,184
Aged 75 to 84	2,590	9,078	19,492
Aged 85+	1,000	3,514	8,231
Total Population	97,040	298,270	536,654

## Population By Race

	5 Miles	10 Miles	15 Miles
White Alone	65,871	198,623	367,642
Black Alone	17,696	59,750	97,726
Asian Alone	6,636	18,387	25,668
Native American and Alaska Native Alone	288	805	1,540
Other Race Alone	2,527	9,805	26,034
Two or More Races	4,022	10,900	18,044

## Population By Ethnicity

	5 Miles	10 Miles	15 Miles
Hispanic	6,336	23,132	55,021
White Non-Hispanic	62,937	188,094	343,486

## General Income Characteristics

	5 Miles	10 Miles	15 Miles
Median Household Income	\$93,819	\$93,749	\$96,531
Total Household Income	\$3,886,009,024	\$12,007,531,806	\$22,143,777,053
Average Household Income	\$112,733	\$110,552	\$114,256
Per Capita Income	\$40,045	\$40,257	\$41,263
Avg Family Income	\$133,232	\$127,472	\$126,051
Family Income, Per Capita	\$40,954	\$39,251	\$38,818

## Families by Income

	5 Miles	10 Miles	15 Miles
Family High Income Avg	\$306,395	\$347,988	\$326,965
Under \$15,000	403	1,686	3,199
\$15,000 - \$24,999	685	1,841	4,005
\$25,000 - \$34,999	904	2,532	5,510
\$35,000 - \$49,999	1,581	5,715	10,521
\$50,000 - \$74,999	3,061	10,101	18,442
\$75,000 - \$99,999	3,284	10,258	18,191
\$100K - \$125K	3,120	9,588	17,313
\$125K - \$150K	2,679	9,047	15,522
\$150K - \$200K	3,363	9,855	17,219
Over \$200K	3,544	11,225	22,844

## General Household Characteristics

	5 Miles	10 Miles	15 Miles
Households (Current)	34,471	108,614	193,808
Families	22,624	71,848	132,766
Average Size of Household	2.69	2.68	2.69
Median Age of Householder	48	49	51
Median Value Owner Occupied	\$255,050	\$248,502	\$255,894
Median Rent	\$961	\$1,008	\$956
Median Vehicles Per Household	2	2	2
Housing Units	36,559	115,836	207,456
Owner Occupied Units	22,640	73,756	139,082
Renter Occupied Units	11,831	34,858	54,726
Vacant Units	2,088	7,222	13,648

## Households by Income

	5 Miles	10 Miles	15 Miles
Under \$15,000	1,925	6,822	11,424
\$15,000 - \$24,999	1,706	5,206	9,775
\$25,000 - \$34,999	1,967	5,722	11,345
\$35,000 - \$49,999	3,111	10,643	18,856
\$50,000 - \$74,999	5,356	16,767	29,261
\$75,000 - \$99,999	4,999	16,011	27,196
\$100K - \$125K	3,994	12,511	22,300
\$125K - \$150K	3,461	11,105	18,946
\$150K - \$200K	3,948	11,242	19,607
Over \$200K	4,004	12,585	25,098
Total Households	34,471	108,614	193,808

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## Households by Rent Value

	5 Miles	10 Miles	15 Miles
Under \$250	260	1,025	1,976
\$250-\$499	319	1,427	2,675
\$500-\$749	2,269	6,001	11,395
\$750-\$999	3,848	12,491	18,221
\$1,000-\$1,249	3,088	7,754	10,407
\$1,250-\$1,499	1,115	3,248	4,623
\$1,500-\$1,999	469	1,296	1,984
Over \$2,000	152	671	1,254
Total Renter Occupied Units	11,831	34,858	54,726

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## Households by Year Built

	5 Miles	10 Miles	15 Miles
Median Year Built	1984	1984	1980
Built 2010 or Later	3,959	12,641	24,069
Built 2000 to 2009	6,214	15,092	27,773
Built 1980 to 1989	4,985	19,656	29,805
Built 1970 to 1979	5,349	16,936	24,085
Built 1960 to 1969	3,235	12,470	21,266
Built 1950 to 1959	2,590	8,181	21,977
Built 1940 to 1949	943	2,516	9,164
Built 1939 or Earlier	7,647	23,995	34,920
Total Households (2000)	28,623	94,263	166,468
Total Households (2010)	33,302	104,828	186,948
Total Households (Current)	34,471	108,614	193,808
Total Households (5 Yr. Forecast)	35,546	112,013	199,834
Percent Growth (Current Yr./Previous Yr.)	3.24%	3.54%	3.52%
Percent Forecast (5 Yr. Forecast/Current Yr.)	3.12%	3.12%	3.08%

## Households by Inhabitants

	5 Miles	10 Miles	15 Miles
Median Size	2.81	2.8	2.82
1 Person	8,483	26,938	46,635
2 Person	11,342	35,830	64,214
3 Person	6,017	18,760	33,046
4 Person	4,962	15,416	27,720
5 Person	2,136	6,855	12,899
6 Person	969	2,983	5,510
7 or More Person	562	1,832	3,784
Total Households	34,471	108,614	193,808

## Employment By Place Of Business

	5 Miles	10 Miles	15 Miles
Total Employees	39,185	121,125	215,374
Total Establishments	1,931	6,208	12,077

## Employment Travel Time

	5 Miles	10 Miles	15 Miles
Work at Home	2,207	6,286	12,508
Travel Time under 15min	10,582	30,026	54,808
Travel Time 15-29min	--	--	--
Travel Time 30-59min	12,820	39,589	69,574
Travel Time 60-89min	2,371	7,746	13,571
Travel Time over 90min	1,299	3,592	6,660
Population	97,040	298,270	536,654

## Education Attainment Over 25

	5 Miles	10 Miles	15 Miles
Less than High School	4,883	15,883	35,284
High School	17,263	57,475	106,900
Some College	12,044	39,357	69,682
Associate's Degree	4,533	15,167	25,537
Bachelor's Degree	13,426	39,093	71,048
Master's Degree	5,883	19,076	32,008
Professional Degree	888	2,777	5,906
Doctorate Degree	1,436	3,693	6,542
Total Population	97,040	298,270	536,654

## Retail Sales

	5 Miles	10 Miles	15 Miles
Motor Vehicles	\$263,310,000	\$1,164,796,000	\$1,950,359,000
Furniture and Home Furnishings	\$28,322,000	\$82,224,000	\$141,087,000
Electrical and Appliances	\$74,337,000	\$180,778,000	\$229,460,000
Building Materials and Garden	\$168,588,000	\$551,969,000	\$963,921,000
Food and Beverage	\$256,248,000	\$750,728,000	\$1,348,602,000
Health and Personal Care	\$137,413,000	\$401,390,000	\$666,822,000
Gasoline Stations	\$162,039,000	\$492,962,000	\$869,580,000
Clothing and Accessories	\$138,737,000	\$325,747,000	\$411,435,000
Sporting Goods	\$60,501,000	\$137,769,000	\$162,691,000
General Merchandise	\$302,327,000	\$828,583,000	\$1,267,989,000
Miscellaneous	\$53,645,000	\$157,578,000	\$262,168,000
Nonstore Purchases	\$75,963,000	\$375,072,000	\$862,417,000
Food Services	\$208,966,000	\$667,730,000	\$1,104,004,000
Total Retail Sales	\$1,930,396,000	\$6,117,326,000	\$10,240,535,000

## Consumer Expenditures

	5 Miles	10 Miles	15 Miles
Total Consumer Expenditures	\$2,346,760,000	\$7,321,092,000	\$13,311,779,000

## Crime Information Index (Range 0-200, US Average = 100)

	5 Miles	10 Miles	15 Miles
Murder Index	80	77	77
Forcible Rape Index	56	35	33
Forcible Robbery Index	112	101	98
Aggravated Assault Index	75	69	77
Burglary Index	86	89	91
Larceny Index	111	95	90
Motor Vehicle Theft Index	98	79	78
EASI Total Crime Index	68	70	75