

# 5388 Discovery Park Blvd

5388 Discovery Park Blvd Suite 220, Williamsburg, VA 23188



- Priced well below market at only \$11 per sq ft
- Four offices, kitchen, bath
- Ample parking
- Convenient to major roads
- Nearby shopping and housing



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## Real Estate Investment Details



### ANALYSIS

**Analysis Date:** September 2011

### PROPERTY

**Property:** 5388 Discovery Park Blvd  
**Property Address:** 5388 Discovery Park Blvd Suite 220  
Williamsburg, VA 23188  
**Year Built:** 2008



### PURCHASE INFORMATION

**Property Type:** Office  
**Purchase Price:** \$11  
**Fair Market Value:** \$11  
**Tenants:** 1  
**Total Rentable Sq. Ft.:** 1,046  
**Resale Valuation** 0% (annual appreciation)

### FINANCIAL INFORMATION

**All Cash**  
**Discount Rate:** 8.00%

### LOANS

	Debt	Term	Rate	Payment	LO Costs
All Cash					

### INCOME & EXPENSES

**Gross Operating Income:** \$0  
**Monthly GOI:** \$0  
**Total Annual Expenses:** \$0

### CONTACT INFORMATION

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The calculations and data presented are deemed to be accurate, but not guaranteed. They are intended for the purpose of illustrative projections and analysis. The information provided is not intended to replace or serve as substitute for any legal, accounting, investment, real estate, tax or other professional advice, consultation or service. The user of this software should consult with a professional in the respective legal, accounting, tax or other professional area before making any decisions.

## PROFESSIONAL BIO

Tim Churchwell is the Director of the Exit Commercial and Special Markets Alliance, Director of Commercial and Special Markets for Exit Realty Central, and Regional Director, Eastern Virginia, of CCIM (Certified Commercial Investment Member) VA.

Mr. Churchwell is a regular columnist for the Hampton Roads Realtor's Association and has been a guest lecturer on commercial real estate to law students at Regent Law. In 2009, Mr. Churchwell earned the HRRRA Commercial Sales and Leasing Award. He has also earned the Circle of Excellence Award for HRRRA.



Exit offered Mr. Churchwell the opportunity to build a dedicated commercial and special markets division utilizing teamwork with high caliber agents, spanning several franchises and states. Believing in synergistic teamwork to benefit the client, Mr. Churchwell jumped at the opportunity to work with outstanding professionals to better serve the needs of clients throughout the Mid-Atlantic. Before joining Exit, Mr. Churchwell was the Director of the Commercial Council for a large regional real estate firm.

Prior to entering real estate, Mr. Churchwell earned his BSBA from East Carolina University and was a licensed NYSE branch manager with a national stockbrokerage firm and was a VP of another NYSE firm where he founded and managed The Cornerstone Advisory Group, a comprehensive financial planning practice for individuals and corporations. Mr. Churchwell has consulted nationally on strategic planning, business development, and sales. He also advised on mergers and acquisitions of businesses and business start ups and sales.

Currently, Mr. Churchwell is a member of Young Entrepreneurs of Hampton Roads, National Auctioneers Association, NAR, VAR, and holds a position on the Commercial Alliance Council for HRRRA. Believing that community involvement is very important, he was a Charter member of Huguenot Trail Rotary Club, past president of Smithfield Rotary Club and past president of Isle of Wight Business Development Group.

In his free time, Mr. Churchwell enjoys canoeing, hiking, fishing, camping and laughing with his two children.



5388 Discovery Park Blvd

## Property Photos



5388 Discovery Park Blvd Suite 220  
Williamsburg, VA 23188

Tim Churchwell  
757-371-9145

### ***5388 Discovery Park Blvd*** ***1046 sq ft office priced below market***



Prestigious office building



Nice entry with elevator



One of only two suites with a balcony



ADA bathroom



Shopping nearby



Kitchenette



5388 Discovery Park Blvd

## Maps and Aerials



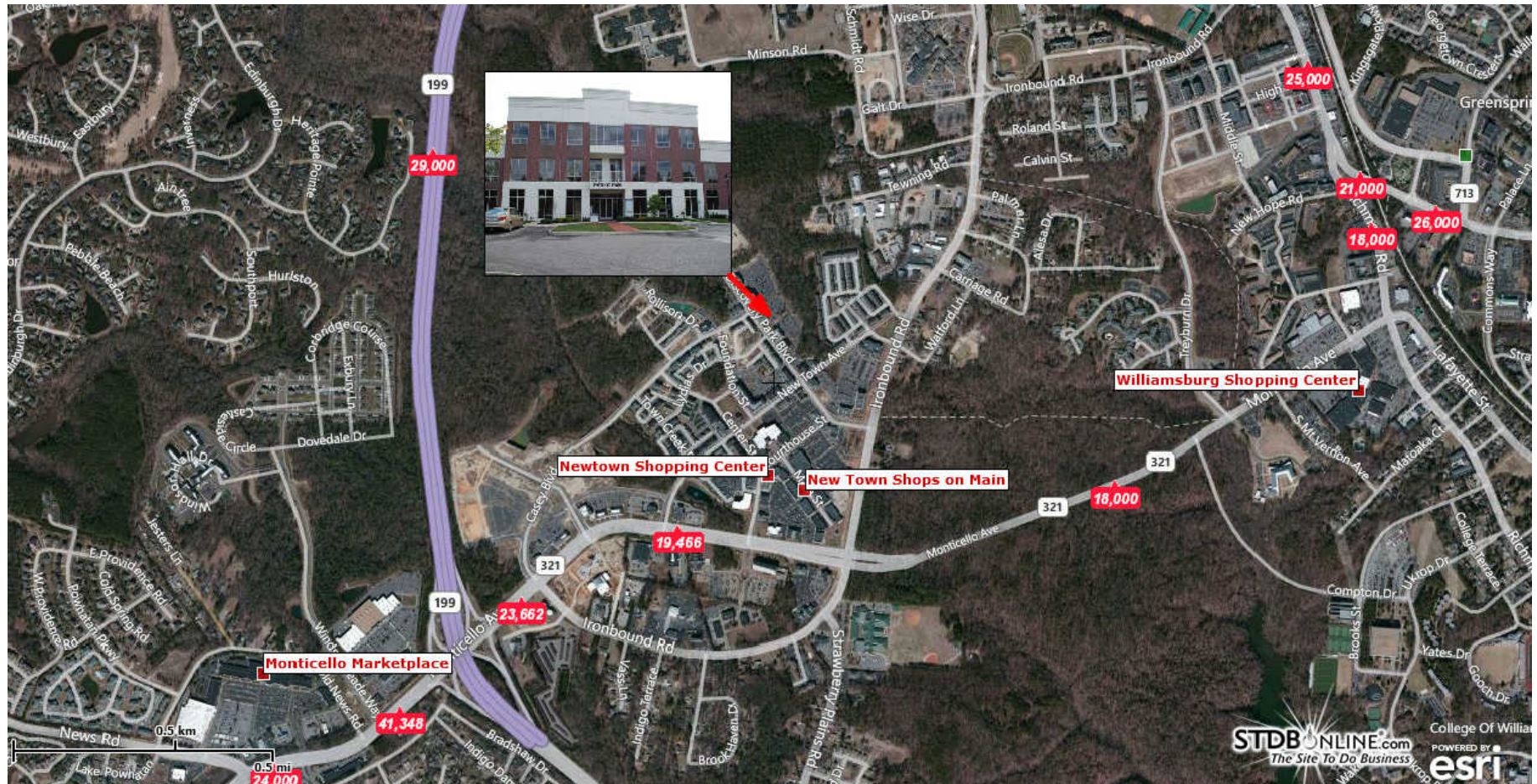
5388 Discovery Park Blvd Suite 220

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### **Convenient Location** *Nearby shopping and housing*



5388 Discovery Park Blvd

5388 Discovery Park Blvd Suite 220  
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## Traffic Map Close Up

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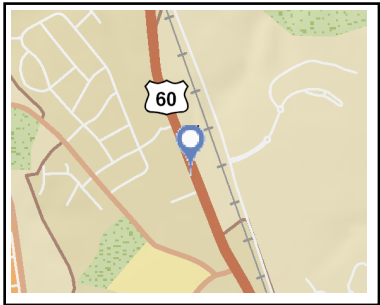


# Traffic Count Map - Close Up

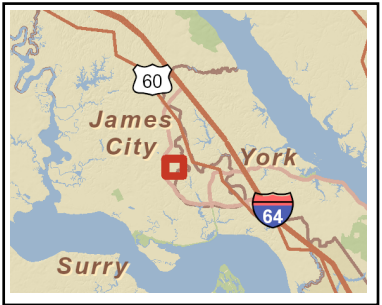
Prepared by Timothy Churchwell

5388 Discovery Park  
5388 Discovery Park Blvd, Williamsburg, VA 23188-8218, 1046 Ft Office Space  
Drive Time: 5, 10 Minutes

Latitude: 37.282416  
Longitude: -76.74151



- Average Daily Traffic Volume**
- ▲ Up to 6,000 vehicles per day
  - ▲ 6,001 - 15,000
  - ▲ 15,001 - 30,000
  - ▲ 30,001 - 50,000
  - ▲ 50,001 - 100,000
  - ▲ More than 100,000 per day





5388 Discovery Park Blvd

5388 Discovery Park Blvd Suite 220  
Williamsburg, VA 23188

## Market Profile

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## Market Profile - Appraisal Version

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	5 minutes	10 minutes
 2000 Total Population	5,339	34,920
2000 Group Quarters	1,426	5,111
2010 Total Population	6,791	45,841
2015 Total Population	7,404	49,886
2010 - 2015 Annual Rate	1.74%	1.71%
 2000 Households	1,992	13,031
2000 Average Household Size	1.96	2.29
2010 Households	2,799	17,943
2010 Average Household Size	1.91	2.26
2015 Households	3,148	19,823
2015 Average Household Size	1.89	2.25
2010 - 2015 Annual Rate	2.38%	2.01%
2000 Families	1,112	8,282
2000 Average Family Size	2.46	2.79
2010 Families	1,553	11,241
2010 Average Family Size	2.41	2.78
2015 Families	1,738	12,334
2015 Average Family Size	2.4	2.78
2010 - 2015 Annual Rate	2.28%	1.87%
 <b>2000 Housing Units</b>	2,113	13,848
Owner Occupied Housing Units	48.7%	58.4%
Renter Occupied Housing Units	45.9%	35.5%
Vacant Housing Units	5.4%	6.1%
<b>2010 Housing Units</b>	3,135	19,919
Owner Occupied Housing Units	47.6%	56.2%
Renter Occupied Housing Units	41.6%	33.9%
Vacant Housing Units	10.7%	9.9%
<b>2015 Housing Units</b>	3,530	22,220
Owner Occupied Housing Units	47.5%	55.8%
Renter Occupied Housing Units	41.6%	33.4%
Vacant Housing Units	10.8%	10.8%
<b>Median Household Income</b>		
2000	\$42,136	\$47,099
2010	\$57,575	\$63,598
2015	\$66,056	\$74,183
<b>Median Home Value</b>		
2000	\$148,063	\$149,119
2010	\$290,077	\$280,731
2015	\$450,920	\$399,197
<b>Per Capita Income</b>		
2000	\$19,681	\$23,821
2010	\$28,546	\$31,431
2015	\$33,923	\$36,611
<b>Median Age</b>		
2000	32.1	34.5
2010	36.8	38.7
2015	38.7	39.2

**Data Note:** Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by total population. Detail may not sum to totals due to rounding.

**Source:** U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015. Esri converted 1990 Census data into 2000 geography.



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<b>\$ 2000 Households by Income</b>		
Household Income Base	1,979	13,073
< \$15,000	18.5%	13.1%
\$15,000 - \$24,999	11.2%	11.3%
\$25,000 - \$34,999	10.5%	11.4%
\$35,000 - \$49,999	18.2%	17.0%
\$50,000 - \$74,999	17.6%	19.6%
\$75,000 - \$99,999	8.4%	11.4%
\$100,000 - \$149,999	9.6%	10.3%
\$150,000 - \$199,999	3.1%	3.3%
\$200,000+	3.0%	2.5%
Average Household Income	\$57,051	\$62,014
<b>2010 Households by Income</b>		
Household Income Base	2,801	17,943
< \$15,000	12.8%	8.7%
\$15,000 - \$24,999	8.8%	7.2%
\$25,000 - \$34,999	7.7%	7.5%
\$35,000 - \$49,999	13.6%	13.8%
\$50,000 - \$74,999	22.7%	22.1%
\$75,000 - \$99,999	17.0%	20.3%
\$100,000 - \$149,999	9.6%	12.5%
\$150,000 - \$199,999	4.2%	4.5%
\$200,000+	3.6%	3.4%
Average Household Income	\$70,309	\$75,907
<b>2015 Households by Income</b>		
Household Income Base	3,148	19,824
< \$15,000	9.7%	6.5%
\$15,000 - \$24,999	6.5%	5.4%
\$25,000 - \$34,999	5.9%	5.6%
\$35,000 - \$49,999	10.2%	9.5%
\$50,000 - \$74,999	24.9%	23.6%
\$75,000 - \$99,999	15.6%	20.4%
\$100,000 - \$149,999	15.4%	18.2%
\$150,000 - \$199,999	6.8%	6.2%
\$200,000+	5.0%	4.6%
Average Household Income	\$83,813	\$87,816
<b>2000 Owner Occupied HUs by Value</b>		
Total	1,043	8,164
<\$50,000	2.8%	2.3%
\$50,000 - 99,999	16.2%	22.9%
\$100,000 - 149,999	32.5%	25.3%
\$150,000 - 199,999	14.5%	17.1%
\$200,000 - \$299,999	19.3%	18.6%
\$300,000 - 499,999	13.2%	11.8%
\$500,000 - 999,999	1.5%	2.0%
\$1,000,000+	0.0%	0.1%
Average Home Value	\$189,004	\$185,680
<b>2000 Specified Renter Occupied HUs by Contract Rent</b>		
Total	941	4,843
With Cash Rent	98.5%	96.3%
No Cash Rent	1.5%	3.7%
Median Rent	\$572	\$568
Average Rent	\$702	\$676

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest, dividends, net rents, pensions, SSI and welfare payments, child support and alimony. Specified Renter Occupied HUs exclude houses on 10+ acres. Average Rent excludes units paying no cash rent.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.






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	5 minutes	10 minutes
<b>2000 Population by Age</b>		
 Total	5,338	34,918
0 - 4	3.6%	4.7%
5 - 9	3.7%	5.0%
10 - 14	4.0%	5.3%
15 - 19	11.1%	10.2%
20 - 24	20.1%	14.0%
25 - 34	10.5%	11.4%
35 - 44	11.8%	13.0%
45 - 54	10.2%	12.1%
55 - 64	8.1%	9.4%
65 - 74	8.3%	8.0%
75 - 84	5.7%	5.1%
85+	2.7%	1.9%
18+	86.4%	81.9%
<b>2010 Population by Age</b>		
Total	6,790	45,842
0 - 4	3.8%	4.7%
5 - 9	3.4%	4.5%
10 - 14	3.3%	4.5%
15 - 19	9.7%	8.9%
20 - 24	16.0%	12.0%
25 - 34	12.1%	11.7%
35 - 44	9.8%	10.6%
45 - 54	12.0%	13.0%
55 - 64	11.0%	12.8%
65 - 74	9.5%	8.9%
75 - 84	6.6%	5.9%
85+	2.9%	2.4%
18+	87.3%	83.5%
<b>2015 Population by Age</b>		
Total	7,406	49,887
0 - 4	3.7%	4.7%
5 - 9	3.5%	4.5%
10 - 14	3.5%	4.5%
15 - 19	8.9%	8.2%
20 - 24	14.9%	11.2%
25 - 34	10.2%	12.0%
35 - 44	11.7%	10.6%
45 - 54	11.0%	11.8%
55 - 64	12.2%	13.4%
65 - 74	11.1%	10.8%
75 - 84	6.6%	5.8%
85+	2.8%	2.4%
18+	87.3%	83.6%
<b>2000 Population by Sex</b>		
Males	46.2%	46.6%
Females	53.8%	53.4%
<b>2010 Population by Sex</b>		
Males	46.5%	47.0%
Females	53.5%	53.0%
<b>2015 Population by Sex</b>		
Males	46.6%	47.1%
Females	53.4%	52.9%





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 <b>2010 Population 15+ by Marital Status</b>		
Total	6,077	39,569
Never Married	30.8%	26.9%
Married	52.9%	57.6%
Widowed	8.9%	6.7%
Divorced	7.5%	8.8%
 <b>2000 Population 16+ by Employment Status</b>		
Total	4,697	29,473
In Labor Force	57.2%	63.9%
Civilian Employed	42.8%	51.2%
Civilian Unemployed	13.9%	11.8%
In Armed Forces	0.5%	0.9%
Not in Labor Force	42.8%	36.1%
<b>2010 Civilian Population 16+ in Labor Force</b>		
Civilian Employed	89.8%	91.0%
Civilian Unemployed	10.2%	9.0%
<b>2015 Civilian Population 16+ in Labor Force</b>		
Civilian Employed	92.3%	93.2%
Civilian Unemployed	7.7%	6.8%
<b>2000 Females 16+ by Employment Status and Age of Children</b>		
Total	2,501	15,858
Own Children < 6 Only	4.0%	5.3%
Employed/in Armed Forces	3.0%	3.4%
Unemployed	0.0%	0.1%
Not in Labor Force	1.0%	1.8%
Own Children < 6 and 6-17 Only	3.8%	3.4%
Employed/in Armed Forces	2.2%	2.0%
Unemployed	0.0%	0.1%
Not in Labor Force	1.5%	1.3%
Own Children 6-17 Only	7.7%	11.7%
Employed/in Armed Forces	4.8%	8.2%
Unemployed	0.0%	0.1%
Not in Labor Force	2.9%	3.4%
No Own Children < 18	84.5%	79.7%
Employed/in Armed Forces	28.9%	32.8%
Unemployed	14.2%	11.3%
Not in Labor Force	41.4%	35.6%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.





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	5 minutes	10 minutes
 <b>2010 Employed Population 16+ by Industry</b>		
Total	2,887	20,920
Agriculture/Mining	0.3%	0.2%
Construction	6.3%	6.0%
Manufacturing	4.4%	4.7%
Wholesale Trade	0.8%	1.0%
Retail Trade	10.6%	10.9%
Transportation/Utilities	2.8%	1.8%
Information	1.5%	1.5%
Finance/Insurance/Real Estate	3.3%	5.6%
Services	66.3%	62.9%
Public Administration	3.7%	5.4%
<b>2010 Employed Population 16+ by Occupation</b>		
Total	2,886	20,923
White Collar	67.5%	69.3%
Management/Business/Financial	13.9%	15.1%
Professional	28.7%	30.4%
Sales	12.6%	12.4%
Administrative Support	12.3%	11.4%
Services	19.9%	18.2%
Blue Collar	12.6%	12.5%
Farming/Forestry/Fishing	0.1%	0.2%
Construction/Extraction	4.5%	4.6%
Installation/Maintenance/Repair	2.3%	2.3%
Production	2.3%	2.4%
Transportation/Material Moving	3.4%	3.0%
 <b>2000 Workers 16+ by Means of Transportation to Work</b>		
Total	1,999	15,065
Drove Alone - Car, Truck, or Van	75.0%	78.0%
Carpooled - Car, Truck, or Van	10.3%	9.9%
Public Transportation	1.2%	0.8%
Walked	8.3%	5.1%
Other Means	1.8%	1.7%
Worked at Home	3.5%	4.4%
<b>2000 Workers 16+ by Travel Time to Work</b>		
Total	1,997	15,065
Did Not Work at Home	96.5%	95.6%
Less than 5 minutes	5.6%	3.9%
5 to 9 minutes	19.3%	16.2%
10 to 19 minutes	40.5%	41.8%
20 to 24 minutes	7.8%	8.3%
25 to 34 minutes	9.2%	10.2%
35 to 44 minutes	3.7%	4.2%
45 to 59 minutes	3.4%	4.7%
60 to 89 minutes	5.7%	4.3%
90 or more minutes	1.4%	1.9%
Worked at Home	3.5%	4.4%
Average Travel Time to Work (in min)	19.2	20.9
<b>2000 Households by Vehicles Available</b>		
Total	1,992	13,069
None	10.7%	6.9%
1	31.8%	34.5%
2	40.6%	41.7%
3	11.4%	13.0%
4	3.7%	2.9%
5+	1.8%	1.1%
Average Number of Vehicles Available	1.7	1.7







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<b>2000 Households by Type</b>		
Total	1,993	13,031
Family Households	55.8%	63.6%
Married-couple Family	44.7%	51.3%
With Related Children	15.3%	19.4%
Other Family (No Spouse)	11.1%	12.3%
With Related Children	7.0%	8.2%
Nonfamily Households	44.2%	36.4%
Householder Living Alone	29.3%	27.6%
Householder Not Living Alone	14.9%	8.8%
Households with Related Children	22.3%	27.6%
Households with Persons 65+	28.1%	26.8%
<b>2000 Households by Size</b>		
Total	1,992	13,031
1 Person Household	29.3%	27.6%
2 Person Household	40.9%	39.5%
3 Person Household	15.2%	15.5%
4 Person Household	9.2%	11.4%
5 Person Household	3.2%	4.0%
6 Person Household	1.4%	1.5%
7+ Person Household	0.9%	0.5%
<b>2000 Households by Year Householder Moved In</b>		
Total	1,993	13,072
Moved in 1999 to March 2000	28.7%	25.4%
Moved in 1995 to 1998	36.4%	34.3%
Moved in 1990 to 1994	12.0%	15.6%
Moved in 1980 to 1989	10.8%	13.5%
Moved in 1970 to 1979	4.0%	4.9%
Moved in 1969 or Earlier	8.1%	6.2%
Median Year Householder Moved In	1997	1996
		
<b>2000 Housing Units by Units in Structure</b>		
Total	2,095	13,915
1, Detached	58.3%	59.0%
1, Attached	8.9%	10.7%
2	2.6%	2.0%
3 or 4	6.5%	5.5%
5 to 9	7.9%	8.2%
10 to 19	5.0%	8.4%
20+	9.7%	4.8%
Mobile Home	1.1%	1.5%
Other	0.0%	0.0%
<b>2000 Housing Units by Year Structure Built</b>		
Total	2,103	13,885
1999 to March 2000	4.2%	4.8%
1995 to 1998	10.9%	12.9%
1990 to 1994	8.8%	12.5%
1980 to 1989	21.5%	24.5%
1970 to 1979	16.6%	17.3%
1969 or Earlier	37.9%	28.1%
Median Year Structure Built	1977	1982



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**5 minutes**

**10 minutes**



### **2000 Population 3+ by School Enrollment**

Total	5,259	34,041
Enrolled in Nursery/Preschool	1.3%	1.7%
Enrolled in Kindergarten	0.8%	0.9%
Enrolled in Grade 1-8	7.0%	8.8%
Enrolled in Grade 9-12	3.5%	4.0%
Enrolled in College	23.4%	17.0%
Enrolled in Grad/Prof School	3.1%	3.3%
Not Enrolled in School	60.9%	64.3%

### **2010 Population 25+ by Educational Attainment**

Total	4,339	29,979
Less than 9th Grade	4.2%	2.0%
9th - 12th Grade, No Diploma	7.4%	4.9%
High School Graduate	19.4%	18.9%
Some College, No Degree	17.2%	18.3%
Associate Degree	4.9%	6.5%
Bachelor's Degree	26.5%	27.0%
Graduate/Professional Degree	20.4%	22.3%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010.



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**5 minutes**

**10 minutes**

### Top 3 Tapestry Segments

1.	Silver and Gold	Silver and Gold
2.	In Style	In Style
3.	College Towns	Exurbanites



**2010 Consumer Spending** shows the amount spent on a variety of goods and services by households that reside in the market area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue.

Apparel & Services: Total \$	\$4,818,488	\$32,811,050
Average Spent	\$1,721.50	\$1,828.63
Spending Potential Index	72	76
Computers & Accessories: Total \$	\$648,662	\$4,370,338
Average Spent	\$231.75	\$243.57
Spending Potential Index	105	111
Education: Total \$	\$3,851,091	\$24,601,451
Average Spent	\$1,375.88	\$1,371.09
Spending Potential Index	113	112
Entertainment/Recreation: Total \$	\$9,272,307	\$64,264,141
Average Spent	\$3,312.72	\$3,581.57
Spending Potential Index	103	111
Food at Home: Total \$	\$12,639,826	\$86,605,474
Average Spent	\$4,515.84	\$4,826.70
Spending Potential Index	101	108
Food Away from Home: Total \$	\$9,258,884	\$63,351,436
Average Spent	\$3,307.93	\$3,530.70
Spending Potential Index	103	110
Health Care: Total \$	\$10,770,211	\$74,125,964
Average Spent	\$3,847.88	\$4,131.19
Spending Potential Index	103	111
HH Furnishings & Equipment: Total \$	\$5,136,666	\$35,596,886
Average Spent	\$1,835.18	\$1,983.89
Spending Potential Index	89	96
Investments: Total \$	\$5,042,436	\$34,510,411
Average Spent	\$1,801.51	\$1,923.34
Spending Potential Index	104	111
Retail Goods: Total \$	\$67,813,395	\$467,848,321
Average Spent	\$24,227.72	\$26,074.14
Spending Potential Index	97	105
Shelter: Total \$	\$44,601,492	\$309,995,465
Average Spent	\$15,934.80	\$17,276.68
Spending Potential Index	101	109
TV/Video/Sound Equipment: Total \$	\$3,558,061	\$24,302,801
Average Spent	\$1,271.19	\$1,354.44
Spending Potential Index	102	109
Travel: Total \$	\$5,404,871	\$37,697,984
Average Spent	\$1,931.00	\$2,100.99
Spending Potential Index	102	111
Vehicle Maintenance & Repairs: Total \$	\$2,724,414	\$18,737,237
Average Spent	\$973.35	\$1,044.26
Spending Potential Index	103	111

**Data Note:** The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

**Source:** Consumer Spending data are derived from the 2005 and 2006 Consumer Expenditure Surveys, Bureau of Labor Statistics.



5388 Discovery Park Blvd

**Office Pack**

5388 Discovery Park Blvd Suite 220  
Williamsburg, VA 23188



## Office/Industrial Express Pack

Prepared by Timothy Churchwell

### 5388 Discovery Park

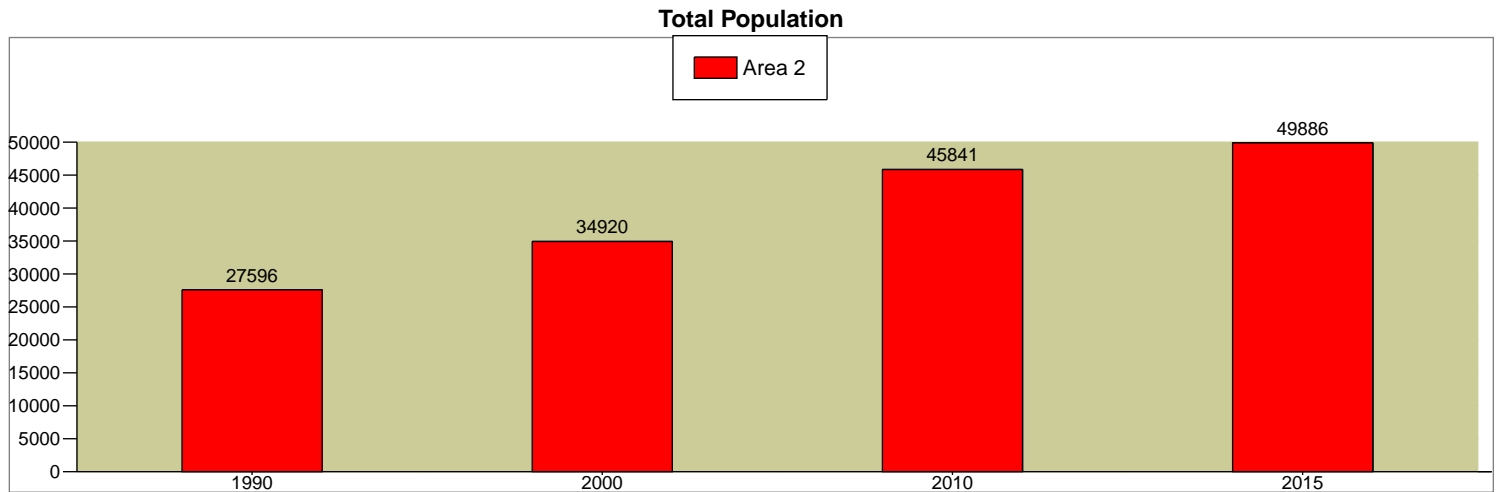
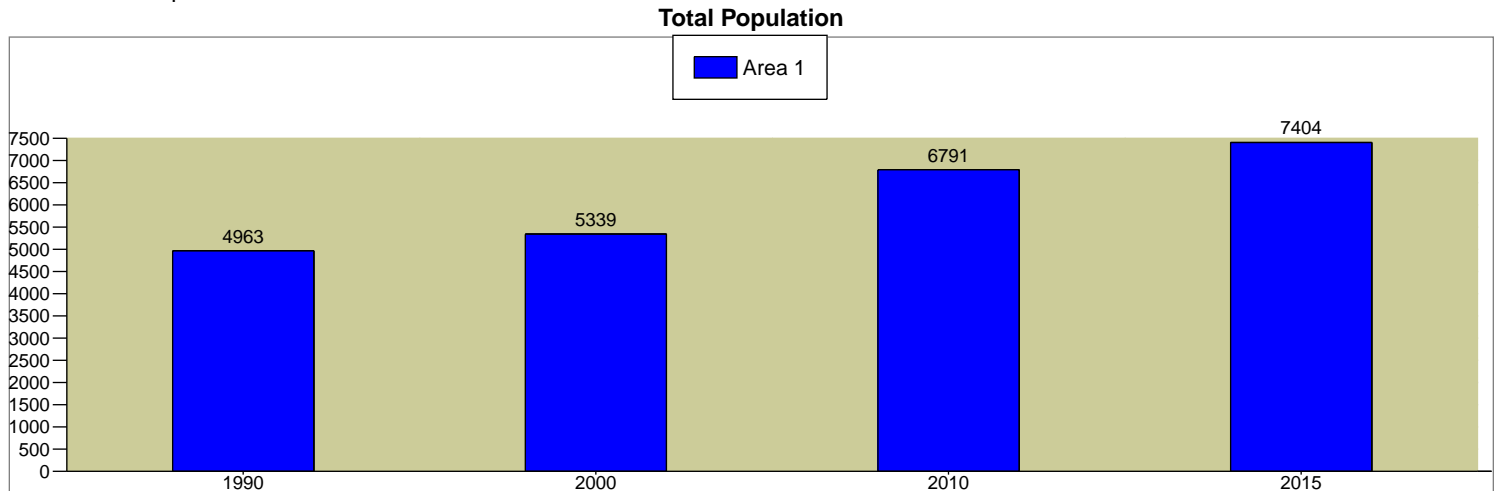
5388 Discovery Park Blvd, Williamsburg, VA 23188-8218, 1046 Ft Office Space

Drive Time: 5, 10 Minutes

Latitude: 37.282416

Longitude: -76.74151

	5 minutes	10 minutes
2000 - 2010 Population Annual Rate	2.63%	2.99%
2010 - 2015 Population Annual Rate	1.74%	1.71%



Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri converted 1990 Census data into 2000 geography. Esri forecasts for 2010 and 2015.



# Office/Industrial Express Pack

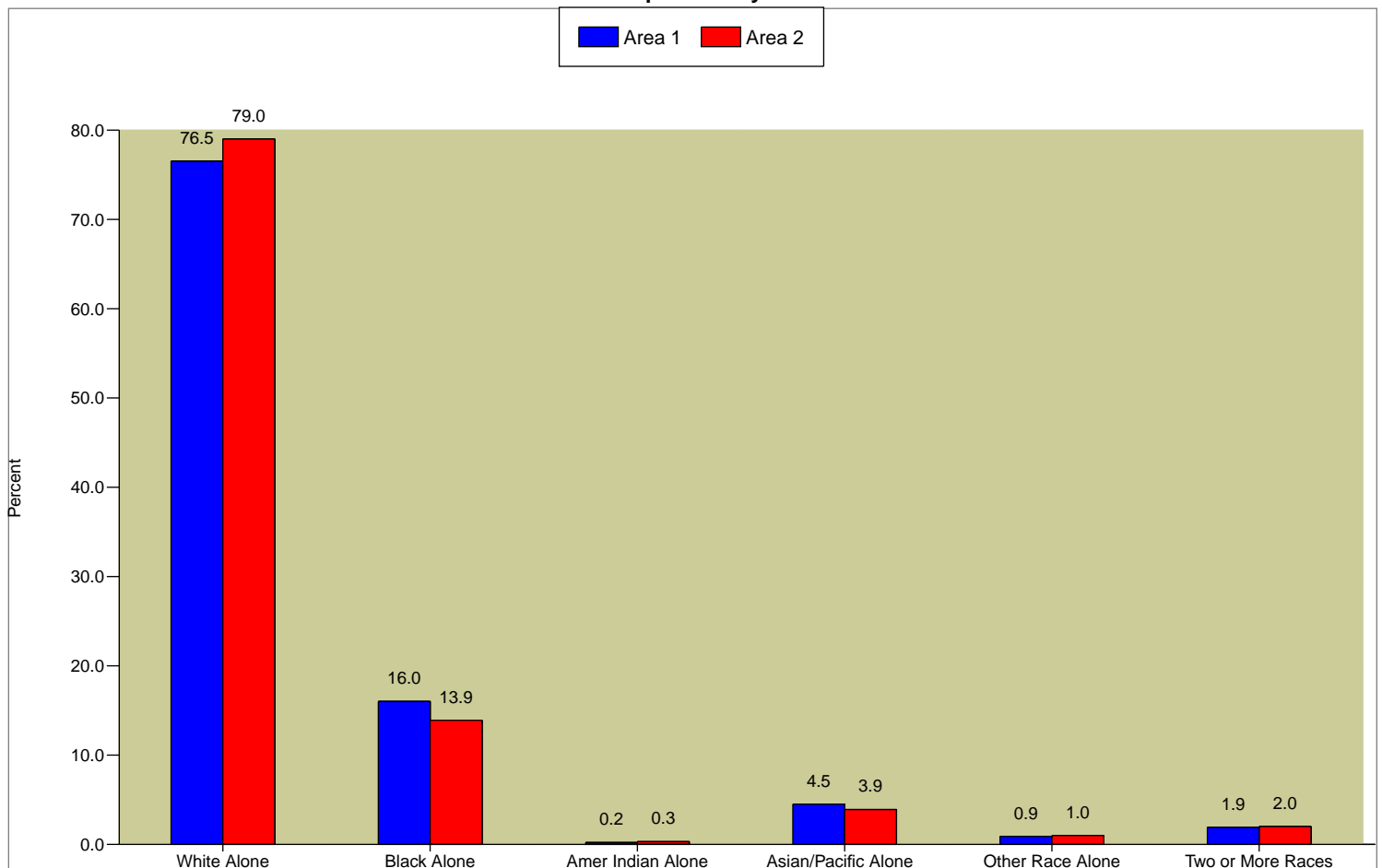
Prepared by Timothy Churchwell

**5388 Discovery Park**  
**5388 Discovery Park Blvd, Williamsburg, VA 23188-8218, 1046 Ft Office Space**  
**Drive Time: 5, 10 Minutes**

**Latitude: 37.282416**  
**Longitude: -76.74151**

	5 minutes	10 minutes
<b>2000 Population by Sex</b>		
Males	46.2%	46.6%
Females	53.8%	53.4%
<b>2010 Population by Sex</b>		
Males	46.5%	47.0%
Females	53.5%	53.0%
<b>2015 Population by Sex</b>		
Males	46.6%	47.1%
Females	53.4%	52.9%

**2010 Population by Race**



<b>2010 Hispanic Origin</b>	<b>3.7%</b>	<b>3.9%</b>
-----------------------------	-------------	-------------

## 2010 Population 25+ by Educational Attainment

<b>Total</b>	<b>4,339</b>	<b>29,979</b>
Less than 9th Grade	4.2%	2.0%
9th - 12th Grade, No Diploma	7.4%	4.9%
High School Graduate	19.4%	18.9%
Some College, No Degree	17.2%	18.3%
Associate Degree	4.9%	6.5%
Bachelor's Degree	26.5%	27.0%
Graduate/Professional Degree	20.4%	22.3%

**Data Note:** Persons of Hispanic Origin may be of any race.

**Source:** U.S. Bureau of the Census. 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.



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	5 minutes	10 minutes
<b>2000 Population by Age</b>		
Total	5,338	34,918
0 - 4	3.6%	4.7%
5 - 9	3.7%	5.0%
10 - 14	4.0%	5.3%
15 - 19	11.1%	10.2%
20 - 24	20.1%	14.0%
25 - 34	10.5%	11.4%
35 - 44	11.8%	13.0%
45 - 54	10.2%	12.1%
55 - 64	8.1%	9.4%
65 - 74	8.3%	8.0%
75 - 84	5.7%	5.1%
85+	2.7%	1.9%
<b>2010 Population by Age</b>		
Total	6,790	45,842
0 - 4	3.8%	4.7%
5 - 9	3.4%	4.5%
10 - 14	3.3%	4.5%
15 - 19	9.7%	8.9%
20 - 24	16.0%	12.0%
25 - 34	12.1%	11.7%
35 - 44	9.8%	10.6%
45 - 54	12.0%	13.0%
55 - 64	11.0%	12.8%
65 - 74	9.5%	8.9%
75 - 84	6.6%	5.9%
85+	2.9%	2.4%
<b>2015 Population by Age</b>		
Total	7,406	49,887
0 - 4	3.7%	4.7%
5 - 9	3.5%	4.5%
10 - 14	3.5%	4.5%
15 - 19	8.9%	8.2%
20 - 24	14.9%	11.2%
25 - 34	10.2%	12.0%
35 - 44	11.7%	10.6%
45 - 54	11.0%	11.8%
55 - 64	12.2%	13.4%
65 - 74	11.1%	10.8%
75 - 84	6.6%	5.8%
85+	2.8%	2.4%
<b>Median Age</b>		
2000	32.1	34.5
2010	36.8	38.7
2015	38.7	39.2

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.





## Office/Industrial Express Pack

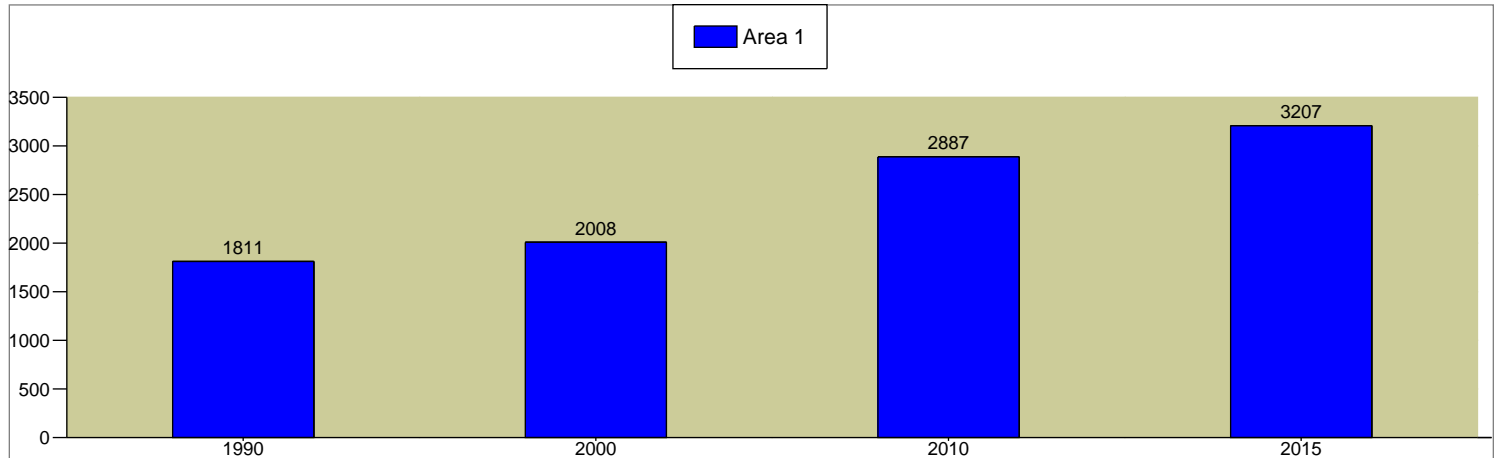
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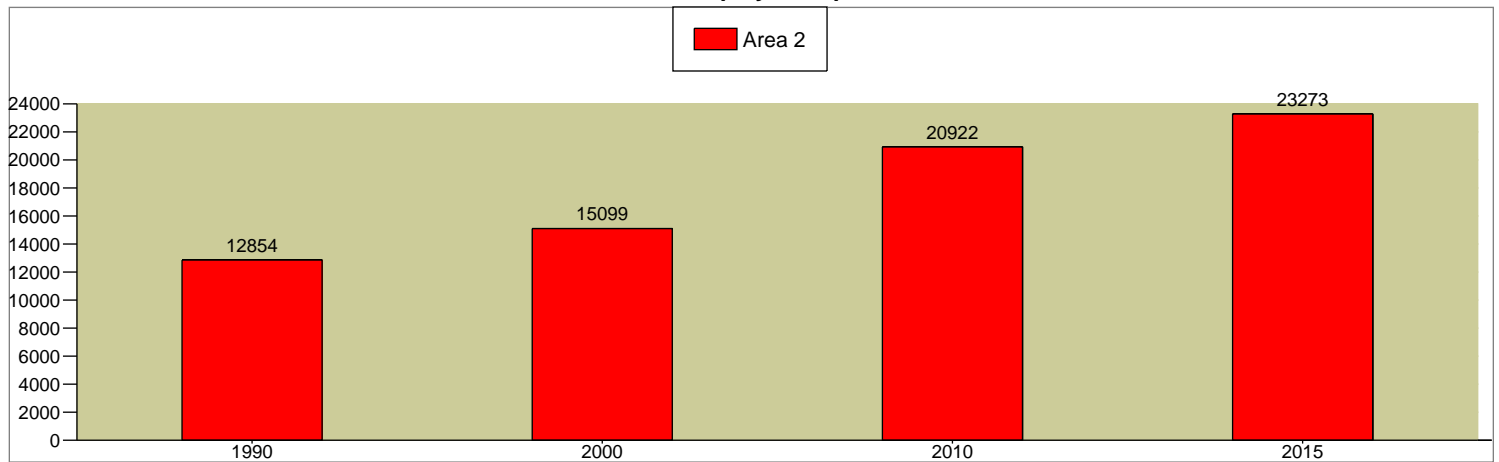
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Longitude: -76.74151

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2000 - 2010 Civilian Employed Population 16+ Annual Rate	4%	3.59%
2010 - 2015 Civilian Employed Population 16+ Annual Rate	2.12%	2.15%

**Total Civilian Employed Population 16+**



**Total Civilian Employed Population 16+**



Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri converted 1990 Census data into 2000 geography. Esri forecasts for 2010 and 2015.



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	5 minutes	10 minutes
<b>2000 Employed Population 16+ by Industry</b>		
Total	2,009	15,099
Agriculture/Mining	0.3%	0.2%
Construction	6.9%	6.3%
Manufacturing	7.0%	7.4%
Wholesale Trade	1.0%	1.2%
Retail Trade	11.2%	11.4%
Transportation/Utilities	3.8%	2.4%
Information	2.4%	2.5%
Finance/Insurance/Real Estate	2.8%	5.8%
Services	61.0%	57.7%
Public Administration	3.4%	5.1%
<b>2010 Employed Population 16+ by Industry</b>		
Total	2,887	20,920
Agriculture/Mining	0.3%	0.2%
Construction	6.3%	6.0%
Manufacturing	4.4%	4.7%
Wholesale Trade	0.8%	1.0%
Retail Trade	10.6%	10.9%
Transportation/Utilities	2.8%	1.8%
Information	1.5%	1.5%
Finance/Insurance/Real Estate	3.3%	5.6%
Services	66.3%	62.9%
Public Administration	3.7%	5.4%
<b>2000 Employed Population 16+ by Occupation</b>		
Total	2,010	15,099
White Collar	66.7%	68.9%
Management/Business/Financial	14.2%	15.4%
Professional	25.7%	27.5%
Sales	13.5%	13.3%
Administrative Support	13.3%	12.7%
Services	18.8%	16.7%
Blue Collar	14.5%	14.5%
Farming/Forestry/Fishing	0.2%	0.2%
Construction/Extraction	4.7%	4.7%
Installation/Maintenance/Repair	2.3%	2.5%
Production	3.3%	3.6%
Transportation/Material Moving	4.0%	3.4%
<b>2010 Employed Population 16+ by Occupation</b>		
Total	2,886	20,923
White Collar	67.5%	69.3%
Management/Business/Financial	13.9%	15.1%
Professional	28.7%	30.4%
Sales	12.6%	12.4%
Administrative Support	12.3%	11.4%
Services	19.9%	18.2%
Blue Collar	12.6%	12.5%
Farming/Forestry/Fishing	0.1%	0.2%
Construction/Extraction	4.5%	4.6%
Installation/Maintenance/Repair	2.3%	2.3%
Production	2.3%	2.4%
Transportation/Material Moving	3.4%	3.0%



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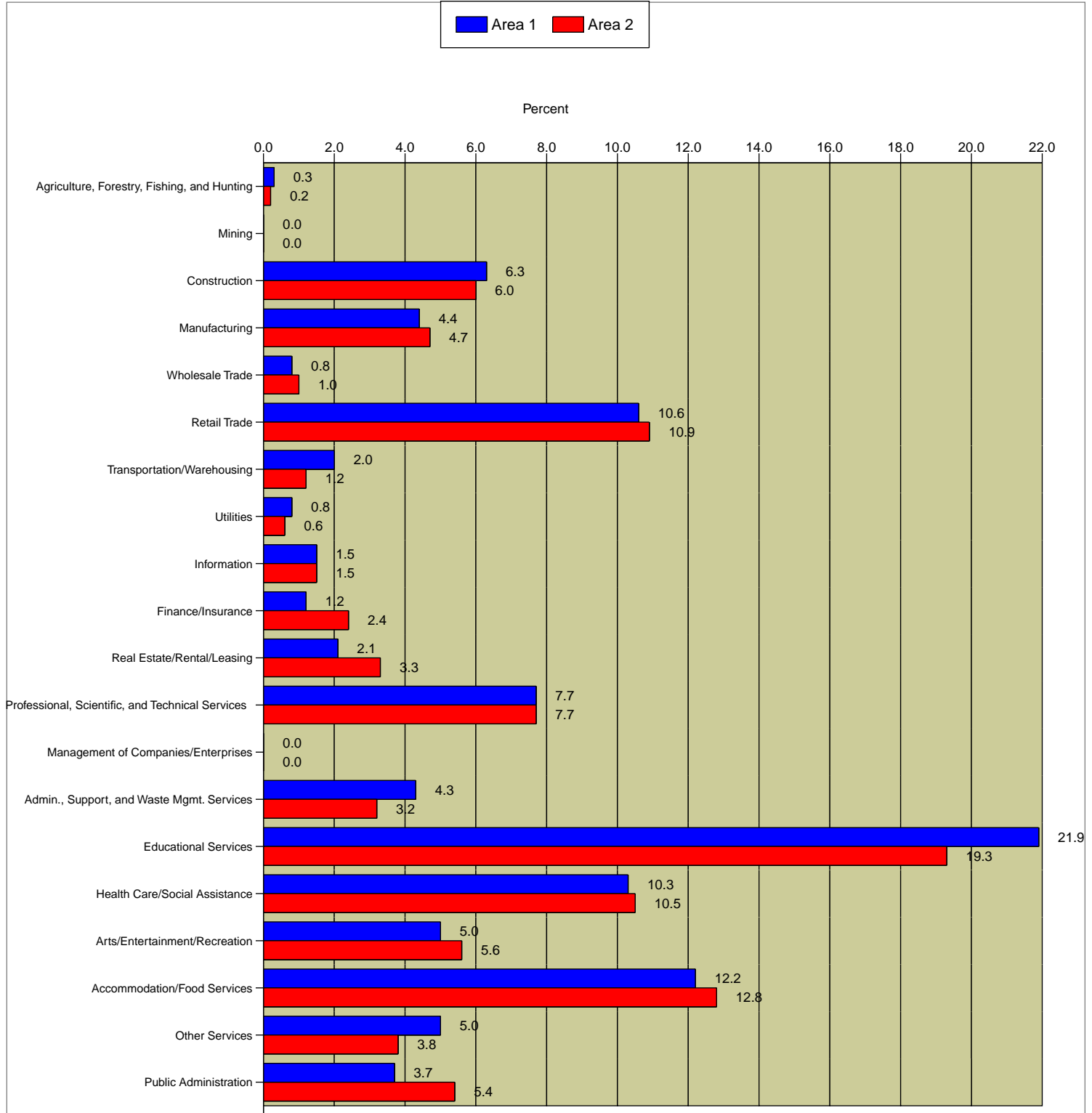
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Latitude: 37.282416  
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5 minutes

10 minutes

**2010 Employed Civilian Population 16+ by Industry**



**Data Note:** Industry descriptions based on 2000 Census of Population and Housing definitions.

**Source:** Esri forecasts for 2010.



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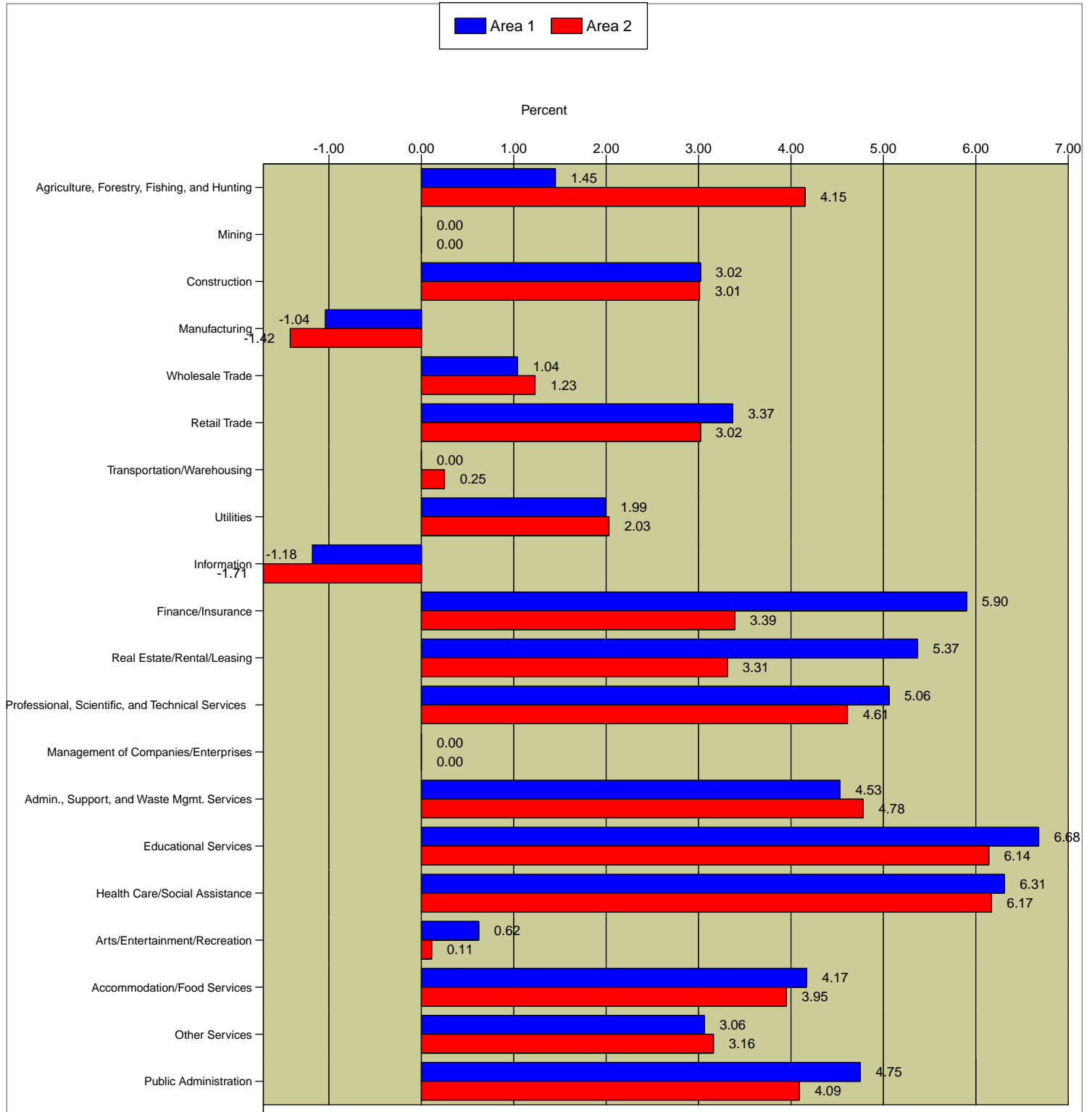
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5 minutes

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2000 - 2010 Population by Industry Annual Rate



Data Note: Industry descriptions based on 2000 Census of Population and Housing definitions.

Source: Esri forecasts for 2010.





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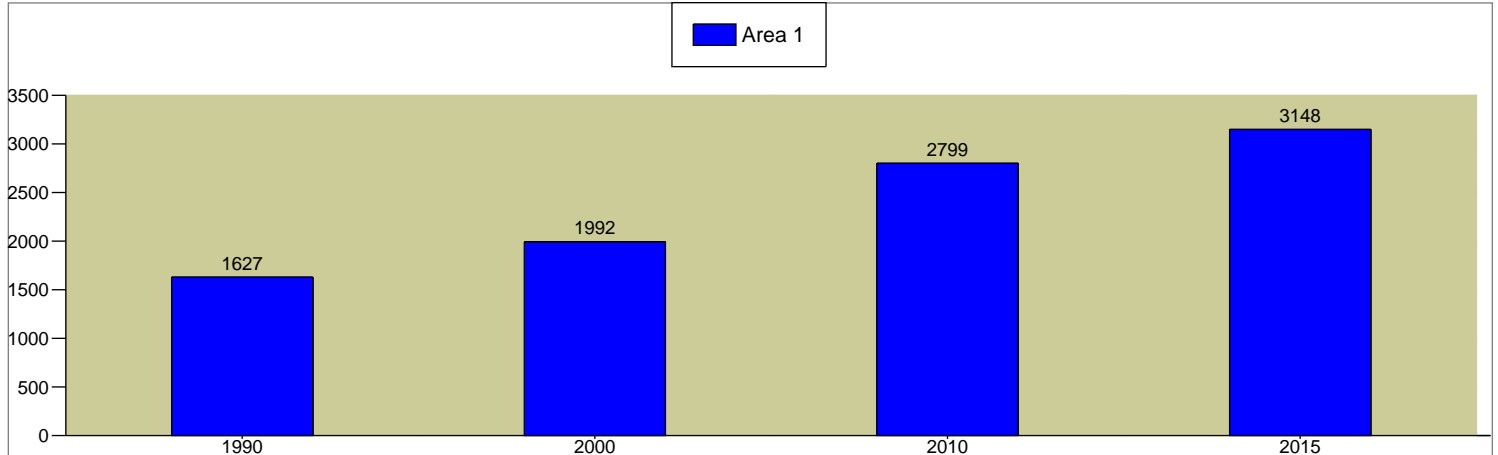
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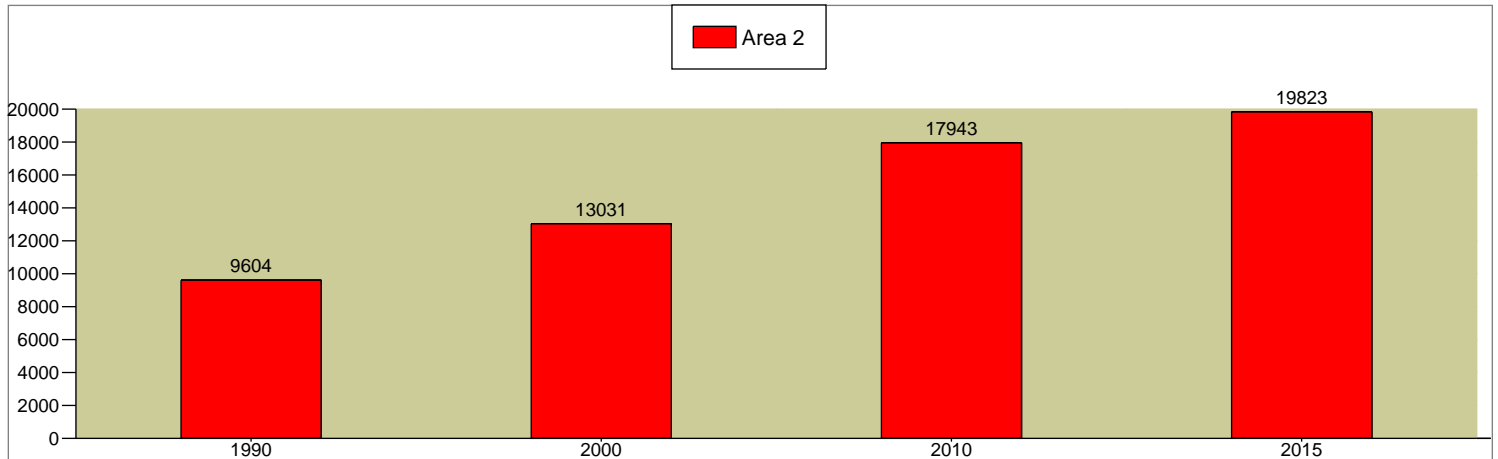
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	5 minutes	10 minutes
2000 - 2010 Households Annual Rate	3.75%	3.52%
2010 - 2015 Households Annual Rate	2.38%	2.01%

Total Households



Total Households



Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri converted 1990 Census data into 2000 geography. Esri forecasts for 2010 and 2015.



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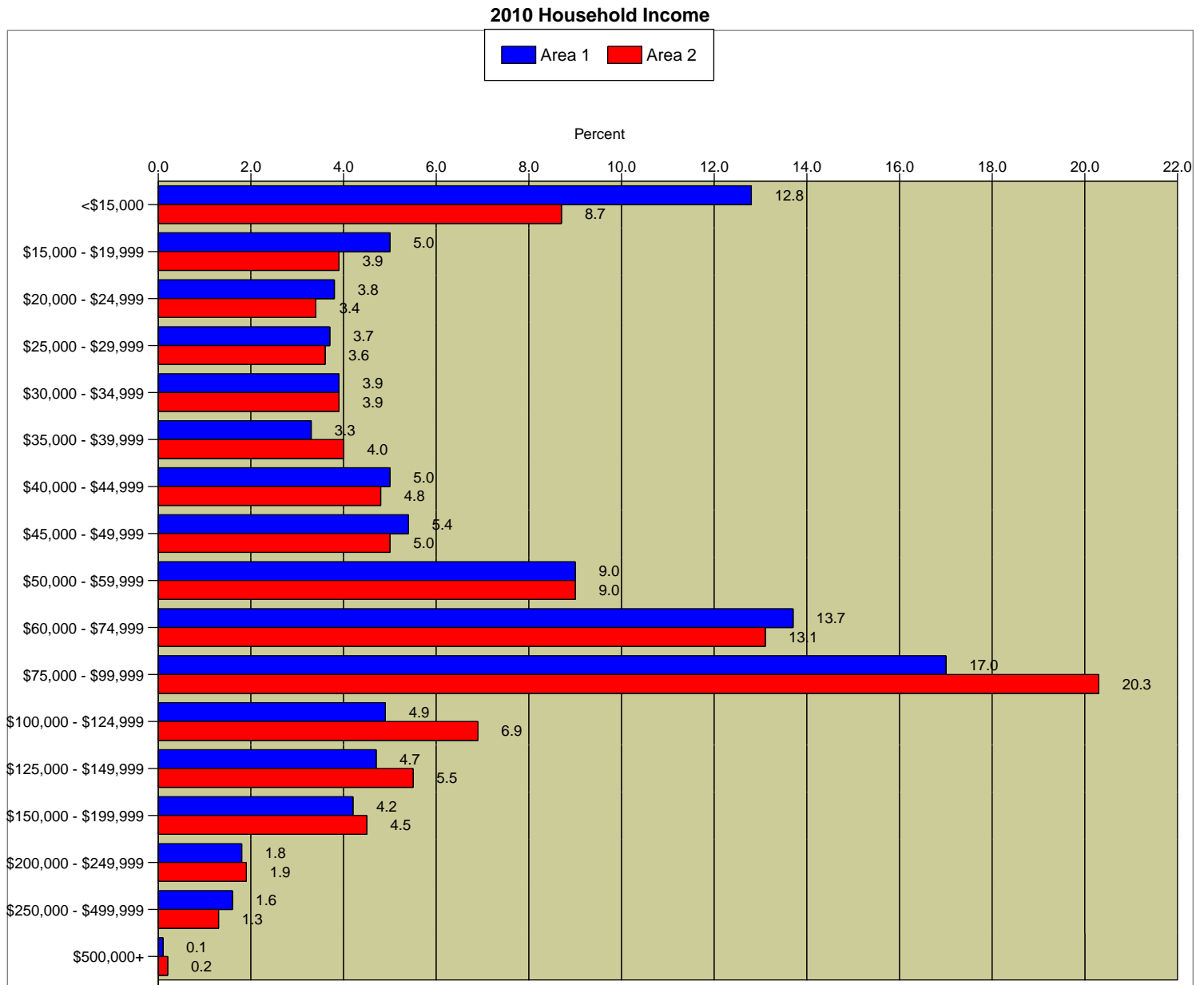
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5 minutes

10 minutes



## Median Household Income

2000	\$42,136	\$47,099
2010	\$57,575	\$63,598
2015	\$66,056	\$74,183

2000 - 2010 Median Household Income Annual Rate	3.43%	3.3%
2010 - 2015 Median Household Income Annual Rate	2.79%	3.13%

2010 Median Net Worth	\$101,171	\$136,740
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**Data Note:** Detail may not sum to totals due to rounding. Income represents annual income for the preceding year. Income for 2010 and 2015 is expressed in current dollars, including an adjustment for inflation.

**Source:** U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.