

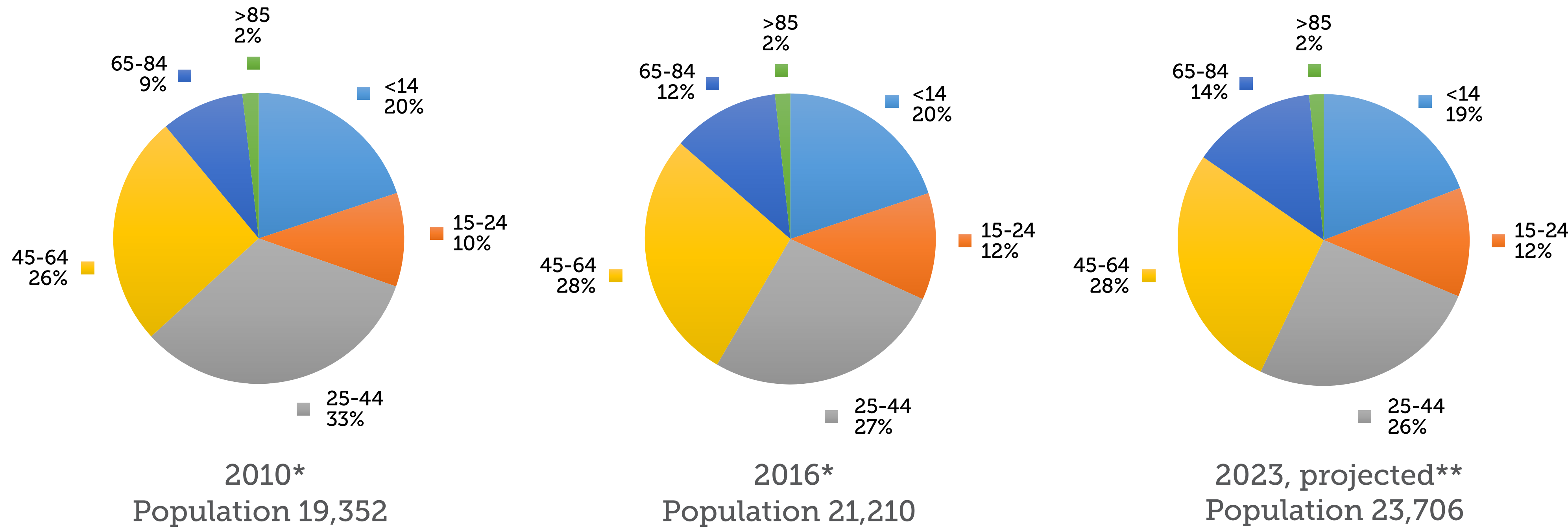
MARKET SNAPSHOT

SPECIFIC TO THE CITY OF DECATUR, GEORGIA



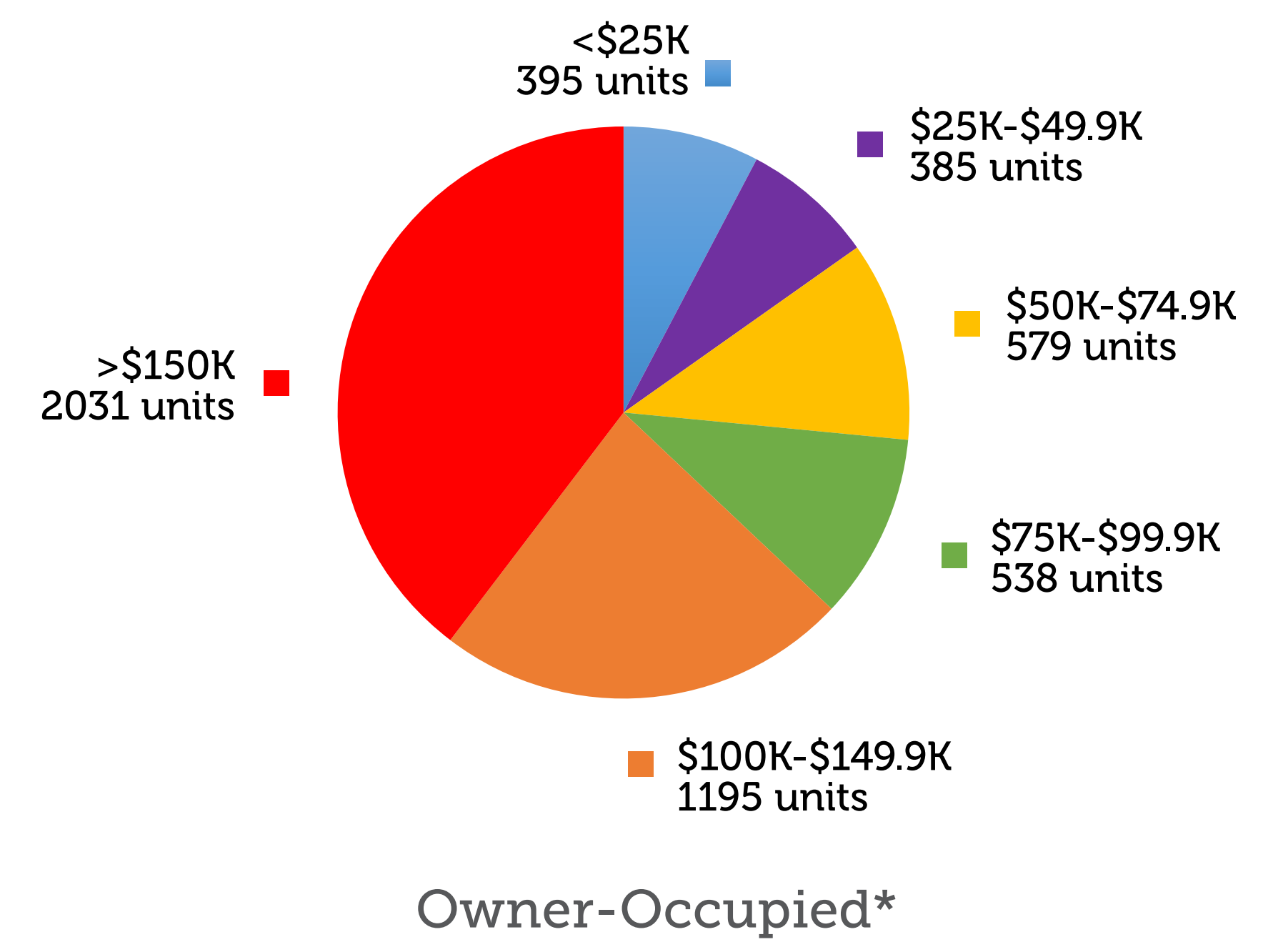
We're getting older.

Residents over 45 are expected to increase their prevalence by 7% over a 13 year period. What type of housing opportunities will this growing population desire?



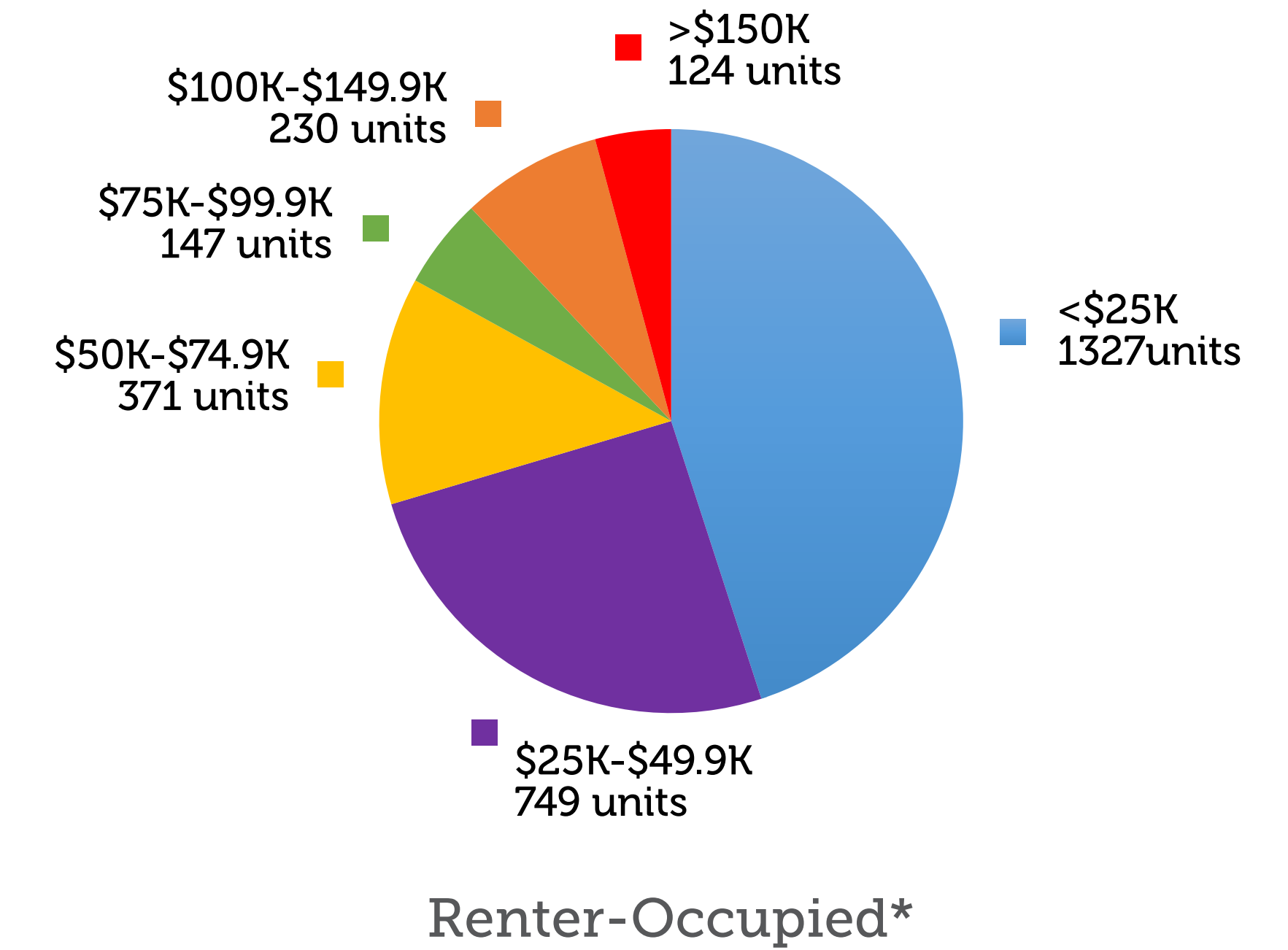
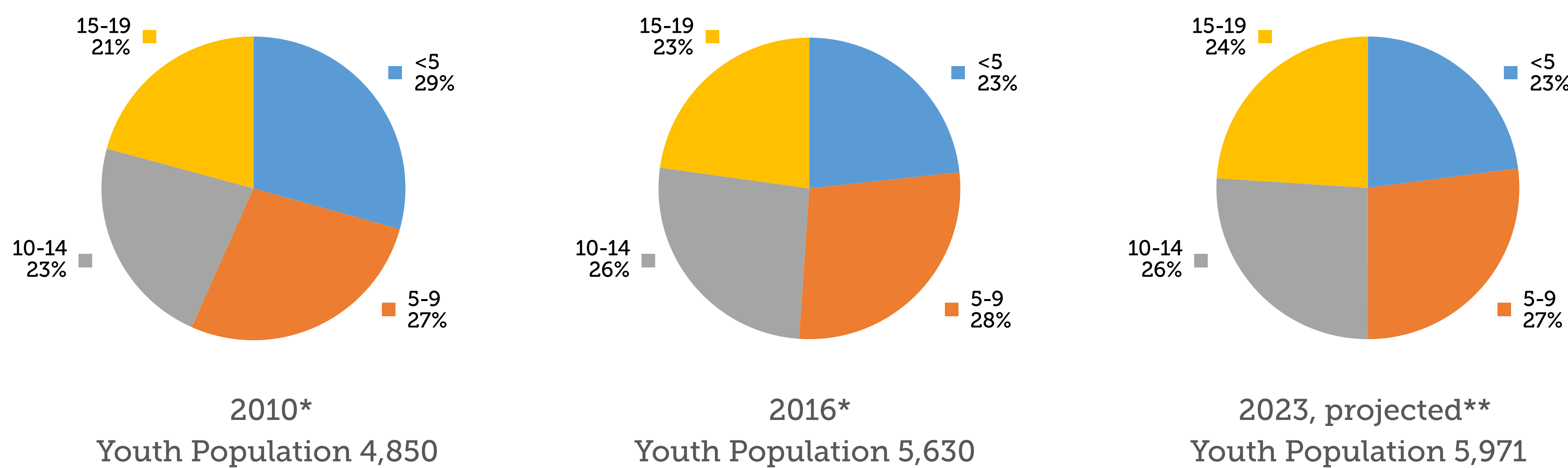
How we pay for housing reflects a community segmented by income.

73% of Decatur homes are owned by households making more than \$75,000/year, while those making under \$75,000 occupy 83% of the rental market.



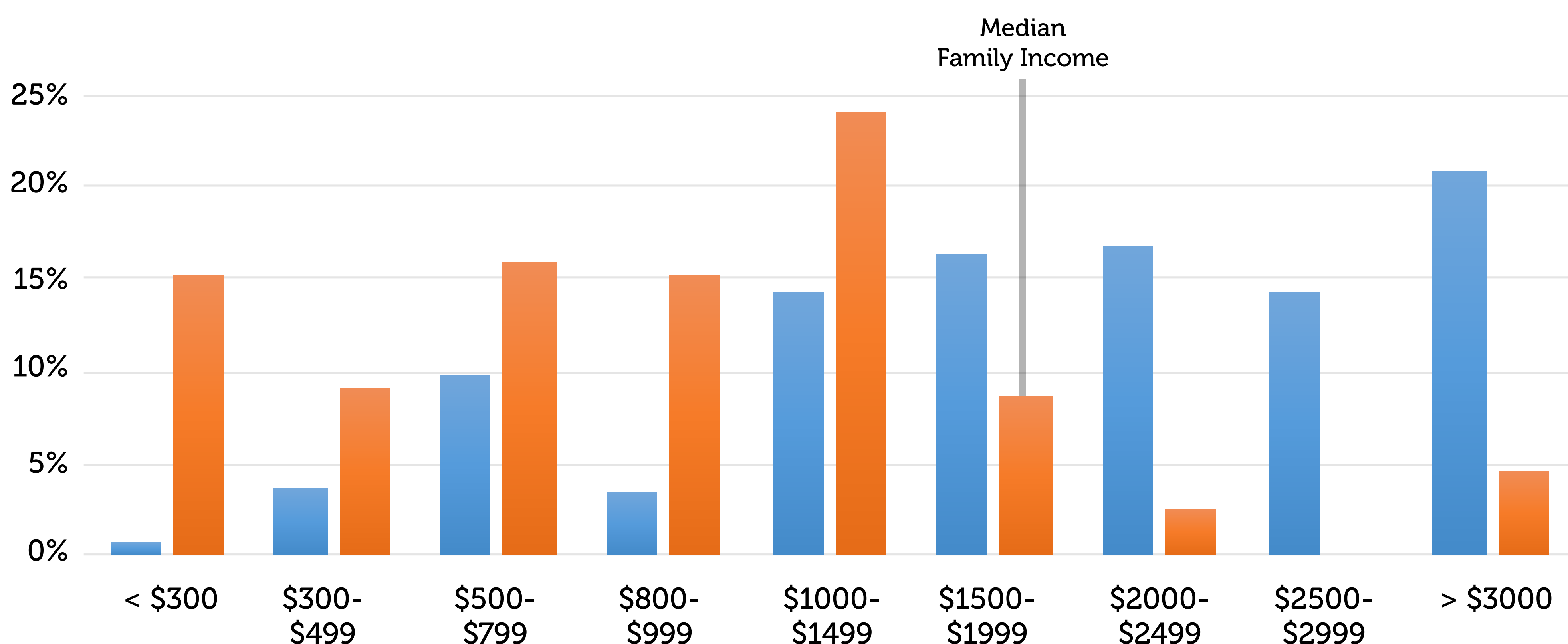
Our kids are getting older, too.

Among those under 20, children under 9 are expected to decrease their prevalence by 6% during the same time period, impacting everything from school configuration to the types and size of housing being sought.



"Housing Cost" as provided by the Census includes rent or mortgage and related expenses but does not include utilities or maintenance.

"Median Family Income" reflects the household income midpoint as measured across the Atlanta-Sandy Springs-Roswell metro area and is the basis by which levels of affordability are established.



Monthly Housing Costs:* Owner Occupied Renter Occupied

MEDIAN FAMILY INCOME

\$74,800*

Half the households in the Atlanta metro area earn more than this figure. Half earn less. We use this regional figure because it's inclusive of all metro wage earners, not just those presently living in Decatur (which skews higher and distorts the affordability range).



*U.S. Census; ** Environmental Systems Research Institute