

California

Number

53,458 assns

Size

SM1	2 -	5 units	6,912 assns		
SM2	6 -	10 units	9,062 assns		
SM3	11 -	15 units	4,542 assns		
SM4	16 -	20 units	3,660 assns		
SM5	21 -	25 units	<u>2,345 assns</u>	26,521 assns	54 %
SM6	26 -	50 units		7,000 assns	14 %
MD1	51 -	100 units		6,203 assns	13 %
MD2	101 -	150 units		3,296 assns	7 %
LG1	151 -	325 units		3,669 assns	8 %
LG2	326 -	500 units		809 assns	2 %
VL1	501 -	1,000 units		590 assns	1 %
VL2	1,001+ -	units		554 assns	1 %
Unclassified				4,816 assns	na %

Average size

94 units

Aggregate number (estimated)

5 million units

Age

NEW	0 -	5 years	3,289 assns	6 %
YNG	6 -	10 years	2,570 assns	5 %
ADL	11 -	15 years	7,888 assns	15 %
MAT	16 -	20 years	4,449 assns	9 %
OLD	21 +		33,358 assns	65 %
Unclassified			1,904 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	3,725 assns		
50K	\$	25,001 -	\$ 50,000	4,351 assns		
75K	\$	50,001 -	\$ 75,000	2,585 assns		
100K	\$	75,001 -	\$ 100,000	<u>1,881 assns</u>	12,542 assns	52 %
200K	\$	100,001 -	\$ 200,000		4,163 assns	17 %
300K	\$	200,001 -	\$ 300,000		2,082 assns	9 %
400K	\$	300,001 -	\$ 400,000		1,217 assns	5 %
500K	\$	400,001 -	\$ 500,000		804 assns	3 %
501K	\$	500,001 +			3,255 assns	14 %
Unclassified					29,395 assns	na %

Average annual revenues (estimated)

\$ 238,000

Aggregate annual revenues (estimated)

\$ 12.9 billion

Development Types

Condominiums	26,890 assns	55 %
Condominium conversions	4,979 assns	10 %
Planned unit developments	17,005 assns	34 %
Cooperatives	610 assns	1 %
Timeshare developments	209 assns	- %
Unclassified	3,765 assns	na %

Northern California (45 Counties)

Number				18,208 assns		
Size						
SM1	2 -	5 units	2,406 assns			
SM2	6 -	10 units	2,582 assns			
SM3	11 -	15 units	1,478 assns			
SM4	16 -	20 units	1,154 assns			
SM5	21 -	25 units	<u>814 assns</u>	8,434 assns	52 %	
SM6	26 -	50 units		2,661 assns	16 %	
MD1	51 -	100 units		2,247 assns	14 %	
MD2	101 -	150 units		1,084 assns	7 %	
LG1	151 -	325 units		1,194 assns	7 %	
LG2	326 -	500 units		272 assns	2 %	
VL1	501 -	1,000 units		210 assns	1 %	
VL2	1,001+ -	units		194 assns	1 %	
Unclassified				1,912 assns	na %	
Average size				92 units		
Aggregate number (estimated)				1.7 million units		
Age						
NEW	0 -	5 years		1,315 assns	8 %	
YNG	6 -	10 years		1,000 assns	6 %	
ADL	11 -	15 years		2,659 assns	15 %	
MAT	16 -	20 years		1,409 assns	8 %	
OLD	21 +			10,926 assns	63 %	
Unclassified				899 assns	na %	
Average age (estimated)				20 years		
Annual Revenues						
25K	\$ 0 -	\$ 25,000	1,739 assns			
50K	\$ 25,001 -	\$ 50,000	1,942 assns			
75K	\$ 50,001 -	\$ 75,000	1,267 assns			
100K	\$ 75,001 -	\$ 100,000	<u>934 assns</u>	5,882 assns	52 %	
200K	\$ 100,001 -	\$ 200,000		2,114 assns	19 %	
300K	\$ 200,001 -	\$ 300,000		1,006 assns	9 %	
400K	\$ 300,001 -	\$ 400,000		566 assns	5 %	
500K	\$ 400,001 -	\$ 500,000		379 assns	3 %	
501K	\$ 500,001 +			1,378 assns	12 %	
Unclassified				6,883 assns	na %	
Average annual revenues (estimated)				\$	227,000	
Aggregate annual revenues (estimated)				\$	4.1 billion	
Development Types						
Condominiums				7,760 assns	46 %	
Condominium conversions				1,290 assns	8 %	
Planned unit developments				7,709 assns	45 %	
Cooperatives				189 assns	1 %	
Timeshare developments				83 assns	- %	
Unclassified				1,177 assns	na %	

Bay Area Counties (9 Counties)

Number				12,097 assns		
Size						
SM1	2 -	5 units	1,963 assns			
SM2	6 -	10 units	1,921 assns			
SM3	11 -	15 units	1,004 assns			
SM4	16 -	20 units	769 assns			
SM5	21 -	25 units	<u>549 assns</u>	6,206 assns		55 %
SM6	26 -	50 units		1,687 assns		15 %
MD1	51 -	100 units		1,441 assns		13 %
MD2	101 -	150 units		681 assns		6 %
LG1	151 -	325 units		798 assns		7 %
LG2	326 -	500 units		186 assns		2 %
VL1	501 -	1,000 units		113 assns		1 %
VL2	1,001+ -	units		60 assns		1 %
Unclassified				925 assns		na %
Average size				69 units		
Aggregate number (estimated)				836,000 units		
Age						
NEW	0 -	5 years		910 assns		8 %
YNG	6 -	10 years		750 assns		7 %
ADL	11 -	15 years		1,652 assns		14 %
MAT	16 -	20 years		903 assns		8 %
OLD	21 +			7,193 assns		63 %
Unclassified				689 assns		na %
Average age (estimated)				20 years		
Annual Revenues						
25K	\$ 0 -	\$ 25,000	1,301 assns			
50K	\$ 25,001 -	\$ 50,000	1,392 assns			
75K	\$ 50,001 -	\$ 75,000	929 assns			
100K	\$ 75,001 -	\$ 100,000	<u>691 assns</u>	4,313 assns		53 %
200K	\$ 100,001 -	\$ 200,000		1,527 assns		18 %
300K	\$ 200,001 -	\$ 300,000		709 assns		9 %
400K	\$ 300,001 -	\$ 400,000		421 assns		5 %
500K	\$ 400,001 -	\$ 500,000		288 assns		3 %
501K	\$ 500,001 +			1,021 assns		12 %
Unclassified				3,818 assns		na %
Average annual revenues (estimated)				\$	228,000	
Aggregate annual revenues (estimated)				\$	2,763 million	
Development Types						
Condominiums				6,192 assns		55 %
Condominium conversions				1,060 assns		9 %
Planned unit developments				4,028 assns		35 %
Cooperatives				135 assns		1 %
Timeshare developments				16 assns		- %
Unclassified				666 assns		na %

Southern California (13 Counties)

Number				35,250 assns		
Size						
SM1	2 -	5 units	4,506 assns			
SM2	6 -	10 units	6,480 assns			
SM3	11 -	15 units	3,064 assns			
SM4	16 -	20 units	2,506 assns			
SM5	21 -	25 units	<u>1,531 assns</u>	18,087 assns		56 %
SM6	26 -	50 units		4,339 assns		13 %
MD1	51 -	100 units		3,956 assns		12 %
MD2	101 -	150 units		2,212 assns		7 %
LG1	151 -	325 units		2,475 assns		8 %
LG2	326 -	500 units		537 assns		2 %
VL1	501 -	1,000 units		380 assns		1 %
VL2	1,001+ -	units		360 assns		1 %
Unclassified				2,904 assns		na %
Average size				94 units		
Aggregate number (estimated)				3.3 million units		
Age						
NEW	0 -	5 years		1,974 assns		6 %
YNG	6 -	10 years		1,570 assns		5 %
ADL	11 -	15 years		5,229 assns		15 %
MAT	16 -	20 years		3,040 assns		9 %
OLD	21 +			22,432 assns		65 %
Unclassified				1,005 assns		na %
Average age (estimated)				20 years		
Annual Revenues						
25K	\$ 0 -	\$ 25,000	1,986 assns			
50K	\$ 25,001 -	\$ 50,000	2,409 assns			
75K	\$ 50,001 -	\$ 75,000	1,318 assns			
100K	\$ 75,001 -	\$ 100,000	<u>947 assns</u>	6,660 assns		53 %
200K	\$ 100,001 -	\$ 200,000		2,049 assns		16 %
300K	\$ 200,001 -	\$ 300,000		1,076 assns		8 %
400K	\$ 300,001 -	\$ 400,000		651 assns		5 %
500K	\$ 400,001 -	\$ 500,000		425 assns		3 %
501K	\$ 500,001 +			1,877 assns		15 %
Unclassified				22,512 assns		na %
Average annual revenues (estimated)				\$	248,000	
Aggregate annual revenues (estimated)				\$	8.7 billion	
Development Types						
Condominiums				19,130 assns		60 %
Condominium conversions				3,689 assns		11 %
Planned unit developments				9,296 assns		28 %
Cooperatives				421 assns		1 %
Timeshare developments				126 assns		- %
Unclassified				2,588 assns		na %

Alameda County

Number

2,246 assns

Size

SM1	2 -	5 units	261 assns		
SM2	6 -	10 units	313 assns		
SM3	11 -	15 units	179 assns		
SM4	16 -	20 units	164 assns		
SM5	21 -	25 units	125 assns	1,042 assns	49 %
SM6	26 -	50 units		367 assns	18 %
MD1	51 -	100 units		289 assns	14 %
MD2	101 -	150 units		136 assns	7 %
LG1	151 -	325 units		168 assns	8 %
LG2	326 -	500 units		43 assns	2 %
VL1	501 -	1,000 units		32 assns	2 %
VL2	1,001+ -	units		10 assns	- %
Unclassified				159 assns	na %

Average size

75 units

Aggregate number (estimated)

168,000 units

Age

NEW	0 -	5 years	218 assns	10 %
YNG	6 -	10 years	114 assns	5 %
ADL	11 -	15 years	367 assns	17 %
MAT	16 -	20 years	177 assns	8 %
OLD	21 +		1,258 assns	60 %
Unclassified			112 assns	na %

Average age (estimated)

19 years

Annual Revenues

25K	\$	0 -	\$ 25,000	188 assns		
50K	\$	25,001 -	\$ 50,000	269 assns		
75K	\$	50,001 -	\$ 75,000	186 assns		
100K	\$	75,001 -	\$ 100,000	115 assns	758 assns	49 %
200K	\$	100,001 -	\$ 200,000		313 assns	20 %
300K	\$	200,001 -	\$ 300,000		159 assns	10 %
400K	\$	300,001 -	\$ 400,000		89 assns	6 %
500K	\$	400,001 -	\$ 500,000		68 assns	4 %
501K	\$	500,001 +			175 assns	11 %
Unclassified					684 assns	na %

Average annual revenues (estimated)

\$ 229,000

Aggregate annual revenues (estimated)

\$ 514 million

Development Types

Condominiums	1,134 assns	54 %
Condominium conversions	215 assns	10 %
Planned unit developments	744 assns	35 %
Cooperatives	30 assns	1 %
Timeshare developments	- assns	- %
Unclassified	123 assns	na %

Butte County

Number

196 assns

Size

SM1	2 -	5 units	11	assns		
SM2	6 -	10 units	23	assns		
SM3	11 -	15 units	17	assns		
SM4	16 -	20 units	14	assns		
SM5	21 -	25 units	17	assns	82	assns 49 %
SM6	26 -	50 units			40	assns 24 %
MD1	51 -	100 units			30	assns 18 %
MD2	101 -	150 units			7	assns 4 %
LG1	151 -	325 units			3	assns 2 %
LG2	326 -	500 units			2	assns 1 %
VL1	501 -	1,000 units			-	assns - %
VL2	1,001+ -	units			3	assns 2 %
Unclassified					29	assns na %

Average size

72 units

Aggregate number (estimated)

14,000 units

Age

NEW	0 -	5 years			2	assns 1 %
YNG	6 -	10 years			4	assns 2 %
ADL	11 -	15 years			30	assns 16 %
MAT	16 -	20 years			18	assns 9 %
OLD	21 +				138	assns 72 %
Unclassified					4	assns na %

Average age (estimated)

22 years

Annual Revenues

25K	\$	0 -	\$ 25,000	16	assns		
50K	\$	25,001 -	\$ 50,000	26	assns		
75K	\$	50,001 -	\$ 75,000	13	assns		
100K	\$	75,001 -	\$ 100,000	12	assns	67	assns 63 %
200K	\$	100,001 -	\$ 200,000			18	assns 17 %
300K	\$	200,001 -	\$ 300,000			11	assns 10 %
400K	\$	300,001 -	\$ 400,000			3	assns 3 %
500K	\$	400,001 -	\$ 500,000			3	assns 3 %
501K	\$	500,001 +				4	assns 4 %
Unclassified						90	assns na %

Average annual revenues (estimated)

\$ 140,000

Aggregate annual revenues (estimated)

\$ 28 million

Development Types

Condominiums					54	assns 29 %
Condominium conversions					12	assns 6 %
Planned unit developments					114	assns 62 %
Cooperatives					4	assns 2 %
Timeshare developments					1	assns 1 %
Unclassified					11	assns na %

Contra Costa County

Number

1,342 assns

Size

SM1	2 -	5 units	50 assns		
SM2	6 -	10 units	123 assns		
SM3	11 -	15 units	70 assns		
SM4	16 -	20 units	70 assns		
SM5	21 -	25 units	<u>65 assns</u>	378 assns	31 %
SM6	26 -	50 units		222 assns	18 %
MD1	51 -	100 units		243 assns	20 %
MD2	101 -	150 units		133 assns	11 %
LG1	151 -	325 units		158 assns	13 %
LG2	326 -	500 units		40 assns	3 %
VL1	501 -	1,000 units		33 assns	3 %
VL2	1,001+ -	units		13 assns	1 %
Unclassified				122 assns	na %

Average size

127 units

Aggregate number (estimated)

170,000 units

Age

NEW	0 -	5 years	93 assns	7 %
YNG	6 -	10 years	35 assns	3 %
ADL	11 -	15 years	168 assns	13 %
MAT	16 -	20 years	79 assns	6 %
OLD	21 +		939 assns	71 %
Unclassified			28 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	74 assns		
50K	\$	25,001 -	\$ 50,000	125 assns		
75K	\$	50,001 -	\$ 75,000	96 assns		
100K	\$	75,001 -	\$ 100,000	<u>73 assns</u>	368 assns	37 %
200K	\$	100,001 -	\$ 200,000		203 assns	21 %
300K	\$	200,001 -	\$ 300,000		110 assns	11 %
400K	\$	300,001 -	\$ 400,000		86 assns	9 %
500K	\$	400,001 -	\$ 500,000		53 assns	5 %
501K	\$	500,001 +			163 assns	17 %
Unclassified					359 assns	na %

Average annual revenues (estimated)

\$ 298,000

Aggregate annual revenues (estimated)

\$ 400 million

Development Types

Condominiums	440 assns	35 %
Condominium conversions	76 assns	6 %
Planned unit developments	723 assns	58 %
Cooperatives	12 assns	1 %
Timeshare developments	- assns	- %
Unclassified	91 assns	na %

El Dorado County

Number

261 assns

Size

SM1	2 -	5 units	16 assns		
SM2	6 -	10 units	37 assns		
SM3	11 -	15 units	20 assns		
SM4	16 -	20 units	10 assns		
SM5	21 -	25 units	<u>18 assns</u>	101 assns	46 %
SM6	26 -	50 units		36 assns	17 %
MD1	51 -	100 units		23 assns	11 %
MD2	101 -	150 units		11 assns	5 %
LG1	151 -	325 units		13 assns	6 %
LG2	326 -	500 units		4 assns	2 %
VL1	501 -	1,000 units		7 assns	3 %
VL2	1,001+ -	units		21 assns	10 %
Unclassified				45 assns	na %

Average size

460 units

Aggregate number (estimated)

120,000 units

Age

NEW	0 -	5 years	16 assns	7 %
YNG	6 -	10 years	11 assns	5 %
ADL	11 -	15 years	29 assns	12 %
MAT	16 -	20 years	20 assns	8 %
OLD	21 +		168 assns	68 %
Unclassified			17 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	11 assns		
50K	\$	25,001 -	\$ 50,000	26 assns		
75K	\$	50,001 -	\$ 75,000	10 assns		
100K	\$	75,001 -	\$ 100,000	<u>5 assns</u>	52 assns	50 %
200K	\$	100,001 -	\$ 200,000		16 assns	16 %
300K	\$	200,001 -	\$ 300,000		7 assns	7 %
400K	\$	300,001 -	\$ 400,000		3 assns	3 %
500K	\$	400,001 -	\$ 500,000		4 assns	4 %
501K	\$	500,001 +			21 assns	20 %
Unclassified					158 assns	na %

Average annual revenues (estimated)

\$ 293,000

Aggregate annual revenues (estimated)

\$ 76 million

Development Types

Condominiums	59 assns	25 %
Condominium conversions	3 assns	1 %
Planned unit developments	154 assns	65 %
Cooperatives	2 assns	1 %
Timeshare developments	19 assns	8 %
Unclassified	24 assns	na %

Fresno County

Number

517 assns

Size

SM1	2 -	5 units	37	assns		
SM2	6 -	10 units	51	assns		
SM3	11 -	15 units	36	assns		
SM4	16 -	20 units	27	assns		
SM5	21 -	25 units	16	assns	167	assns 38 %
SM6	26 -	50 units			109	assns 24 %
MD1	51 -	100 units			87	assns 20 %
MD2	101 -	150 units			42	assns 9 %
LG1	151 -	325 units			28	assns 6 %
LG2	326 -	500 units			2	assns - %
VL1	501 -	1,000 units			4	assns 1 %
VL2	1,001+ -	units			7	assns 2 %
Unclassified					71	assns na %
Average size					92	units
Aggregate number (estimated)					48,000	units

Age

NEW	0 -	5 years			38	assns 8 %
YNG	6 -	10 years			26	assns 5 %
ADL	11 -	15 years			65	assns 13 %
MAT	16 -	20 years			31	assns 6 %
OLD	21 +				333	assns 68 %
Unclassified					24	assns na %
Average age (estimated)					20	years

Annual Revenues

25K	\$	0 -	\$ 25,000	29	assns		
50K	\$	25,001 -	\$ 50,000	46	assns		
75K	\$	50,001 -	\$ 75,000	39	assns		
100K	\$	75,001 -	\$ 100,000	24	assns	138	assns 48 %
200K	\$	100,001 -	\$ 200,000			69	assns 24 %
300K	\$	200,001 -	\$ 300,000			42	assns 15 %
400K	\$	300,001 -	\$ 400,000			16	assns 6 %
500K	\$	400,001 -	\$ 500,000			4	assns 1 %
501K	\$	500,001 +				16	assns 6 %
Unclassified						232	assns na %
Average annual revenues (estimated)					\$	179,000	
Aggregate annual revenues (estimated)					\$	92	million

Development Types

Condominiums					123	assns 26 %
Condominium conversions					39	assns 8 %
Planned unit developments					316	assns 66 %
Cooperatives					1	assns - %
Timeshare developments					-	assns - %
Unclassified					38	assns na %

Kern County

Number

504 assns

Size

SM1	2 -	5 units	15	assns		
SM2	6 -	10 units	33	assns		
SM3	11 -	15 units	26	assns		
SM4	16 -	20 units	32	assns		
SM5	21 -	25 units	15	assns	121	assns 30 %
SM6	26 -	50 units			83	assns 21 %
MD1	51 -	100 units			73	assns 18 %
MD2	101 -	150 units			31	assns 8 %
LG1	151 -	325 units			49	assns 12 %
LG2	326 -	500 units			18	assns 5 %
VL1	501 -	1,000 units			10	assns 3 %
VL2	1,001+ -	units			12	assns 3 %
Unclassified					107	assns na %

Average size

193 units

Aggregate number (estimated)

97,000 units

Age

NEW	0 -	5 years			25	assns 5 %
YNG	6 -	10 years			17	assns 4 %
ADL	11 -	15 years			72	assns 15 %
MAT	16 -	20 years			43	assns 9 %
OLD	21 +				310	assns 67 %
Unclassified					37	assns na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	25	assns		
50K	\$	25,001 -	\$ 50,000	26	assns		
75K	\$	50,001 -	\$ 75,000	17	assns		
100K	\$	75,001 -	\$ 100,000	25	assns	93	assns 39 %
200K	\$	100,001 -	\$ 200,000			52	assns 22 %
300K	\$	200,001 -	\$ 300,000			33	assns 14 %
400K	\$	300,001 -	\$ 400,000			18	assns 8 %
500K	\$	400,001 -	\$ 500,000			11	assns 5 %
501K	\$	500,001 +				28	assns 12 %
Unclassified						269	assns na %

Average annual revenues (estimated)

\$ 255,000

Aggregate annual revenues (estimated)

\$ 128 million

Development Types

Condominiums					83	assns 18 %
Condominium conversions					12	assns 3 %
Planned unit developments					372	assns 79 %
Cooperatives					1	assns - %
Timeshare developments					2	assns - %
Unclassified					34	assns na %

Los Angeles County

Number

16,190 assns

Size

SM1	2 -	5 units	2,620 assns		
SM2	6 -	10 units	3,920 assns		
SM3	11 -	15 units	1,787 assns		
SM4	16 -	20 units	1,462 assns		
SM5	21 -	25 units	<u>811 assns</u>	10,600 assns	72 %
SM6	26 -	50 units		1,845 assns	12 %
MD1	51 -	100 units		1,218 assns	8 %
MD2	101 -	150 units		467 assns	3 %
LG1	151 -	325 units		501 assns	3 %
LG2	326 -	500 units		94 assns	1 %
VL1	501 -	1,000 units		87 assns	1 %
VL2	1,001+ -	units		28 assns	- %
Unclassified				1,350 assns	na %
Average size				39 units	
Aggregate number (estimated)				624,000 units	

Age

NEW	0 -	5 years		840 assns	5 %
YNG	6 -	10 years		824 assns	5 %
ADL	11 -	15 years		2,294 assns	15 %
MAT	16 -	20 years		1,163 assns	7 %
OLD	21 +			10,573 assns	68 %
Unclassified				496 assns	na %
Average age (estimated)				20 years	

Annual Revenues

25K	\$	0 -	\$ 25,000	1,142 assns		
50K	\$	25,001 -	\$ 50,000	1,462 assns		
75K	\$	50,001 -	\$ 75,000	723 assns		
100K	\$	75,001 -	\$ 100,000	<u>486 assns</u>	3,813 assns	69 %
200K	\$	100,001 -	\$ 200,000		803 assns	14 %
300K	\$	200,001 -	\$ 300,000		296 assns	5 %
400K	\$	300,001 -	\$ 400,000		183 assns	3 %
500K	\$	400,001 -	\$ 500,000		106 assns	2 %
501K	\$	500,001 +			410 assns	7 %
Unclassified					10,579 assns	na %
Average annual revenues (estimated)				\$	156,000	
Aggregate annual revenues (estimated)				\$	2,519 million	

Development Types

Condominiums				10,669 assns	71 %
Condominium conversions				2,191 assns	15 %
Planned unit developments				1,854 assns	12 %
Cooperatives				307 assns	2 %
Timeshare developments				1 assns	- %
Unclassified				1,168 assns	na %

Marin County

Number

556 assns

Size

SM1	2 -	5 units	55 assns		
SM2	6 -	10 units	81 assns		
SM3	11 -	15 units	56 assns		
SM4	16 -	20 units	34 assns		
SM5	21 -	25 units	<u>32 assns</u>	258 assns	52 %
SM6	26 -	50 units		86 assns	18 %
MD1	51 -	100 units		66 assns	14 %
MD2	101 -	150 units		27 assns	6 %
LG1	151 -	325 units		32 assns	7 %
LG2	326 -	500 units		9 assns	2 %
VL1	501 -	1,000 units		4 assns	1 %
VL2	1,001+ -	units		1 assns	- %
Unclassified				73 assns	na %

Average size

61 units

Aggregate number (estimated)

34,000 units

Age

NEW	0 -	5 years	31 assns	6 %
YNG	6 -	10 years	22 assns	4 %
ADL	11 -	15 years	44 assns	8 %
MAT	16 -	20 years	33 assns	6 %
OLD	21 +		409 assns	76 %
Unclassified			17 assns	na %

Average age (estimated)

22 years

Annual Revenues

25K	\$	0 -	\$ 25,000	59 assns		
50K	\$	25,001 -	\$ 50,000	58 assns		
75K	\$	50,001 -	\$ 75,000	29 assns		
100K	\$	75,001 -	\$ 100,000	<u>27 assns</u>	173 assns	48 %
200K	\$	100,001 -	\$ 200,000		69 assns	19 %
300K	\$	200,001 -	\$ 300,000		29 assns	8 %
400K	\$	300,001 -	\$ 400,000		16 assns	5 %
500K	\$	400,001 -	\$ 500,000		16 assns	5 %
501K	\$	500,001 +			52 assns	15 %
Unclassified					201 assns	na %

Average annual revenues (estimated)

\$ 252,000

Aggregate annual revenues (estimated)

\$ 140 million

Development Types

Condominiums	237 assns	48 %
Condominium conversions	30 assns	6 %
Planned unit developments	222 assns	45 %
Cooperatives	5 assns	1 %
Timeshare developments	- assns	- %
Unclassified	62 assns	na %

Mono County

Number

179 assns

Size

SM1	2 -	5 units	12 assns		
SM2	6 -	10 units	17 assns		
SM3	11 -	15 units	19 assns		
SM4	16 -	20 units	12 assns		
SM5	21 -	25 units	11 assns	71 assns	42 %
SM6	26 -	50 units		39 assns	23 %
MD1	51 -	100 units		33 assns	19 %
MD2	101 -	150 units		12 assns	7 %
LG1	151 -	325 units		9 assns	5 %
LG2	326 -	500 units		1 assns	1 %
VL1	501 -	1,000 units		3 assns	2 %
VL2	1,001+ -	units		2 assns	1 %
Unclassified				9 assns	na %

Average size

86 units

Aggregate number (estimated)

15,000 units

Age

NEW	0 -	5 years	3 assns	2 %
YNG	6 -	10 years	3 assns	2 %
ADL	11 -	15 years	29 assns	17 %
MAT	16 -	20 years	20 assns	11 %
OLD	21 +		120 assns	68 %
Unclassified			4 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	7 assns		
50K	\$	25,001 -	\$ 50,000	19 assns		
75K	\$	50,001 -	\$ 75,000	9 assns		
100K	\$	75,001 -	\$ 100,000	6 assns	41 assns	45 %
200K	\$	100,001 -	\$ 200,000		14 assns	15 %
300K	\$	200,001 -	\$ 300,000		10 assns	11 %
400K	\$	300,001 -	\$ 400,000		7 assns	8 %
500K	\$	400,001 -	\$ 500,000		3 assns	3 %
501K	\$	500,001 +			17 assns	18 %
Unclassified					87 assns	na %

Average annual revenues (estimated)

\$ 297,000

Aggregate annual revenues (estimated)

\$ 53 million

Development Types

Condominiums	113 assns	65 %
Condominium conversions	7 assns	4 %
Planned unit developments	44 assns	26 %
Cooperatives	- assns	- %
Timeshare developments	8 assns	5 %
Unclassified	7 assns	na %

Monterey County

Number

410 assns

Size

SM1	2 -	5 units	25 assns		
SM2	6 -	10 units	57 assns		
SM3	11 -	15 units	37 assns		
SM4	16 -	20 units	26 assns		
SM5	21 -	25 units	<u>24 assns</u>	169 assns	48 %
SM6	26 -	50 units		75 assns	21 %
MD1	51 -	100 units		52 assns	15 %
MD2	101 -	150 units		23 assns	6 %
LG1	151 -	325 units		20 assns	6 %
LG2	326 -	500 units		2 assns	1 %
VL1	501 -	1,000 units		5 assns	1 %
VL2	1,001+ -	units		8 assns	2 %
Unclassified				56 assns	na %

Average size

101 units

Aggregate number (estimated)

41,000 units

Age

NEW	0 -	5 years	16 assns	4 %
YNG	6 -	10 years	9 assns	2 %
ADL	11 -	15 years	46 assns	12 %
MAT	16 -	20 years	36 assns	9 %
OLD	21 +		285 assns	73 %
Unclassified			18 assns	na %

Average age (estimated)

22 years

Annual Revenues

25K	\$	0 -	\$ 25,000	48 assns	
50K	\$	25,001 -	\$ 50,000	42 assns	
75K	\$	50,001 -	\$ 75,000	27 assns	
100K	\$	75,001 -	\$ 100,000	<u>24 assns</u>	141 assns 60 %
200K	\$	100,001 -	\$ 200,000	30 assns	13 %
300K	\$	200,001 -	\$ 300,000	17 assns	7 %
400K	\$	300,001 -	\$ 400,000	12 assns	5 %
500K	\$	400,001 -	\$ 500,000	9 assns	4 %
501K	\$	500,001 +		26 assns	11 %
Unclassified				175 assns	na %

Average annual revenues (estimated)

\$ 208,000

Aggregate annual revenues (estimated)

\$ 85 million

Development Types

Condominiums	98 assns	25 %
Condominium conversions	21 assns	5 %
Planned unit developments	254 assns	67 %
Cooperatives	9 assns	2 %
Timeshare developments	5 assns	1 %
Unclassified	23 assns	na %

Napa County

Number

200 assns

Size

SM1	2 -	5 units	15 assns		
SM2	6 -	10 units	27 assns		
SM3	11 -	15 units	25 assns		
SM4	16 -	20 units	14 assns		
SM5	21 -	25 units	16 assns	97 assns	56 %
SM6	26 -	50 units		40 assns	22 %
MD1	51 -	100 units		20 assns	11 %
MD2	101 -	150 units		9 assns	5 %
LG1	151 -	325 units		8 assns	4 %
LG2	326 -	500 units		2 assns	1 %
VL1	501 -	1,000 units		- assns	- %
VL2	1,001+ -	units		2 assns	1 %
Unclassified				22 assns	na %

Average size

72 units

Aggregate number (estimated)

14,000 units

Age

NEW	0 -	5 years	12 assns	6 %
YNG	6 -	10 years	16 assns	8 %
ADL	11 -	15 years	38 assns	19 %
MAT	16 -	20 years	6 assns	3 %
OLD	21 +		123 assns	64 %
Unclassified			5 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	23 assns		
50K	\$	25,001 -	\$ 50,000	14 assns		
75K	\$	50,001 -	\$ 75,000	17 assns		
100K	\$	75,001 -	\$ 100,000	11 assns	65 assns	55 %
200K	\$	100,001 -	\$ 200,000		18 assns	15 %
300K	\$	200,001 -	\$ 300,000		8 assns	7 %
400K	\$	300,001 -	\$ 400,000		6 assns	5 %
500K	\$	400,001 -	\$ 500,000		9 assns	8 %
501K	\$	500,001 +			12 assns	10 %
Unclassified					82 assns	na %

Average annual revenues (estimated)

\$ 218,000

Aggregate annual revenues (estimated)

\$ 44 million

Development Types

Condominiums	52 assns	28 %
Condominium conversions	4 assns	2 %
Planned unit developments	127 assns	69 %
Cooperatives	- assns	- %
Timeshare developments	2 assns	1 %
Unclassified	15 assns	na %

Nevada County

Number

290 assns

Size

SM1	2 -	5 units	44 assns		
SM2	6 -	10 units	37 assns		
SM3	11 -	15 units	17 assns		
SM4	16 -	20 units	22 assns		
SM5	21 -	25 units	<u>7 assns</u>	127 assns	50 %
SM6	26 -	50 units		50 assns	20 %
MD1	51 -	100 units		24 assns	9 %
MD2	101 -	150 units		17 assns	7 %
LG1	151 -	325 units		13 assns	5 %
LG2	326 -	500 units		7 assns	3 %
VL1	501 -	1,000 units		11 assns	4 %
VL2	1,001+ -	units		5 assns	2 %
Unclassified				36 assns	na %

Average size

136 units

Aggregate number (estimated)

39,000 units

Age

NEW	0 -	5 years	22 assns	8 %
YNG	6 -	10 years	18 assns	6 %
ADL	11 -	15 years	86 assns	30 %
MAT	16 -	20 years	42 assns	15 %
OLD	21 +		116 assns	41 %
Unclassified			6 assns	na %

Average age (estimated)

17 years

Annual Revenues

25K	\$	0 -	\$ 25,000	16 assns		
50K	\$	25,001 -	\$ 50,000	23 assns		
75K	\$	50,001 -	\$ 75,000	14 assns		
100K	\$	75,001 -	\$ 100,000	<u>12 assns</u>	65 assns	52 %
200K	\$	100,001 -	\$ 200,000		26 assns	20 %
300K	\$	200,001 -	\$ 300,000		7 assns	6 %
400K	\$	300,001 -	\$ 400,000		3 assns	2 %
500K	\$	400,001 -	\$ 500,000		3 assns	2 %
501K	\$	500,001 +			23 assns	18 %
Unclassified					163 assns	na %

Average annual revenues (estimated)

\$ 268,000

Aggregate annual revenues (estimated)

\$ 78 million

Development Types

Condominiums	94 assns	35 %
Condominium conversions	9 assns	3 %
Planned unit developments	158 assns	59 %
Cooperatives	4 assns	1 %
Timeshare developments	5 assns	2 %
Unclassified	20 assns	na %

Orange County

Number

4,870 assns

Size

SM1	2 -	5 units	463 assns		
SM2	6 -	10 units	532 assns		
SM3	11 -	15 units	319 assns		
SM4	16 -	20 units	252 assns		
SM5	21 -	25 units	<u>182 assns</u>	1,748 assns	39 %
SM6	26 -	50 units		573 assns	13 %
MD1	51 -	100 units		754 assns	17 %
MD2	101 -	150 units		480 assns	11 %
LG1	151 -	325 units		593 assns	13 %
LG2	326 -	500 units		141 assns	3 %
VL1	501 -	1,000 units		95 assns	2 %
VL2	1,001+ -	units		83 assns	2 %
Unclassified				403 assns	na %

Average size

162 units

Aggregate number (estimated)

791,000 units

Age

NEW	0 -	5 years	327 assns	7 %
YNG	6 -	10 years	198 assns	4 %
ADL	11 -	15 years	465 assns	10 %
MAT	16 -	20 years	439 assns	9 %
OLD	21 +		3,303 assns	70 %
Unclassified			138 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	187 assns	
50K	\$	25,001 -	\$ 50,000	179 assns	
75K	\$	50,001 -	\$ 75,000	130 assns	
100K	\$	75,001 -	\$ 100,000	<u>90 assns</u>	586 assns 34 %
200K	\$	100,001 -	\$ 200,000		299 assns 17 %
300K	\$	200,001 -	\$ 300,000		181 assns 10 %
400K	\$	300,001 -	\$ 400,000		135 assns 8 %
500K	\$	400,001 -	\$ 500,000		90 assns 5 %
501K	\$	500,001 +			462 assns 26 %
Unclassified					3,117 assns na %

Average annual revenues (estimated)

\$ 379,000

Aggregate annual revenues (estimated)

\$ 1,847 million

Development Types

Condominiums	2,265 assns	51 %
Condominium conversions	206 assns	5 %
Planned unit developments	1,875 assns	43 %
Cooperatives	49 assns	1 %
Timeshare developments	16 assns	- %
Unclassified	459 assns	na %

Placer County

Number

667 assns

Size

SM1	2 -	5 units	37 assns		
SM2	6 -	10 units	62 assns		
SM3	11 -	15 units	72 assns		
SM4	16 -	20 units	41 assns		
SM5	21 -	25 units	<u>26 assns</u>	238 assns	41 %
SM6	26 -	50 units		94 assns	16 %
MD1	51 -	100 units		111 assns	19 %
MD2	101 -	150 units		44 assns	8 %
LG1	151 -	325 units		57 assns	10 %
LG2	326 -	500 units		14 assns	2 %
VL1	501 -	1,000 units		6 assns	1 %
VL2	1,001+ -	units		16 assns	3 %
Unclassified				87 assns	na %

Average size

161 units

Aggregate number (estimated)

107,000 units

Age

NEW	0 -	5 years	44 assns	7 %
YNG	6 -	10 years	42 assns	6 %
ADL	11 -	15 years	124 assns	19 %
MAT	16 -	20 years	90 assns	14 %
OLD	21 +		348 assns	54 %
Unclassified			19 assns	na %

Average age (estimated)

19 years

Annual Revenues

25K	\$	0 -	\$ 25,000	44 assns		
50K	\$	25,001 -	\$ 50,000	54 assns		
75K	\$	50,001 -	\$ 75,000	33 assns		
100K	\$	75,001 -	\$ 100,000	<u>26 assns</u>	157 assns	50 %
200K	\$	100,001 -	\$ 200,000		58 assns	18 %
300K	\$	200,001 -	\$ 300,000		33 assns	10 %
400K	\$	300,001 -	\$ 400,000		17 assns	5 %
500K	\$	400,001 -	\$ 500,000		11 assns	3 %
501K	\$	500,001 +			46 assns	14 %
Unclassified					345 assns	na %

Average annual revenues (estimated)

\$ 251,000

Aggregate annual revenues (estimated)

\$ 167 million

Development Types

Condominiums	152 assns	25 %
Condominium conversions	5 assns	1 %
Planned unit developments	444 assns	72 %
Cooperatives	1 assns	- %
Timeshare developments	14 assns	2 %
Unclassified	51 assns	na %

Riverside County

Number

2,527 assns

Size

SM1	2 -	5 units	110	assns		
SM2	6 -	10 units	180	assns		
SM3	11 -	15 units	120	assns		
SM4	16 -	20 units	129	assns		
SM5	21 -	25 units	74	assns	613	assns 28 %
SM6	26 -	50 units			380	assns 16 %
MD1	51 -	100 units			426	assns 18 %
MD2	101 -	150 units			283	assns 12 %
LG1	151 -	325 units			324	assns 14 %
LG2	326 -	500 units			104	assns 4 %
VL1	501 -	1,000 units			79	assns 3 %
VL2	1,001+ -	units			121	assns 5 %
Unclassified					197	assns na %

Average size

277 units

Aggregate number (estimated)

701,000 units

Age

NEW	0 -	5 years			167	assns 7 %
YNG	6 -	10 years			82	assns 3 %
ADL	11 -	15 years			590	assns 24 %
MAT	16 -	20 years			319	assns 13 %
OLD	21 +				1,317	assns 53 %
Unclassified					52	assns na %

Average age (estimated)

19 years

Annual Revenues

25K	\$	0 -	\$ 25,000	57	assns		
50K	\$	25,001 -	\$ 50,000	88	assns		
75K	\$	50,001 -	\$ 75,000	89	assns		
100K	\$	75,001 -	\$ 100,000	86	assns	320	assns 27 %
200K	\$	100,001 -	\$ 200,000			243	assns 21 %
300K	\$	200,001 -	\$ 300,000			148	assns 13 %
400K	\$	300,001 -	\$ 400,000			80	assns 7 %
500K	\$	400,001 -	\$ 500,000			54	assns 5 %
501K	\$	500,001 +				322	assns 27 %
Unclassified						1,360	assns na %

Average annual revenues (estimated)

\$ 398,000

Aggregate annual revenues (estimated)

\$ 1,007 million

Development Types

Condominiums		710	assns 30 %
Condominium conversions		77	assns 3 %
Planned unit developments		1,528	assns 64 %
Cooperatives		16	assns 1 %
Timeshare developments		46	assns 2 %
Unclassified		150	assns na %

Sacramento County

Number

1,052 assns

Size

SM1	2 -	5 units	66 assns		
SM2	6 -	10 units	93 assns		
SM3	11 -	15 units	75 assns		
SM4	16 -	20 units	57 assns		
SM5	21 -	25 units	<u>38 assns</u>	329 assns	39 %
SM6	26 -	50 units		134 assns	15 %
MD1	51 -	100 units		141 assns	16 %
MD2	101 -	150 units		93 assns	11 %
LG1	151 -	325 units		117 assns	13 %
LG2	326 -	500 units		17 assns	2 %
VL1	501 -	1,000 units		18 assns	2 %
VL2	1,001+ -	units		20 assns	2 %
Unclassified				183 assns	na %

Average size

135 units

Aggregate number (estimated)

142,000 units

Age

NEW	0 -	5 years	122 assns	12 %
YNG	6 -	10 years	47 assns	5 %
ADL	11 -	15 years	232 assns	22 %
MAT	16 -	20 years	75 assns	7 %
OLD	21 +		556 assns	54 %
Unclassified			20 assns	na %

Average age (estimated)

18 years

Annual Revenues

25K	\$	0 -	\$ 25,000	43 assns		
50K	\$	25,001 -	\$ 50,000	72 assns		
75K	\$	50,001 -	\$ 75,000	45 assns		
100K	\$	75,001 -	\$ 100,000	<u>39 assns</u>	199 assns	38 %
200K	\$	100,001 -	\$ 200,000		98 assns	19 %
300K	\$	200,001 -	\$ 300,000		67 assns	13 %
400K	\$	300,001 -	\$ 400,000		30 assns	6 %
500K	\$	400,001 -	\$ 500,000		21 assns	4 %
501K	\$	500,001 +			101 assns	20 %
Unclassified					536 assns	na %

Average annual revenues (estimated)

\$ 314,000

Aggregate annual revenues (estimated)

\$ 330 million

Development Types

Condominiums	283 assns	31 %
Condominium conversions	46 assns	5 %
Planned unit developments	567 assns	63 %
Cooperatives	9 assns	1 %
Timeshare developments	2 assns	- %
Unclassified	145 assns	na %

San Bernardino County

Number

1,207 assns

Size

SM1	2 -	5 units	49 assns		
SM2	6 -	10 units	102 assns		
SM3	11 -	15 units	62 assns		
SM4	16 -	20 units	48 assns		
SM5	21 -	25 units	<u>37 assns</u>	298 assns	28 %
SM6	26 -	50 units		197 assns	18 %
MD1	51 -	100 units		221 assns	20 %
MD2	101 -	150 units		167 assns	15 %
LG1	151 -	325 units		142 assns	13 %
LG2	326 -	500 units		25 assns	2 %
VL1	501 -	1,000 units		12 assns	1 %
VL2	1,001+ -	units		28 assns	3 %
Unclassified				117 assns	na %

Average size

165 units

Aggregate number (estimated)

200,000 units

Age

NEW	0 -	5 years	113 assns	10 %
YNG	6 -	10 years	57 assns	5 %
ADL	11 -	15 years	235 assns	20 %
MAT	16 -	20 years	92 assns	8 %
OLD	21 +		692 assns	57 %
Unclassified			18 assns	na %

Average age (estimated)

19 years

Annual Revenues

25K	\$	0 -	\$ 25,000	21 assns		
50K	\$	25,001 -	\$ 50,000	31 assns		
75K	\$	50,001 -	\$ 75,000	25 assns		
100K	\$	75,001 -	\$ 100,000	<u>30 assns</u>	107 assns	23 %
200K	\$	100,001 -	\$ 200,000		88 assns	20 %
300K	\$	200,001 -	\$ 300,000		79 assns	18 %
400K	\$	300,001 -	\$ 400,000		40 assns	9 %
500K	\$	400,001 -	\$ 500,000		29 assns	7 %
501K	\$	500,001 +			100 assns	23 %
Unclassified					764 assns	na %

Average annual revenues (estimated)

\$ 374,000

Aggregate annual revenues (estimated)

\$ 451 million

Development Types

Condominiums	465 assns	41 %
Condominium conversions	56 assns	5 %
Planned unit developments	589 assns	52 %
Cooperatives	8 assns	1 %
Timeshare developments	9 assns	1 %
Unclassified	80 assns	na %

San Diego County

Number

6,923 assns

Size

SM1	2 -	5 units	887 assns		
SM2	6 -	10 units	1,313 assns		
SM3	11 -	15 units	530 assns		
SM4	16 -	20 units	402 assns		
SM5	21 -	25 units	<u>275 assns</u>	3,407 assns	52 %
SM6	26 -	50 units		789 assns	12 %
MD1	51 -	100 units		837 assns	13 %
MD2	101 -	150 units		560 assns	9 %
LG1	151 -	325 units		645 assns	10 %
LG2	326 -	500 units		116 assns	2 %
VL1	501 -	1,000 units		67 assns	1 %
VL2	1,001+ -	units		73 assns	1 %
Unclassified				429 assns	na %

Average size

98 units

Aggregate number (estimated)

682,000 units

Age

NEW	0 -	5 years	353 assns	5 %
YNG	6 -	10 years	260 assns	4 %
ADL	11 -	15 years	1,150 assns	17 %
MAT	16 -	20 years	703 assns	10 %
OLD	21 +		4,287 assns	64 %
Unclassified			170 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	347 assns		
50K	\$	25,001 -	\$ 50,000	385 assns		
75K	\$	50,001 -	\$ 75,000	193 assns		
100K	\$	75,001 -	\$ 100,000	<u>143 assns</u>	1,068 assns	47 %
200K	\$	100,001 -	\$ 200,000		339 assns	15 %
300K	\$	200,001 -	\$ 300,000		218 assns	10 %
400K	\$	300,001 -	\$ 400,000		136 assns	6 %
500K	\$	400,001 -	\$ 500,000		99 assns	4 %
501K	\$	500,001 +			412 assns	18 %
Unclassified					4,651 assns	na %

Average annual revenues (estimated)

\$ 287,000

Aggregate annual revenues (estimated)

\$ 1,989 million

Development Types

Condominiums	3,728 assns	57 %
Condominium conversions	998 assns	16 %
Planned unit developments	1,643 assns	26 %
Cooperatives	11 assns	- %
Timeshare developments	44 assns	1 %
Unclassified	499 assns	na %

San Francisco County

Number

3,103 assns

Size

SM1	2 -	5 units	1,221 assns		
SM2	6 -	10 units	704 assns		
SM3	11 -	15 units	246 assns		
SM4	16 -	20 units	149 assns		
SM5	21 -	25 units	<u>82 assns</u>	2,402 assns	83 %
SM6	26 -	50 units		213 assns	7 %
MD1	51 -	100 units		131 assns	4 %
MD2	101 -	150 units		72 assns	2 %
LG1	151 -	325 units		79 assns	3 %
LG2	326 -	500 units		23 assns	1 %
VL1	501 -	1,000 units		13 assns	- %
VL2	1,001+ -	units		10 assns	- %
Unclassified				160 assns	na %

Average size

36 units

Aggregate number (estimated)

111,000 units

Age

NEW	0 -	5 years	223 assns	8 %
YNG	6 -	10 years	300 assns	11 %
ADL	11 -	15 years	411 assns	15 %
MAT	16 -	20 years	279 assns	10 %
OLD	21 +		1,463 assns	56 %
Unclassified			427 assns	na %

Average age (estimated)

18 years

Annual Revenues

25K	\$	0 -	\$ 25,000	471 assns		
50K	\$	25,001 -	\$ 50,000	357 assns		
75K	\$	50,001 -	\$ 75,000	278 assns		
100K	\$	75,001 -	\$ 100,000	<u>206 assns</u>	1,312 assns	65 %
200K	\$	100,001 -	\$ 200,000		317 assns	16 %
300K	\$	200,001 -	\$ 300,000		106 assns	5 %
400K	\$	300,001 -	\$ 400,000		49 assns	2 %
500K	\$	400,001 -	\$ 500,000		31 assns	2 %
501K	\$	500,001 +			202 assns	10 %
Unclassified					1,086 assns	na %

Average annual revenues (estimated)

\$ 179,000

Aggregate annual revenues (estimated)

\$ 557 million

Development Types

Condominiums	2,362 assns	78 %
Condominium conversions	530 assns	18 %
Planned unit developments	59 assns	2 %
Cooperatives	60 assns	2 %
Timeshare developments	13 assns	- %
Unclassified	79 assns	na %

San Joaquin County

Number

375 assns

Size

SM1	2 -	5 units	22 assns		
SM2	6 -	10 units	27 assns		
SM3	11 -	15 units	39 assns		
SM4	16 -	20 units	29 assns		
SM5	21 -	25 units	<u>20 assns</u>	137 assns	41 %
SM6	26 -	50 units		49 assns	15 %
MD1	51 -	100 units		54 assns	16 %
MD2	101 -	150 units		33 assns	10 %
LG1	151 -	325 units		28 assns	8 %
LG2	326 -	500 units		12 assns	4 %
VL1	501 -	1,000 units		8 assns	2 %
VL2	1,001+ -	units		14 assns	4 %
Unclassified				40 assns	na %

Average size

178 units

Aggregate number (estimated)

67,000 units

Age

NEW	0 -	5 years	12 assns	3 %
YNG	6 -	10 years	8 assns	2 %
ADL	11 -	15 years	79 assns	22 %
MAT	16 -	20 years	23 assns	6 %
OLD	21 +		241 assns	67 %
Unclassified			12 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	16 assns		
50K	\$	25,001 -	\$ 50,000	32 assns		
75K	\$	50,001 -	\$ 75,000	19 assns		
100K	\$	75,001 -	\$ 100,000	<u>11 assns</u>	78 assns	38 %
200K	\$	100,001 -	\$ 200,000		51 assns	26 %
300K	\$	200,001 -	\$ 300,000		19 assns	10 %
400K	\$	300,001 -	\$ 400,000		11 assns	6 %
500K	\$	400,001 -	\$ 500,000		7 assns	4 %
501K	\$	500,001 +			31 assns	16 %
Unclassified					178 assns	na %

Average annual revenues (estimated)

\$ 274,000

Aggregate annual revenues (estimated)

\$ 103 million

Development Types

Condominiums	138 assns	40 %
Condominium conversions	22 assns	6 %
Planned unit developments	187 assns	54 %
Cooperatives	1 assns	- %
Timeshare developments	- assns	- %
Unclassified	27 assns	na %

San Luis Obispo County

Number				691 assns		
Size						
SM1	2 -	5 units	70 assns			
SM2	6 -	10 units	133 assns			
SM3	11 -	15 units	60 assns			
SM4	16 -	20 units	64 assns			
SM5	21 -	25 units	<u>46 assns</u>	373 assns	61 %	
SM6	26 -	50 units		102 assns	17 %	
MD1	51 -	100 units		75 assns	12 %	
MD2	101 -	150 units		23 assns	4 %	
LG1	151 -	325 units		27 assns	4 %	
LG2	326 -	500 units		3 assns	- %	
VL1	501 -	1,000 units		6 assns	1 %	
VL2	1,001+ -	units		5 assns	1 %	
Unclassified				77 assns	na %	
Average size				66 units		
Aggregate number (estimated)				45,000 units		
Age						
NEW	0 -	5 years		49 assns	7 %	
YNG	6 -	10 years		39 assns	6 %	
ADL	11 -	15 years		110 assns	17 %	
MAT	16 -	20 years		72 assns	11 %	
OLD	21 +			389 assns	59 %	
Unclassified				32 assns	na %	
Average age (estimated)				19 years		
Annual Revenues						
25K	\$	0 - \$ 25,000	108 assns			
50K	\$	25,001 - \$ 50,000	105 assns			
75K	\$	50,001 - \$ 75,000	51 assns			
100K	\$	75,001 - \$ 100,000	<u>23 assns</u>	287 assns	72 %	
200K	\$	100,001 - \$ 200,000		54 assns	14 %	
300K	\$	200,001 - \$ 300,000		23 assns	6 %	
400K	\$	300,001 - \$ 400,000		4 assns	1 %	
500K	\$	400,001 - \$ 500,000		3 assns	1 %	
501K	\$	500,001 +		22 assns	6 %	
Unclassified				298 assns	na %	
Average annual revenues (estimated)				\$	125,000	
Aggregate annual revenues (estimated)				\$	86 million	
Development Types						
Condominiums				253 assns	39 %	
Condominium conversions				34 assns	5 %	
Planned unit developments				349 assns	54 %	
Cooperatives				5 assns	1 %	
Timeshare developments				4 assns	1 %	
Unclassified				46 assns	na %	

San Mateo County

Number

1,081 assns

Size

SM1	2 -	5 units	101 assns		
SM2	6 -	10 units	171 assns		
SM3	11 -	15 units	85 assns		
SM4	16 -	20 units	89 assns		
SM5	21 -	25 units	<u>49 assns</u>	495 assns	50 %
SM6	26 -	50 units		178 assns	18 %
MD1	51 -	100 units		151 assns	15 %
MD2	101 -	150 units		61 assns	6 %
LG1	151 -	325 units		79 assns	8 %
LG2	326 -	500 units		14 assns	1 %
VL1	501 -	1,000 units		11 assns	1 %
VL2	1,001+ -	units		5 assns	1 %
Unclassified				87 assns	na %

Average size

76 units

Aggregate number (estimated)

83,000 units

Age

NEW	0 -	5 years	91 assns	9 %
YNG	6 -	10 years	62 assns	6 %
ADL	11 -	15 years	87 assns	8 %
MAT	16 -	20 years	70 assns	7 %
OLD	21 +		746 assns	70 %
Unclassified			25 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	101 assns		
50K	\$	25,001 -	\$ 50,000	121 assns		
75K	\$	50,001 -	\$ 75,000	66 assns		
100K	\$	75,001 -	\$ 100,000	<u>59 assns</u>	347 assns	47 %
200K	\$	100,001 -	\$ 200,000		135 assns	18 %
300K	\$	200,001 -	\$ 300,000		74 assns	10 %
400K	\$	300,001 -	\$ 400,000		39 assns	5 %
500K	\$	400,001 -	\$ 500,000		22 assns	3 %
501K	\$	500,001 +			124 assns	17 %
Unclassified					340 assns	na %

Average annual revenues (estimated)

\$ 272,000

Aggregate annual revenues (estimated)

\$ 294 million

Development Types

Condominiums	617 assns	61 %
Condominium conversions	67 assns	7 %
Planned unit developments	316 assns	31 %
Cooperatives	8 assns	1 %
Timeshare developments	- assns	- %
Unclassified	73 assns	na %

Santa Barbara County

Number

928 assns

Size

SM1	2 -	5 units	215	assns		
SM2	6 -	10 units	145	assns		
SM3	11 -	15 units	75	assns		
SM4	16 -	20 units	45	assns		
SM5	21 -	25 units	32	assns	512	assns 61 %
SM6	26 -	50 units			140	assns 16 %
MD1	51 -	100 units			98	assns 12 %
MD2	101 -	150 units			44	assns 5 %
LG1	151 -	325 units			46	assns 5 %
LG2	326 -	500 units			5	assns 1 %
VL1	501 -	1,000 units			4	assns - %
VL2	1,001+ -	units			-	assns - %
Unclassified					79	assns na %
Average size					42	units
Aggregate number (estimated)					39,000	units

Age

NEW	0 -	5 years			43	assns 5 %
YNG	6 -	10 years			37	assns 4 %
ADL	11 -	15 years			132	assns 15 %
MAT	16 -	20 years			76	assns 8 %
OLD	21 +				611	assns 68 %
Unclassified					29	assns na %
Average age (estimated)					21	years

Annual Revenues

25K	\$	0 -	\$ 25,000	45	assns		
50K	\$	25,001 -	\$ 50,000	59	assns		
75K	\$	50,001 -	\$ 75,000	33	assns		
100K	\$	75,001 -	\$ 100,000	19	assns	156	assns 60 %
200K	\$	100,001 -	\$ 200,000			45	assns 17 %
300K	\$	200,001 -	\$ 300,000			22	assns 8 %
400K	\$	300,001 -	\$ 400,000			9	assns 3 %
500K	\$	400,001 -	\$ 500,000			8	assns 3 %
501K	\$	500,001 +				24	assns 9 %
Unclassified						664	assns na %
Average annual revenues (estimated)					\$	188,000	
Aggregate annual revenues (estimated)					\$	174	million

Development Types

Condominiums				440	assns 51 %
Condominium conversions				74	assns 9 %
Planned unit developments				332	assns 39 %
Cooperatives				9	assns 1 %
Timeshare developments				-	assns - %
Unclassified				73	assns na %

Santa Clara County

Number

2,557 assns

Size

SM1	2 -	5 units	208 assns		
SM2	6 -	10 units	400 assns		
SM3	11 -	15 units	255 assns		
SM4	16 -	20 units	193 assns		
SM5	21 -	25 units	<u>133 assns</u>	1,189 assns	50 %
SM6	26 -	50 units		378 assns	16 %
MD1	51 -	100 units		386 assns	16 %
MD2	101 -	150 units		158 assns	7 %
LG1	151 -	325 units		200 assns	8 %
LG2	326 -	500 units		39 assns	2 %
VL1	501 -	1,000 units		13 assns	1 %
VL2	1,001+ -	units		8 assns	- %
Unclassified				186 assns	na %

Average size

67 units

Aggregate number (estimated)

172,000 units

Age

NEW	0 -	5 years	190 assns	8 %
YNG	6 -	10 years	167 assns	7 %
ADL	11 -	15 years	381 assns	15 %
MAT	16 -	20 years	178 assns	7 %
OLD	21 +		1,597 assns	63 %
Unclassified			44 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	286 assns	
50K	\$	25,001 -	\$ 50,000	354 assns	
75K	\$	50,001 -	\$ 75,000	194 assns	
100K	\$	75,001 -	\$ 100,000	<u>139 assns</u>	973 assns 52 %
200K	\$	100,001 -	\$ 200,000	313 assns	17 %
300K	\$	200,001 -	\$ 300,000	148 assns	8 %
400K	\$	300,001 -	\$ 400,000	102 assns	6 %
500K	\$	400,001 -	\$ 500,000	66 assns	4 %
501K	\$	500,001 +		233 assns	13 %
Unclassified				722 assns	na %

Average annual revenues (estimated)

\$ 231,000

Aggregate annual revenues (estimated)

\$ 590 million

Development Types

Condominiums	1,087 assns	45 %
Condominium conversions	99 assns	4 %
Planned unit developments	1,199 assns	50 %
Cooperatives	16 assns	1 %
Timeshare developments	- assns	- %
Unclassified	156 assns	na %

Santa Cruz County

Number

638 assns

Size

SM1	2 -	5 units	73 assns		
SM2	6 -	10 units	130 assns		
SM3	11 -	15 units	59 assns		
SM4	16 -	20 units	63 assns		
SM5	21 -	25 units	<u>34 assns</u>	359 assns	62 %
SM6	26 -	50 units		100 assns	18 %
MD1	51 -	100 units		67 assns	12 %
MD2	101 -	150 units		24 assns	4 %
LG1	151 -	325 units		16 assns	3 %
LG2	326 -	500 units		3 assns	1 %
VL1	501 -	1,000 units		2 assns	- %
VL2	1,001+ -	units		- assns	- %
Unclassified				67 assns	na %

Average size

36 units

Aggregate number (estimated)

23,000 units

Age

NEW	0 -	5 years	35 assns	6 %
YNG	6 -	10 years	35 assns	6 %
ADL	11 -	15 years	57 assns	9 %
MAT	16 -	20 years	39 assns	6 %
OLD	21 +		446 assns	73 %
Unclassified			26 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	116 assns		
50K	\$	25,001 -	\$ 50,000	94 assns		
75K	\$	50,001 -	\$ 75,000	44 assns		
100K	\$	75,001 -	\$ 100,000	<u>32 assns</u>	286 assns	70 %
200K	\$	100,001 -	\$ 200,000		63 assns	16 %
300K	\$	200,001 -	\$ 300,000		17 assns	4 %
400K	\$	300,001 -	\$ 400,000		15 assns	4 %
500K	\$	400,001 -	\$ 500,000		11 assns	3 %
501K	\$	500,001 +			13 assns	3 %
Unclassified					233 assns	na %

Average annual revenues (estimated)

\$ 117,000

Aggregate annual revenues (estimated)

\$ 75 million

Development Types

Condominiums	184 assns	31 %
Condominium conversions	19 assns	3 %
Planned unit developments	393 assns	65 %
Cooperatives	5 assns	1 %
Timeshare developments	- assns	- %
Unclassified	37 assns	na %

Solano County

Number

284 assns

Size

SM1	2 -	5 units	11	assns		
SM2	6 -	10 units	31	assns		
SM3	11 -	15 units	9	assns		
SM4	16 -	20 units	9	assns		
SM5	21 -	25 units	12	assns	72	assns 27 %
SM6	26 -	50 units			43	assns 16 %
MD1	51 -	100 units			58	assns 22 %
MD2	101 -	150 units			37	assns 14 %
LG1	151 -	325 units			34	assns 13 %
LG2	326 -	500 units			9	assns 3 %
VL1	501 -	1,000 units			5	assns 2 %
VL2	1,001+ -	units			7	assns 3 %
Unclassified					19	assns na %

Average size

132 units

Aggregate number (estimated)

38,000 units

Age

NEW	0 -	5 years			19	assns 7 %
YNG	6 -	10 years			13	assns 5 %
ADL	11 -	15 years			66	assns 24 %
MAT	16 -	20 years			35	assns 13 %
OLD	21 +				146	assns 51 %
Unclassified					5	assns na %

Average age (estimated)

19 years

Annual Revenues

25K	\$	0 -	\$ 25,000	16	assns		
50K	\$	25,001 -	\$ 50,000	17	assns		
75K	\$	50,001 -	\$ 75,000	13	assns		
100K	\$	75,001 -	\$ 100,000	15	assns	61	assns 30 %
200K	\$	100,001 -	\$ 200,000			51	assns 24 %
300K	\$	200,001 -	\$ 300,000			34	assns 16 %
400K	\$	300,001 -	\$ 400,000			19	assns 9 %
500K	\$	400,001 -	\$ 500,000			13	assns 6 %
501K	\$	500,001 +				31	assns 15 %
Unclassified						75	assns na %

Average annual revenues (estimated)

\$ 300,000

Aggregate annual revenues (estimated)

\$ 85 million

Development Types

Condominiums		92	assns 35 %
Condominium conversions		18	assns 7 %
Planned unit developments		153	assns 57 %
Cooperatives		2	assns 1 %
Timeshare developments		1	assns - %
Unclassified		18	assns na %

Sonoma County

Number

728 assns

Size

SM1	2 -	5 units	41 assns		
SM2	6 -	10 units	71 assns		
SM3	11 -	15 units	79 assns		
SM4	16 -	20 units	47 assns		
SM5	21 -	25 units	<u>35 assns</u>	273 assns	44 %
SM6	26 -	50 units		160 assns	25 %
MD1	51 -	100 units		97 assns	15 %
MD2	101 -	150 units		48 assns	8 %
LG1	151 -	325 units		40 assns	6 %
LG2	326 -	500 units		7 assns	1 %
VL1	501 -	1,000 units		2 assns	- %
VL2	1,001+ -	units		4 assns	1 %
Unclassified				97 assns	na %
Average size			69 units		
Aggregate number (estimated)			50,000 units		

Age

NEW	0 -	5 years	33 assns	5 %
YNG	6 -	10 years	21 assns	3 %
ADL	11 -	15 years	90 assns	13 %
MAT	16 -	20 years	46 assns	7 %
OLD	21 +		512 assns	72 %
Unclassified			26 assns	na %
Average age (estimated)			21 years	

Annual Revenues

25K	\$	0 -	\$ 25,000	83 assns		
50K	\$	25,001 -	\$ 50,000	77 assns		
75K	\$	50,001 -	\$ 75,000	50 assns		
100K	\$	75,001 -	\$ 100,000	<u>46 assns</u>	256 assns	56 %
200K	\$	100,001 -	\$ 200,000		108 assns	24 %
300K	\$	200,001 -	\$ 300,000		41 assns	9 %
400K	\$	300,001 -	\$ 400,000		15 assns	3 %
500K	\$	400,001 -	\$ 500,000		10 assns	2 %
501K	\$	500,001 +			29 assns	6 %
Unclassified					269 assns	na %
Average annual revenues (estimated)				\$	166,000	
Aggregate annual revenues (estimated)				\$	121 million	

Development Types

Condominiums	171 assns	25 %
Condominium conversions	21 assns	3 %
Planned unit developments	485 assns	72 %
Cooperatives	2 assns	- %
Timeshare developments	- assns	- %
Unclassified	49 assns	na %

Stanislaus County

Number

246 assns

Size

SM1	2 -	5 units	22 assns		
SM2	6 -	10 units	24 assns		
SM3	11 -	15 units	13 assns		
SM4	16 -	20 units	19 assns		
SM5	21 -	25 units	<u>12 assns</u>	90 assns	45 %
SM6	26 -	50 units		28 assns	13 %
MD1	51 -	100 units		42 assns	20 %
MD2	101 -	150 units		22 assns	10 %
LG1	151 -	325 units		24 assns	11 %
LG2	326 -	500 units		2 assns	1 %
VL1	501 -	1,000 units		1 assns	- %
VL2	1,001+ -	units		1 assns	- %
Unclassified				36 assns	na %

Average size

83 units

Aggregate number (estimated)

21,000 units

Age

NEW	0 -	5 years	12 assns	5 %
YNG	6 -	10 years	7 assns	3 %
ADL	11 -	15 years	57 assns	24 %
MAT	16 -	20 years	18 assns	8 %
OLD	21 +		144 assns	60 %
Unclassified			8 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	16 assns	
50K	\$	25,001 -	\$ 50,000	16 assns	
75K	\$	50,001 -	\$ 75,000	16 assns	
100K	\$	75,001 -	\$ 100,000	<u>11 assns</u>	59 assns 42 %
200K	\$	100,001 -	\$ 200,000		33 assns 23 %
300K	\$	200,001 -	\$ 300,000		25 assns 18 %
400K	\$	300,001 -	\$ 400,000		8 assns 6 %
500K	\$	400,001 -	\$ 500,000		6 assns 4 %
501K	\$	500,001 +			10 assns 7 %
Unclassified					105 assns na %

Average annual revenues (estimated)

\$ 209,000

Aggregate annual revenues (estimated)

\$ 51 million

Development Types

Condominiums	72 assns	32 %
Condominium conversions	16 assns	7 %
Planned unit developments	134 assns	60 %
Cooperatives	2 assns	1 %
Timeshare developments	- assns	- %
Unclassified	22 assns	na %

Tulare County

Number

209 assns

Size

SM1	2 -	5 units	11 assns		
SM2	6 -	10 units	25 assns		
SM3	11 -	15 units	13 assns		
SM4	16 -	20 units	13 assns		
SM5	21 -	25 units	11 assns	73 assns	44 %
SM6	26 -	50 units		36 assns	22 %
MD1	51 -	100 units		27 assns	17 %
MD2	101 -	150 units		14 assns	9 %
LG1	151 -	325 units		8 assns	5 %
LG2	326 -	500 units		1 assns	1 %
VL1	501 -	1,000 units		1 assns	1 %
VL2	1,001+ -	units		1 assns	1 %
Unclassified				48 assns	na %

Average size

69 units

Aggregate number (estimated)

14,000 units

Age

NEW	0 -	5 years	9 assns	4 %
YNG	6 -	10 years	8 assns	4 %
ADL	11 -	15 years	37 assns	18 %
MAT	16 -	20 years	13 assns	6 %
OLD	21 +		133 assns	68 %
Unclassified			9 assns	na %

Average age (estimated)

20 years

Annual Revenues

25K	\$	0 -	\$ 25,000	17 assns		
50K	\$	25,001 -	\$ 50,000	27 assns		
75K	\$	50,001 -	\$ 75,000	26 assns		
100K	\$	75,001 -	\$ 100,000	9 assns	79 assns	69 %
200K	\$	100,001 -	\$ 200,000		21 assns	18 %
300K	\$	200,001 -	\$ 300,000		5 assns	4 %
400K	\$	300,001 -	\$ 400,000		3 assns	3 %
500K	\$	400,001 -	\$ 500,000		3 assns	3 %
501K	\$	500,001 +			4 assns	3 %
Unclassified					94 assns	na %

Average annual revenues (estimated)

\$ 126,000

Aggregate annual revenues (estimated)

\$ 26 million

Development Types

Condominiums	21 assns	11 %
Condominium conversions	2 assns	1 %
Planned unit developments	165 assns	85 %
Cooperatives	3 assns	2 %
Timeshare developments	1 assns	1 %
Unclassified	17 assns	na %

Ventura County

Number

1,103 assns

Size

SM1	2 -	5 units	61 assns		
SM2	6 -	10 units	86 assns		
SM3	11 -	15 units	63 assns		
SM4	16 -	20 units	51 assns		
SM5	21 -	25 units	<u>39 assns</u>	300 assns	29 %
SM6	26 -	50 units		182 assns	18 %
MD1	51 -	100 units		215 assns	21 %
MD2	101 -	150 units		136 assns	13 %
LG1	151 -	325 units		137 assns	13 %
LG2	326 -	500 units		29 assns	3 %
VL1	501 -	1,000 units		19 assns	2 %
VL2	1,001+ -	units		9 assns	1 %
Unclassified				76 assns	na %

Average size

118 units

Aggregate number (estimated)

130,000 units

Age

NEW	0 -	5 years	46 assns	4 %
YNG	6 -	10 years	42 assns	4 %
ADL	11 -	15 years	123 assns	11 %
MAT	16 -	20 years	115 assns	11 %
OLD	21 +		756 assns	70 %
Unclassified			21 assns	na %

Average age (estimated)

21 years

Annual Revenues

25K	\$	0 -	\$ 25,000	27 assns		
50K	\$	25,001 -	\$ 50,000	40 assns		
75K	\$	50,001 -	\$ 75,000	28 assns		
100K	\$	75,001 -	\$ 100,000	<u>31 assns</u>	126 assns	29 %
200K	\$	100,001 -	\$ 200,000		93 assns	21 %
300K	\$	200,001 -	\$ 300,000		68 assns	15 %
400K	\$	300,001 -	\$ 400,000		39 assns	9 %
500K	\$	400,001 -	\$ 500,000		22 assns	5 %
501K	\$	500,001 +			93 assns	21 %
Unclassified					662 assns	na %

Average annual revenues (estimated)

\$ 349,000

Aggregate annual revenues (estimated)

\$ 385 million

Development Types

Condominiums	467 assns	45 %
Condominium conversions	27 assns	3 %
Planned unit developments	540 assns	51 %
Cooperatives	12 assns	1 %
Timeshare developments	3 assns	- %
Unclassified	54 assns	na %

Other Northern California Counties (25)

Number				1,280 assns		
Size						
SM1	2 -	5 units	78 assns			
SM2	6 -	10 units	103 assns			
SM3	11 -	15 units	70 assns			
SM4	16 -	20 units	65 assns			
SM5	21 -	25 units	<u>42 assns</u>	358 assns		38 %
SM6	26 -	50 units		220 assns		23 %
MD1	51 -	100 units		142 assns		15 %
MD2	101 -	150 units		75 assns		8 %
LG1	151 -	325 units		68 assns		7 %
LG2	326 -	500 units		20 assns		2 %
VL1	501 -	1,000 units		32 assns		3 %
VL2	1,001+ -	units		37 assns		4 %
Unclassified				328 assns		na %
Average size				192 units		
Aggregate number (estimated)				246,000 units		
Age						
NEW	0 -	5 years		83 assns		7 %
YNG	6 -	10 years		40 assns		3 %
ADL	11 -	15 years		173 assns		14 %
MAT	16 -	20 years		94 assns		8 %
OLD	21 +			838 assns		68 %
Unclassified				52 assns		na %
Average age (estimated)				21 years		
Annual Revenues						
25K	\$ 0 -	\$ 25,000	76 assns			
50K	\$ 25,001 -	\$ 50,000	100 assns			
75K	\$ 50,001 -	\$ 75,000	69 assns			
100K	\$ 75,001 -	\$ 100,000	<u>41 assns</u>	286 assns		56 %
200K	\$ 100,001 -	\$ 200,000		111 assns		21 %
300K	\$ 200,001 -	\$ 300,000		42 assns		8 %
400K	\$ 300,001 -	\$ 400,000		20 assns		4 %
500K	\$ 400,001 -	\$ 500,000		9 assns		2 %
501K	\$ 500,001 +			49 assns		9 %
Unclassified				763 assns		na %
Average annual revenues (estimated)				\$	193,000	
Aggregate annual revenues (estimated)				\$	247 million	
Development Types						
Condominiums				198 assns		17 %
Condominium conversions				31 assns		3 %
Planned unit developments				916 assns		78 %
Cooperatives				16 assns		1 %
Timeshare developments				13 assns		1 %
Unclassified				106 assns		na %

Other Southern California Counties (3)

Number				98 assns	
Size					
SM1	2 -	5 units	5 assns		
SM2	6 -	10 units	11 assns		
SM3	11 -	15 units	9 assns		
SM4	16 -	20 units	8 assns		
SM5	21 -	25 units	<u>9 assns</u>	42 assns	54 %
SM6	26 -	50 units		12 assns	16 %
MD1	51 -	100 units		12 assns	16 %
MD2	101 -	150 units		7 assns	9 %
LG1	151 -	325 units		3 assns	4 %
LG2	326 -	500 units		1 assns	1 %
VL1	501 -	1,000 units		- assns	- %
VL2	1,001+ -	units		- assns	- %
Unclassified				21 assns	na %
Average size			49 units		
Aggregate number (estimated)			5,000 units		
Age					
NEW	0 -	5 years		2 assns	2 %
YNG	6 -	10 years		6 assns	6 %
ADL	11 -	15 years		21 assns	22 %
MAT	16 -	20 years		5 assns	5 %
OLD	21 +			61 assns	65 %
Unclassified				3 assns	na %
Average age (estimated)			20 years		
Annual Revenues					
25K	\$ 0 -	\$ 25,000	10 assns		
50K	\$ 25,001 -	\$ 50,000	7 assns		
75K	\$ 50,001 -	\$ 75,000	3 assns		
100K	\$ 75,001 -	\$ 100,000	<u>5 assns</u>	25 assns	57 %
200K	\$ 100,001 -	\$ 200,000		12 assns	27 %
300K	\$ 200,001 -	\$ 300,000		3 assns	7 %
400K	\$ 300,001 -	\$ 400,000		4 assns	9 %
500K	\$ 400,001 -	\$ 500,000		- assns	- %
501K	\$ 500,001 +			- assns	- %
Unclassified				54 assns	na %
Average annual revenues (estimated)			\$	113,000	
Aggregate annual revenues (estimated)			\$	11 million	
Development Types					
Condominiums				29 assns	32 %
Condominium conversions				12 assns	13 %
Planned unit developments				49 assns	55 %
Cooperatives				- assns	- %
Timeshare developments				- assns	- %
Unclassified				8 assns	na %