
TABLES ONE THROUGH TEN

An Analysis of Residential Market Potential

Huntington County, Indiana

September, 2022

Conducted by
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Table 1

Annual Market Potential For New And Existing Housing Units
 Distribution Of Annual Average Number Of Draw Area Households With The Potential
 To Move Within/To Huntington County Each Year Over The Next Five Years
 Based On Housing Preferences And Income Levels

Huntington County

Huntington County, Indiana

*Huntington County; Wells, Wabash, Grant, and Whitley Counties, Indiana;
 Allen County, Indiana; and Balance of the United States
 Draw Areas*

Annual Number Of Households
 With The Potential To Rent / Purchase Within
 Huntington County, Indiana 2,110

Annual Market Potential

	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>	<i>Subtotal</i>
<i>Multi-Family For-Rent:</i>	147	134	82	72	351	786
<i>Multi-Family For-Sale:</i>	8	6	2	0	51	67
<i>Single-Family Attached For-Sale:</i>	27	25	15	13	94	174
<i>Single-Family Detached For-Sale:</i>	174	162	113	102	532	1,083
<i>Total:</i>	356	327	212	187	1,028	2,110
<i>Percent:</i>	16.9%	15.5%	10.0%	8.9%	48.7%	100.0%

Note: For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Table 2

Annual Market Potential By Lifestage And Income

Derived From Purchase And Rental Propensities Of Draw Area Households With The Potential
To Move Within/ To Huntington County Each Year Over The Next Five Years

Based On Housing Preferences And Income Levels

Huntington County

Huntington County, Indiana

	Total	<i>Below 30% AMI</i>	<i>30% to 50% AMI</i>	<i>50% to 80% AMI</i>	<i>80% to 100% AMI</i>	<i>Above 100% AMI</i>
Number of Households:	2,110	356	327	212	187	1,028
Empty Nesters & Retirees	28.7%	23.3%	27.2%	26.4%	25.7%	32.0%
Traditional & Non-Traditional Families	39.1%	39.9%	32.7%	39.6%	42.2%	40.2%
Younger Singles & Couples	32.2%	36.8%	40.1%	34.0%	32.1%	27.8%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Note: For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

SOURCE: Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Summary Of Selected Rental Properties*Huntington County Market Area, Indiana***September, 2022**

<u>Property (Date Opened)</u> <u>Address/Walk Score</u>	<u>Number of Units</u>	<u>Unit Type</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
... Huntington County ...						
Reserve at Norwood (1975)	64	... Apartments ...				100% occupancy
		1br/1ba	\$749	650	\$1.15	Air conditioning,
5707 West Maple Grove Road		2br/1ba	\$849	1,000	\$0.85	in-unit washer &
In Good Company		... Townhouses ...				dryer, and yard.
74 Walk Score		2br/1.5ba	\$879	1,250	\$0.70	
		3br/2.5ba	\$949	1,450	\$0.65	
... City of Huntington ...						
Carriage Place (1968)	138	... Apartments ...				96% occupancy
		1br/1ba	\$675 to	625	\$1.08 to	Clubhouse,
600 Bartlett Street			\$697		\$1.12	laundry service &
Sterling		2br/1ba	\$764 to	864 to	\$0.88 to	facilities, and
12 Walk Score			\$889	900	\$0.99	picnic area.
Park Lofts at Huntington (2015)	59	... Affordable Housing/55+/Lofts ...				n/a
		1br/1ba	\$756	647	\$1.17	Fitness center,
43 East Park Drive		2br/1ba	\$905	825	\$1.10	clubhouse,
MVAH Partners						laundry room,
80 Walk Score						business center,
						and media room.
UB Lofts (1898; 2020)	37	... Lofts ...				92% occupancy
		1br/1ba	\$900 to	615 to	\$1.46 to	Community area
48 East Franklin Street			\$1,150	750	\$1.53	with art gallery and
UB Lofts		2br/1ba	\$950	716	\$1.33	café, and key fob entry.
80 Walk Score						Historic building.
LaFontaine Center (1925)	66	Affordable Housing/Senior Apartments ...				n/a
		Studio/1ba	\$990	430	\$2.30	Laundry facilities,
208 West State Street		1br/1ba	\$1,086	517	\$2.10	courtyard, game room,
Hartman & Tyner						conference room,
83 Walk Score						multi use room, and
						controlled access.
4 West Market Street		... Townhouse ...				
81 Walk Score		2br/2ba	\$1,950	1,600	\$1.22	Air conditioning,
						and in-unit
						washer & dryer.

Summary Of Selected Rental Properties*Huntington County Market Area, Indiana***September, 2022**

<u>Property (Date Opened)</u> <u>Address/Walk Score</u>	<u>Number of Units</u>	<u>Unit Type</u>	<u>Reported Base Rent</u>	<u>Reported Unit Size</u>	<u>Rent per Sq. Ft.</u>	<u>Additional Information</u>
... City of Bluffton ...						
Premier Flats (2021)	180	... Apartments ...				
60 Premier Avenue		1br/1ba	\$929 to	715 to	\$1.26 to	86% occupancy Pool, fitness center, terrace, lounge, conference room, coffee bar, and EV charging stations.
Flaherty & Collins Properties		2br/1ba	\$1,129 to	898 to	\$1.30 to	
33 Walk Score			\$1,149 to	910 to	\$1.17 to	
			\$1,349	1,157	\$1.26	
... Whitley County ...						
... Columbia City ...						
Quail Ridge Villas (2017)	180	... Apartments ...				
120 North Chestnut Wood Lane		2br/2ba	\$1,095	917	\$1.19	100% occupancy Pool, fitness center, playground, pond, laundry room, multi use room, and grill.
Property Management and Maintenance, LLC		3br/2ba	\$1,625	1,416 to	\$1.05 to	
2 Walk Score				1,546	\$1.15	

Table 4

**Summary of Selected For-Sale Multi-Family
and Single-Family Attached Listings**

Huntington County Market Area, Indiana

September, 2022

<u>Property (Year Built)</u> <u>Address/Walk Score</u>	<u>Building</u> <u>Type</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
<i>... Huntington County ...</i>					
<i>... City of Huntington ...</i>					
Northway Manor (1981) 1513 Avon Place 72 Walk Score	TH	2br/1ba	\$99,900	864	\$116
<i>... Grant County ...</i>					
<i>... City of Marion ...</i>					
Country Lake Estates (1984) 4551 South Bellamy Boulevard 40 Walk Score	TH	2br/1.5ba	\$139,900	968	\$145
Candlewood (1982) 603 Candlewood Drive 609 Candlewood Drive 32 Walk Score	TH	2br/2ba 3br/2ba	\$169,500 \$198,000	1,517 2,250	\$112 \$88
<i>... Wabash County ...</i>					
<i>... Town of North Manchester ...</i>					
Chester Heights (2022) 1113 Marshall Way 1115 Marshall Way 6 Walk Score	TH	2br/2ba 2br/2ba	\$229,997 \$230,881	1,331 1,201	\$173 \$192
<i>... Kosciusko County ...</i>					
<i>... City of Warsaw ...</i>					
Gateway Grove (2021) 630 West Main Street 620 West Main Street 26 Walk Score	TH	2br/1.5ba 2br/1.5ba	\$245,900 \$259,900	1,230 1,320	\$200 \$197

SOURCE: Zimmerman/Volk Associates, Inc.

**Summary Of Resale Listings and Newly-Constructed
For-Sale Single-Family Detached Houses**
Huntington County Market Area, Indiana
September, 2022

<u>Property</u> <u>Address (Year Built)/Walk Score</u>	<u>Lot</u> <u>Size</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
<i>... Huntington County ...</i>					
<i>... City of Huntington ...</i>					
<i>... Downtown ...</i>					
<i>... Individual Single-Family Detached Resale Listings ...</i>					
922 Oak St (1918)	0.10 ac.	3br / 1ba	\$124,900	1,400	\$89
1011 Byron St (1900)	0.16 ac.	4br / 2ba	\$125,521	2,314	\$54
1221 N Jefferson St (1925)	0.10 ac.	3br / 1ba	\$135,000	1,305	\$103
826 Oak St (1893)	0.12 ac.	4br / 1ba	\$169,900	1,536	\$111
1015 College Ave (1872)	0.26 ac.	5br / 2ba	\$179,900	2,766	\$65
1575 Poplar St (1936)	0.15 ac.	3br / 1.5ba	\$185,000	1,608	\$115
1209 N Jefferson St (1925)	0.18 ac.	3br / 2.5ba	\$194,900	2,565	\$76
650 Cherry St (1888)	0.07 ac.	3br / 2ba	\$224,900	2,688	\$84
1019 N Jefferson St (1900)	0.18 ac.	5br / 2.5ba	\$273,900	3,470	\$79
<i>... Northern Huntington ...</i>					
<i>... Individual Single-Family Detached Resale Listings ...</i>					
4038 W 500 Rd N (1930)	0.61 ac.	3br / 1ba	\$195,000	1,936	\$101
801 Appleby Ct (1997)	0.35 ac.	3br / 2.5ba	\$274,900	2,205	\$125
600 Britannia Dr (2017)	0.26 ac.	3br / 2.5ba	\$279,900	2,074	\$135
6636 N 300 W (2008)	50 ac.	3br / 3.5ba	\$2,220,000	7,050	\$315
<i>... Resale Listings ...</i>					
Northway Place (1986)					
714 Rocky Run	0.75 ac.	3br / 3ba	\$499,900	4,060	\$123
Timber Ridge					
4121 W 724 N (2006)	1.44 ac.	3br / 3.5ba	\$589,900	4,280	\$138
4171 W 724 N (2013)	2.24 ac.	3br / 3.5ba	\$599,000	4,627	\$129

**Summary Of Resale Listings and Newly-Constructed
For-Sale Single-Family Detached Houses**
Huntington County Market Area, Indiana
September, 2022

<u>Property</u> <u>Address (Year Built)/Walk Score</u>	<u>Lot</u> <u>Size</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
... Huntington County ...					
... Southern Huntington ...					
... Individual Single-Family Detached Resale Listings ...					
2055 Butterstone Ct (2005)	0.16 ac.	4br / 2.5ba	\$219,900	1,889	\$116
2317 W 450 Rd S (1900)	1.23 ac.	3br / 3ba	\$270,000	3,316	\$81
1544 Poplar St (1937)	0.20 ac.	4br / 2.5ba	\$294,900	2,701	\$109
1105 Cherry Street (1905)	0.23 ac.	3br / 1.5ba	\$299,900	3,016	\$99
2113 Miami Trl (2018)	0.43 ac.	4br / 2.5ba	\$318,000	1,933	\$165
... Western Huntington ...					
... Individual Single-Family Detached Resale Listing ...					
2365 N Rangeline Rd (1998)	5.17 ac.	4br / 2.5ba	\$624,900	3,524	\$177
... Resale Listing ...					
Yakes (1973)					
3232 N Rangeline Rd	0.39 ac.	3br / 2ba	\$190,000	1,505	\$126
... New Construction Listing ...					
Aero Landing (2022)					
1242 Stintson Dr	1.82 ac.	4br / 3.5ba	\$695,000	4,584	\$152
... New Construction Listings ...					
... Town of Roanoke ...					
Claybrooke (2022)					
1226 Allen Ave	0.18 ac.	3br / 2ba	\$303,973	1,717	\$177
Cardinal Creek (2022)					
457 Rockwell Ave	0.26 ac.	3br / 2ba	\$389,900	1,622	\$240
785 Waxwing Ct	0.40 ac.	3br / 2ba	\$449,900	1,844	\$244
... Wabash County ...					
... Town of North Manchester ...					
... Individual Single-Family Detached Home ...					
908 E Main St (2022)	0.47 ac.	4br / 2ba	\$306,000	1,890	\$162

**Summary Of Resale Listings and Newly-Constructed
For-Sale Single-Family Detached Houses**
Huntington County Market Area, Indiana
September, 2022

<u>Property</u> <u>Address (Year Built)/Walk Score</u>	<u>Lot</u> <u>Size</u>	<u>Unit</u> <u>Type</u>	<u>Asking Price</u>	<u>Unit Size</u>	<u>Asking Price</u> <u>Per Sq. Ft.</u>
... Whitley County ...					
... Columbia City ...					
Cambridge Crossing (2022)					
232 W Longfellow Blvd	0.20 ac.	3br / 2ba	\$334,900	1,451	\$231
244 W Longfellow Blvd	0.21 ac.	3br / 2ba	\$336,900	1,478	\$228
224 N Indian River Cv	0.33 ac.	3br / 2ba	\$339,900	1,445	\$235
319 W Portsmouth Cv	0.25 ac.	4br / 2.5ba	\$339,900	1,643	\$207
293 W Longfellow Blvd	0.22 ac.	4br / 2.5ba	\$339,900	1,872	\$182
301 W Portsmouth Cv	0.26 ac.	3br / 2ba	\$343,900	1,460	\$236
238 W Longfellow Blvd	0.18 ac.	3br / 2ba	\$354,900	1,631	\$218
Brennan (2022)					
394 N Brennan St	0.41 ac.	3br / 2.5ba	\$397,500	1,988	\$200
... Wells County ...					
... City of Bluffton ...					
Bellbrook (2022)					
1528 N Shadow Run Trl	0.37 ac.	4br / 2.5ba	\$356,000	2,480	\$144
... Grant County ...					
... City of Marion ...					
... Individual Single-Family Detached Home ...					
4195 E 100 Rd S (2022)	5 ac.	4br / 2.5ba	\$519,900	3,000	\$173

Target Groups For New Multi-Family For Rent
Huntington County
Huntington County, Indiana

..... Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Small-Town Patriarchs	0	0	2	2	0.4%
Suburban Establishment	0	0	2	2	0.4%
Urban Establishment	0	0	4	4	0.8%
New Empty Nesters	0	0	2	2	0.4%
Pillars of the Community	0	0	1	1	0.2%
Traditional Couples	0	0	2	2	0.4%
Second City Establishment	0	0	1	1	0.2%
RV Retirees	1	1	7	9	1.8%
Mainstream Empty Nesters	0	0	4	4	0.8%
Middle-American Retirees	0	0	3	3	0.6%
Multi-Ethnic Empty Nesters	0	0	2	2	0.4%
Country Couples	1	1	7	9	1.8%
Hometown Retirees	1	1	2	4	0.8%
Cosmopolitan Couples	0	0	2	2	0.4%
Heartland Retirees	0	0	2	2	0.4%
Blue-Collar Retirees	0	0	3	3	0.6%
Village Elders	1	1	6	8	1.6%
Small-Town Seniors	8	6	30	44	8.7%
Back Country Seniors	1	1	5	7	1.4%
Second City Seniors	1	1	3	5	1.0%
Subtotal:	14	12	90	116	23.0%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Multi-Family For Rent
Huntington County
Huntington County, Indiana

..... Number of Households

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Ex-Urban Elite	0	0	2	2	0.4%
Nouveau Money	0	0	1	1	0.2%
Button-Down Families	0	0	1	1	0.2%
Unibox Transferees	0	0	1	1	0.2%
Full-Nest Exurbanites	1	1	4	6	1.2%
New Town Families	0	0	3	3	0.6%
Late-Nest Suburbanites	0	0	4	4	0.8%
Full-Nest Suburbanites	0	0	3	3	0.6%
Small-Town Families	5	5	27	37	7.3%
Traditional Families	1	1	2	4	0.8%
Rural Families	2	2	11	15	3.0%
Kids 'r' Us	1	1	1	3	0.6%
Multi-Ethnic Families	0	0	4	4	0.8%
Four-by-Four Families	3	3	14	20	4.0%
Uptown Families	1	1	4	6	1.2%
Rustic Families	4	4	15	23	4.6%
Hometown Families	7	6	17	30	5.9%
In-Town Families	1	1	1	3	0.6%
Single-Parent Families	0	0	1	1	0.2%
Inner-City Families	0	0	1	1	0.2%
New American Strivers	2	2	3	7	1.4%
Subtotal:	28	27	120	175	34.7%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

†† Predominantly three -to five-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Multi-Family For Rent
Huntington County
Huntington County, Indiana

. Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Bohemians	1	1	8	10	2.0%
The VIPs	1	1	5	7	1.4%
Fast-Track Professionals	1	1	12	14	2.8%
Suburban Achievers	1	1	2	4	0.8%
Hometown Sweethearts	5	4	19	28	5.5%
Blue-Collar Traditionalists	1	1	4	6	1.2%
Suburban Strivers	2	2	10	14	2.8%
Small-City Singles	2	2	6	10	2.0%
Twentysomethings	5	4	15	24	4.8%
Downtown Couples	1	0	2	3	0.6%
Second-City Strivers	2	2	8	12	2.4%
Rural Couples	3	3	11	17	3.4%
Downtown Proud	1	1	5	7	1.4%
Rural Strivers	11	8	28	47	9.3%
Multi-Ethnic Singles	3	2	6	11	2.2%
Subtotal:	40	33	141	214	42.4%
Total Households:	82	72	351	505	100.0%
Percent of Total:	16.2%	14.3%	69.5%	100.0%	

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Multi-Family For Sale
Huntington County
Huntington County, Indiana

..... Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
RV Retirees	0	0	1	1	1.9%
Mainstream Empty Nesters	0	0	1	1	1.9%
Middle-American Retirees	0	0	1	1	1.9%
Country Couples	0	0	1	1	1.9%
Hometown Retirees	0	0	1	1	1.9%
Cosmopolitan Couples	0	0	1	1	1.9%
Village Elders	0	0	2	2	3.8%
Small-Town Seniors	1	0	2	3	5.7%
Back Country Seniors	0	0	2	2	3.8%
Second City Seniors	0	0	1	1	1.9%
Subtotal:	1	0	13	14	26.4%
Traditional & Non-Traditional Families††					
Late-Nest Suburbanites	0	0	2	2	3.8%
Full-Nest Suburbanites	0	0	1	1	1.9%
Small-Town Families	0	0	3	3	5.7%
Rural Families	0	0	1	1	1.9%
Four-by-Four Families	0	0	2	2	3.8%
Uptown Families	0	0	2	2	3.8%
Rustic Families	0	0	2	2	3.8%
Hometown Families	1	0	1	2	3.8%
New American Strivers	0	0	1	1	1.9%
Subtotal:	1	0	15	16	30.2%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

†† Predominantly three -to five-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Multi-Family For Sale
Huntington County
Huntington County, Indiana

..... Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Bohemians	0	0	2	2	3.8%
The VIPs	0	0	2	2	3.8%
Fast-Track Professionals	0	0	2	2	3.8%
Hometown Sweethearts	0	0	2	2	3.8%
Blue-Collar Traditionalists	0	0	2	2	3.8%
Suburban Strivers	0	0	2	2	3.8%
Small-City Singles	0	0	2	2	3.8%
Twentysomethings	0	0	2	2	3.8%
Downtown Couples	0	0	1	1	1.9%
Second-City Strivers	0	0	2	2	3.8%
Rural Couples	0	0	1	1	1.9%
Downtown Proud	0	0	1	1	1.9%
Rural Strivers	0	0	2	2	3.8%
Subtotal:	0	0	23	23	43.4%
Total Households:	2	0	51	53	100.0%
Percent of Total:	3.8%	0.0%	96.2%	100.0%	

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Attached For Sale
Huntington County
Huntington County, Indiana

. *Number of Households*

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Small-Town Patriarchs	0	0	1	1	0.8%
Suburban Establishment	0	0	1	1	0.8%
Pillars of the Community	0	0	1	1	0.8%
RV Retirees	0	0	2	2	1.6%
Mainstream Empty Nesters	0	0	2	2	1.6%
Middle-American Retirees	0	0	2	2	1.6%
Multi-Ethnic Empty Nesters	0	0	1	1	0.8%
Country Couples	0	0	3	3	2.5%
Hometown Retirees	0	0	1	1	0.8%
Heartland Retirees	0	0	1	1	0.8%
Blue-Collar Retirees	0	0	1	1	0.8%
Village Elders	1	1	2	4	3.3%
Small-Town Seniors	2	2	7	11	9.0%
Back Country Seniors	0	0	1	1	0.8%
Second City Seniors	0	0	1	1	0.8%
Subtotal:	3	3	27	33	27.0%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Attached For Sale
Huntington County
Huntington County, Indiana

..... *Number of Households*

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Nouveau Money	0	0	1	1	0.8%
Unibox Transferees	0	0	1	1	0.8%
Full-Nest Exurbanites	0	0	2	2	1.6%
Late-Nest Suburbanites	0	0	2	2	1.6%
Full-Nest Suburbanites	0	0	1	1	0.8%
Small-Town Families	1	1	8	10	8.2%
Traditional Families	0	0	3	3	2.5%
Rural Families	1	1	1	3	2.5%
Kids 'r' Us	0	0	2	2	1.6%
Four-by-Four Families	1	1	3	5	4.1%
Uptown Families	0	0	2	2	1.6%
Rustic Families	2	2	5	9	7.4%
Hometown Families	1	1	3	5	4.1%
In-Town Families	0	0	1	1	0.8%
Single-Parent Families	0	0	1	1	0.8%
Inner-City Families	0	0	1	1	0.8%
New American Strivers	0	0	1	1	0.8%
Subtotal:	6	6	38	50	41.0%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

†† Predominantly three -to five-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Attached For Sale

Huntington County

Huntington County, Indiana

..... Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
New Bohemians	0	0	1	1	0.8%
The VIPs	0	0	2	2	1.6%
Fast-Track Professionals	0	0	2	2	1.6%
Suburban Achievers	0	0	2	2	1.6%
Hometown Sweethearts	1	1	4	6	4.9%
Blue-Collar Traditionalists	1	0	2	3	2.5%
Suburban Strivers	1	1	1	3	2.5%
Small-City Singles	0	0	2	2	1.6%
Twentysomethings	0	0	2	2	1.6%
Downtown Couples	0	0	2	2	1.6%
Second-City Strivers	0	0	2	2	1.6%
Rural Couples	1	1	2	4	3.3%
Downtown Proud	0	0	1	1	0.8%
Rural Strivers	2	1	4	7	5.7%
Subtotal:	6	4	29	39	32.0%
Total Households:	15	13	94	122	100.0%
Percent of Total:	12.3%	10.7%	77.0%	100.0%	

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Detached For Sale
Huntington County
Huntington County, Indiana

..... Number of Households

Empty Nesters & Retirees**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Small-Town Patriarchs	0	0	7	7	0.9%
Suburban Establishment	0	0	7	7	0.9%
Urban Establishment	0	0	1	1	0.1%
New Empty Nesters	1	1	9	11	1.5%
Pillars of the Community	1	1	4	6	0.8%
Traditional Couples	1	1	9	11	1.5%
Second City Establishment	0	0	4	4	0.5%
RV Retirees	4	4	32	40	5.4%
Mainstream Empty Nesters	1	1	3	5	0.7%
Middle-American Retirees	1	1	5	7	0.9%
Multi-Ethnic Empty Nesters	0	0	2	2	0.3%
Country Couples	4	3	24	31	4.1%
Hometown Retirees	3	3	14	20	2.7%
Heartland Retirees	1	1	3	5	0.7%
Blue-Collar Retirees	1	1	1	3	0.4%
Village Elders	3	2	11	16	2.1%
Small-Town Seniors	13	11	49	73	9.8%
Back Country Seniors	4	3	13	20	2.7%
Second City Seniors	0	0	1	1	0.1%
Subtotal:	38	33	199	270	36.1%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Detached For Sale
Huntington County
Huntington County, Indiana

..... Number of Households

Traditional & Non-Traditional Families††	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
Ex-Urban Elite	0	0	8	8	1.1%
Nouveau Money	0	0	3	3	0.4%
Button-Down Families	0	0	4	4	0.5%
Unibox Transferees	0	0	3	3	0.4%
Full-Nest Exurbanites	3	3	26	32	4.3%
New Town Families	1	1	8	10	1.3%
Late-Nest Suburbanites	0	0	2	2	0.3%
Full-Nest Suburbanites	0	0	3	3	0.4%
Small-Town Families	5	5	27	37	5.0%
Traditional Families	2	2	11	15	2.0%
Rural Families	9	9	43	61	8.2%
Kids 'r' Us	1	1	4	6	0.8%
Multi-Ethnic Families	1	1	2	4	0.5%
Four-by-Four Families	8	7	34	49	6.6%
Uptown Families	1	1	4	6	0.8%
Rustic Families	14	13	46	73	9.8%
Hometown Families	3	2	7	12	1.6%
In-Town Families	1	1	2	4	0.5%
Single-Parent Families	0	0	1	1	0.1%
Inner-City Families	0	0	1	1	0.1%
New American Strivers	0	0	1	1	0.1%
Subtotal:	49	46	240	335	44.8%

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

†† Predominantly three -to five-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Target Groups For New Single-Family Detached For Sale
Huntington County
Huntington County, Indiana

..... Number of Households

Younger Singles & Couples**	<i>60% to 80% AMI†</i>	<i>80% to 100% AMI†</i>	<i>Above 100% AMI†</i>	<i>Total</i>	<i>Percent of Total</i>
The VIPs	0	0	2	2	0.3%
Suburban Achievers	1	1	3	5	0.7%
Hometown Sweethearts	8	7	31	46	6.2%
Blue-Collar Traditionalists	3	3	13	19	2.5%
Suburban Strivers	1	1	3	5	0.7%
Small-City Singles	2	2	6	10	1.3%
Twentysomethings	0	0	2	2	0.3%
Downtown Couples	0	0	2	2	0.3%
Second-City Strivers	0	0	1	1	0.1%
Rural Couples	5	4	15	24	3.2%
Rural Strivers	6	5	15	26	3.5%
Subtotal:	26	23	93	142	19.0%
Total Households:	113	102	532	747	100.0%
Percent of Total:	15.1%	13.7%	71.2%	100.0%	

† For fiscal year 2022, Huntington County, IN Median Family Income for a family of four is \$73,400.

** Predominantly one- and two-person households.

SOURCE: Claritas, Inc.;
 Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Huntington County
September, 2022

<i>Number of Households</i>	<i>Housing Type</i>	<i>Percent Mix</i>	<i>Base Rent/Price Range*</i>	<i>Base Unit Size Range</i>	<i>Base Rent/Price Per Sq. Ft.*</i>	<i>Annual Market Capture</i>
	<i>Households by Income</i>					
505	Multi-Family For Rent					101 to 126
82	Households With Incomes Between 60% and 80% AMI					16 to 20
423	Households With Incomes at 80% and up					85 to 106
	<i>..... Affordable/Workforce (60% to 80% AMI)</i>					
	1br/1ba	50%	\$750 to \$850	550 to 625	\$1.36 to \$1.36	
	2br/1ba	15%	\$975 to \$1,100	800 to 875	\$1.22 to \$1.26	
	3br/1ba	35%	\$1,150 to \$1,400	1,100 to 1,300	\$1.05 to \$1.08	
	Weighted Averages:		\$1,001	839	\$1.19	
	<i>..... Market-Rate (80% and up)</i>					
	1br/1ba	40%	\$1,050 to \$1,250	600 to 750	\$1.67 to \$1.75	
	2br/1.5ba	30%	\$1,350 to \$1,550	900 to 1,050	\$1.48 to \$1.50	
	3br/2ba	30%	\$1,600 to \$1,850	1,200 to 1,400	\$1.32 to \$1.33	
	Weighted Averages:		\$1,412	952	\$1.48	

Housing Types: Upper-floor apartments; mansion apartment buildings (4-8 units per building).

NOTE: For fiscal year 2022, the Huntington County HUD Median Family Income for a family of four is \$73,400.

NOTE: Base rents/prices in year 2022 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Huntington County
September, 2022

<i>Number of Households</i>	<i>Housing Type Households by Income</i>	<i>Percent Mix</i>	<i>Base Rent/Price Range*</i>	<i>Base Unit Size Range</i>	<i>Base Rent/Price Per Sq. Ft.*</i>	<i>Annual Market Capture</i>
51	Multi-Family For-Sale					10 to 13
51	Households With Incomes Above 100% AMI					10 13
			<i>..... Market-Rate (100% and up).....</i>			
	1br/1ba	65%	\$185,000 to \$195,000	775 to 875	\$223 to \$239	
	2br/2ba	35%	\$225,000 to \$250,000	1,050 to 1,250	\$200 to \$214	
	Weighted Averages:		\$206,667	939	\$220	

Housing Types: Mansion apartment buildings (4-6 units per building).

107	Single-Family Attached For-Sale					21 to 27
107	Households With Incomes Above 80% AMI					21 27
			<i>..... Market-Rate (80% and up).....</i>			
	2br/2.5ba	50%	\$245,000 to \$265,000	1,200 to 1,400	\$189 to \$204	
	3br/2.5ba	50%	\$275,000 to \$295,000	1,450 to 1,700	\$174 to \$190	
	Weighted Averages:		\$270,047	1,438	\$188	

Housing Types: Duplexes, triplexes, rowhouses, townhouses.

NOTE: For fiscal year 2022, the Huntington County HUD Median Family Income for a family of four is \$73,400.

NOTE: Base rents/prices in year 2022 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.

Optimum Market Position: New Affordable/Workforce and Market-Rate Units
Huntington County
September, 2022

<i>Number of Households</i>	<i>Housing Type Households by Income</i>	<i>Percent Mix</i>	<i>Base Rent/Price Range*</i>	<i>Base Unit Size Range</i>	<i>Base Rent/Price Per Sq. Ft.*</i>	<i>Annual Market Capture</i>
747	Single-Family Detached For-Sale					75 to 112
113	Households With Incomes Between 60% and 80% AMI					11 to 17
634	Households With Incomes Above 80% AMI					64 to 95
<i>..... Affordable/Workforce (60% to 80% AMI).....</i>						
	2br/2ba	45%	\$170,000 to \$190,000	1,000 to 1,150	\$165 to \$170	
	3br/2ba	55%	\$215,000 to \$225,000	1,300 to 1,400	\$161 to \$165	
	Weighted Averages:		\$198,009	1,199	\$165	
<i>..... Market-Rate (80% and up).....</i>						
	3br/2ba	40%	\$285,000 to \$305,000	1,350 to 1,450	\$210 to \$211	
	3br/2.5ba	35%	\$320,000 to \$350,000	1,550 to 1,700	\$206 to \$206	
	4br/2.5ba	25%	\$375,000 to \$395,000	1,850 to 1,950	\$203 to \$203	
	Weighted Averages:		\$331,435	1,603	\$207	

Housing Types: Cottages, bungalows, houses (one- and two-story)

NOTE: For fiscal year 2022, the Huntington County HUD Median Family Income for a family of four is \$73,400.

NOTE: Base rents/prices in year 2022 dollars and exclude floor, view premiums, options, or upgrades.

SOURCE: Zimmerman/Volk Associates, Inc.



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Residential Market Analysis Across the Urban-to-Rural Transect

ASSUMPTIONS AND LIMITATIONS—

Every effort has been made to insure the accuracy of the data contained within this analysis. Demographic and economic estimates and projections have been obtained from government agencies at the national, state, and county levels. Market information has been obtained from sources presumed to be reliable, including developers, owners, and/or sales agents. However, this information cannot be warranted by Zimmerman/Volk Associates, Inc. While the proprietary residential target market methodology™ employed in this analysis allows for a margin of error in base data, it is assumed that the market data and government estimates and projections are substantially accurate.

Absorption scenarios are based upon the assumption that a normal economic environment will prevail in a relatively steady state during development of the subject property. Absorption paces are likely to be slower during recessionary periods and faster during periods of recovery and high growth. Absorption scenarios are also predicated on the assumption that the product recommendations will be implemented generally as outlined in this report and that the developer will apply high-caliber design, construction, marketing, and management techniques to the development of the property.

Recommendations are subject to compliance with all applicable regulations. Relevant accounting, tax, and legal matters should be substantiated by appropriate counsel.





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Residential Market Analysis Across the Urban-to-Rural Transect

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