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# METHODOLOGY

## TARGET MARKET TABLES — Appendices One through Four —

### An Analysis of Residential Market Potential Primary and Second / Weekend / Vacation Housing Units

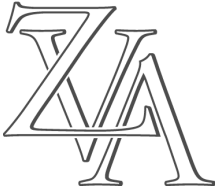
The Greater Downtown Study Area

City of Duluth,  
St. Louis County, Minnesota

May, 2023

Conducted by  
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Residential Market Analysis Across the Urban-to-Rural Transect

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Residential Market Analysis Across the Urban-to-Rural Transect

## METHODOLOGY

### AN ANALYSIS OF RESIDENTIAL MARKET POTENTIAL

#### PRIMARY AND SECOND/WEEKEND/VACATION HOUSING UNITS

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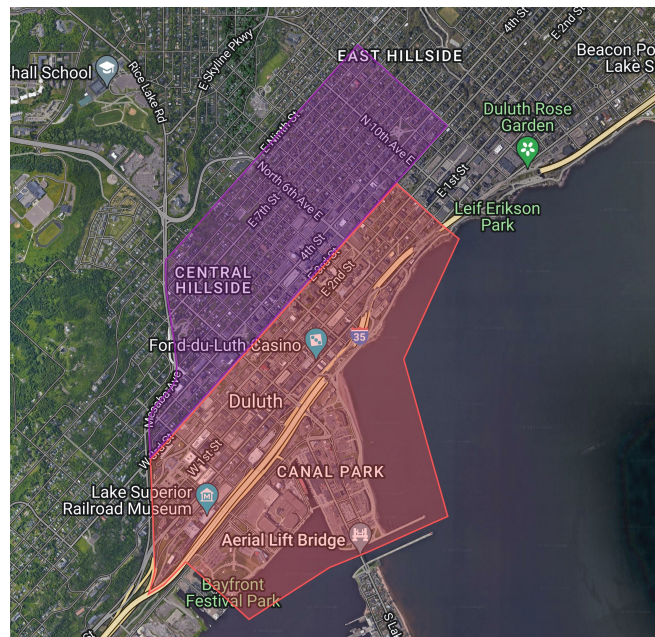
The technical analysis to determine the market potential for new primary and second/vacation/weekend housing units in the Greater Downtown Study Area, City of Duluth, Minnesota included:

- Determination of the draw areas for new and existing primary housing units in the city and the Greater Downtown, based on historical settlement patterns, the most recently available county-to-county migration data from the Internal Revenue Service, and incorporating additional data from the most recent American Community Survey for the City of Duluth and St. Louis County, as well as other market dynamics;
  - Determination of the draw areas for purchasers of second/vacation/weekend housing units within the Greater Downtown, based on historical purchase patterns, driving distance, and other market dynamics;
  - The depth and breadth of the potential primary and second/weekend/vacation housing market by tenure (rental and ownership) and by type (multi-family, single-family attached and detached units);
  - The composition of the potential primary and second/weekend/vacation housing market by lifestyle (empty nesters/retirees, traditional and non-traditional families, younger singles/couples); and
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- The incomes and financial capabilities of the potential primary housing market (income distribution based on HUD’s 2022 income limits for less than 30 percent AMI, between 30 and 60 percent AMI, between 60 and 80 percent AMI, between 80 and 115 percent AMI, and above 115 percent AMI).

The Greater Downtown Study Area encompasses Downtown Duluth, the core of the city, and a portion of the Hillside neighborhood to the north. The Downtown Core is bounded by Mesaba Avenue to the west, 3<sup>rd</sup> Street to the north, 9<sup>th</sup> Avenue to the east, and Lake Superior to the south. The portion of the Hillside neighborhood included in the Greater Downtown Study Area is bounded by 3<sup>rd</sup> Street to the south, Mesaba Avenue to the west, 9<sup>th</sup> Street to the north, and 12<sup>th</sup> Avenue East to the east. (See Greater Downtown Study Area Map *below*.)



GREATER DOWNTOWN STUDY AREA MAP

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#### DELINEATION OF THE DRAW AREAS FOR PRIMARY HOUSING (MIGRATION ANALYSIS)—

Analysis of migration, mobility, demographic and lifestyle characteristics of households currently living within defined draw areas is integral to the determination of the depth and breadth of the potential market for new and existing housing units within the City of Duluth and the Greater Downtown Study Area.

Taxpayer migration data obtained from the Internal Revenue Service provide the framework for the delineation of those draw areas—the principal counties of origin for households that are likely to move to St. Louis County. These data are maintained at the county and “county equivalent” level by the Internal Revenue Service and provide a clear representation of mobility patterns. The IRS household migration data have been supplemented by population migration and mobility data for the city from the most recent American Community Survey.

Historically, American households, more than any other nation’s, have been extraordinarily mobile. In general, household mobility is higher in urban areas; a greater percentage of renters move than owners; and a greater percentage of younger households move than older households. Nationally, one lingering consequence of the Great Recession (officially December, 2007 through June, 2009) has been a considerable reduction in national mobility. According to the American Community Survey, which measures population mobility, just over 22 percent of Duluth’s population either moved within or to the city between 2020 and 2021—a significantly higher mobility rate than the national average of 12.3 percent.

#### Appendix One, Table 1. Migration Trends—

Analysis of St. Louis County migration and mobility patterns from 2016 through 2020—the most recent data available from the Internal Revenue Service—shows that the largest number of households moving to the county over the five-year study period occurred in 2016, when 4,810 households moved in. The lowest total over the study period was 3,655 households in 2018. However, in-migration rose in 2019 and in 2020 exceeded 4,100 households.

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Hennepin County to the south, home to the City of Minneapolis, accounted for between approximately 8.4 and 10.7 percent of household migration into St. Louis County. Douglas County, Wisconsin, directly to the southeast on the other side of the St. Louis Bay, and location of the City of Superior, comprised another 7.3 to 8.8 percent of in-migration. Carlton County, directly adjacent to the southwest, represented another 7.2 to 8.5 percent of the county's in-migration over the study period. Itasca County, directly adjacent to the west, accounted for 3.7 to 4.9 percent of in-migration to St. Louis County. Ramsey County to the south, home to St. Paul, made up another four to 4.4 percent. No other county averaged more than four percent of household migration into St. Louis County (*reference* Appendix One, Table 1).

The number of households moving out of St. Louis County between 2016 and 2020 reached a five-year peak in 2016, with 5,340 out-migrating households. The five-year low, which occurred in 2018, was 3,965 households. Between 9.9 and 11.3 percent of the county's out-migrating households have moved to Hennepin County, nine to 10 percent moved to Douglas County, Wisconsin, 8.6 to 10.1 percent moved to Carlton County, 3.7 and 4.5 percent moved to Itasca County, and between 3.7 to five percent moved to Ramsey County.

Net migration—the difference between the number of households moving into the county and the number moving out—has shown losses throughout the study period. Net losses ranged from a five year high of 530 households in 2016 to a five-year low of just 35 households in 2020.

NOTE: Although net migration provides insights into a county's or city's historical ability to attract or retain households compared to other locations, it is those households likely to move into a county or city (gross in-migration) that represent that county's or city's external market potential.

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Based on the IRS migration data, then, and supplemented by American Community Survey migration and mobility data, the draw areas for the City of Duluth have been determined as follows:

- The local draw area, covering households moving within the City of Duluth.
- The St. Louis County draw area, covering households with the potential to move from the balance of St. Louis County to the city.
- The regional draw area, covering households with the potential to move to the city from the surrounding counties of Carlton and Itasca, Minnesota, and Douglas, Wisconsin.
- The Twin Cities draw area, covering households with the potential to move to Duluth from Hennepin and Ramsey counties, Minnesota.
- The national draw area, covering households with the potential to move to the City of Duluth from all other U.S. cities and counties.

#### Migration Methodology:

County-to-county migration is based on the year-to-year changes in the addresses shown on the population of returns from the Internal Revenue Service Individual Master File system. Data on migration patterns by county, or county equivalent, for the entire United States, include inflows and outflows. The data include the number of returns (which can be used to approximate the number of households), and the median and average incomes reported on the returns. American Community Survey data are also used to clarify migration and mobility patterns for geographic units smaller than the county level.

#### 2023 TARGET MARKET CLASSIFICATION OF CITY AND COUNTY HOUSEHOLDS—

Demographic and geo-demographic data obtained from Claritas, Inc. provide the framework for the categorization of households into groups with common characteristics, not only by lifestage and demographic characteristics, but also by lifestyle preferences and socio-economic factors. An appendix containing detailed descriptions of each of these target market groups is provided along with the study.

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The three main lifestages are:

- Younger singles and couples, largely one- and two-person households with the head of household typically aged between 20 and 40, still comprised mainly of the very large Millennial generation, who were born between 1977 and 1996. The housing and lifestyle choices of the Millennials have had, and will continue to have a profound effect on the nation as a whole and cities in particular. Those in the leading edge of the Zoomers, also known as Generation Z, are now 26 years old and having a noticeable impact on this lifestage’s housing preferences.
- Families, comprising both “traditional” families (married couples with one or more children) and “non-traditional” families (a wide range of family households, from a single parent with one or more children, an adult caring for younger siblings, a grandparent with custody of grandchildren, to an unrelated, same-sex couple with children), still primarily Generation X, born between 1965 and 1976. However, the leading edge Millennials are now in their early to mid 40s, are marrying and having children, and are moving into the family lifestage.
- Empty nesters and retirees, largely one- and two-person households with the head of household typically aged over 50, primarily encompass the Baby Boom generation, born between 1946 and 1964, as well as earlier generations. It is now the third largest generation in America, but as the Boomer generation ages, it will continue to have a significant impact on the nation’s housing, particularly how Baby Boomers manage the consequences of aging. The oldest Generation Xers are now in their mid-fifties, joining the Baby Boomers as empty nesters when their children leave home.

Appendix One, Tables 2 and 3.  
Target Market Classification—

According to Claritas, Inc., an estimated 36,925 households live in the City of Duluth in 2023 (*reference* Appendix One, Table 2). Based on categorization by lifestage, 38.8 percent of the city’s households can be characterized as empty nesters and retirees (represented in 22 of



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Zimmerman/Volk Associates' target market groups). Another 32.7 percent are younger singles and couples (in 12 market groups), and the remaining 28.5 percent are traditional and non-traditional families (in 20 groups).

In 2023, Claritas estimates median household income in the city at \$61,600, approximately 16 percent lower than the national median of \$73,300. The median reported value of owner-occupied dwelling units in the city is estimated at \$207,600, approximately 32 percent lower than the national median home value of \$305,400.

An estimated 86,185 households live in St. Louis County in 2023 (*reference* Appendix One, Table 3). Based on categorization by lifestage, 48.3 percent of the county's households can be characterized as empty nesters and retirees (represented in 22 of Zimmerman/Volk Associates' target market groups). Another 30.1 percent are traditional and non-traditional families (in 20 market groups), and the remaining 21.6 percent are younger singles and couples (in 12 market groups).

In 2023, Claritas estimates median household income in the county at \$66,400, just under eight percent higher than the city's median. The median reported value of owner-occupied dwelling units in the county is estimated at \$204,300, just 1.6 percent lower than the city's median. (The median is the midpoint at which half of the households have higher incomes or home values, and half have lower incomes or lower home values.)

#### Residential Target Market Methodology:

The proprietary residential target market methodology, invented by Zimmerman/Volk Associates in 1988 and continually refined, is an analytical technique, using the PRIZM household clustering system, that establishes the optimum market position for residential development of any property—from a specific site to an entire political jurisdiction—through cluster analysis of households living within designated draw areas. In contrast to conventional supply/demand analysis—which is based on supply-side dynamics and baseline demographic projections—the residential target market analysis establishes the optimum market position derived from the housing and lifestyle preferences

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of households in the draw area and within the framework of the local housing market context. Because it is based on detailed and location-specific household data, the residential target market methodology can establish the optimum market position even in locations where no closely-comparable properties exist.

In the residential target market methodology, clusters of households (usually between 10 and 15) are grouped according to a variety of significant “predictable variables,” ranging from basic demographic characteristics, such as income qualification and age, to less-frequently considered attributes known as “behaviors,” such as mobility rates, lifestage, and lifestyle patterns.

Mobility rates detail how frequently a household moves from one dwelling unit to another.

Lifestage denotes what stage of life the household is in, from initial household formation (typically when a young person moves out of his or her parents’ household into his or her own dwelling unit), through family formation (typically, marriage and children), empty-nesting (after the last adult child has left the household), to retirement (typically, no longer employed full time).

Lifestyle patterns reflect the ways households choose to live, *e.g.*, an urban lifestyle includes residing in a dwelling unit in a city or town, most likely high-density, and implies the ability to walk to more activities and locations than a suburban lifestyle, which is most likely lower-density and typically requires a vehicle to access non-residential locations.

Over the past three decades, Zimmerman/Volk Associates has refined the analysis of these household clusters through the correlation of more than 500 data points related to housing preferences and consumer and lifestyle characteristics.

As a result of this process, Zimmerman/Volk Associates has categorized the housing and neighborhood propensities of 68 target market groups, the most affluent of which can afford the most expensive new ownership units and the least affluent are candidates for the least expensive

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existing rental apartments; a sizable percentage of the latter group require some form of housing assistance.

Once the draw areas for a property have been defined, then—through analysis of historical migration and development trends, and employment and commutation patterns—the households within those areas are quantified using the residential target market methodology. The potential market for new dwelling units is then determined by the correlation of a number of factors, including, but not limited to: household mobility rates; incomes; lifestyle characteristics and housing preferences; the location of the study area; and the current housing market context.

#### DETERMINATION OF THE AVERAGE ANNUAL POTENTIAL PRIMARY HOUSING MARKET FOR THE CITY OF DULUTH (MOBILITY ANALYSIS)—

The mobility tables, individually and in summaries, indicate the annual average number and type of households that have the potential to move within or to the City of Duluth each year over the next five years. The total number of households with the potential to move from each county is derived from historical migration trends; the number of households from each group is calculated from each group's mobility rate.

Appendix One, Table 4.

Internal Mobility (Households Moving within the City of Duluth)—

Zimmerman/Volk Associates integrates U.S. Bureau of the Census data from the American Community Survey with data from Claritas Inc. to determine the number of households in each target market group that will move from one residence to another within a specific area or jurisdiction in a given year (internal mobility).

Based on this analysis, Zimmerman/Volk Associates has determined that an annual average of 4,570 households of all incomes living in the city have the potential to move from one residence to another—rental or ownership, new or resale—within Duluth each year over the next five years.

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An estimated 54.8 percent of these households are likely to be younger singles and couples (in 12 target market groups). Empty nesters and retirees and traditional and non-traditional families are each likely to account for 22.6 percent (in 20 and 19 target market groups respectively).

Appendix One, Table 5.

External Mobility (Households Moving to the City of Duluth from the Balance of St. Louis County)—

The same sources of data are used to determine the number of households in each target market group that will move from the balance of the county to the city.

An annual average of 730 St. Louis County households of all incomes have the potential to move from a residence in the county to a residence in the city each year over the next five years. Empty nesters and retirees and traditional and non-traditional families are each likely to account for 39.7 percent of these households (in 11 and nine market groups respectively), and the remaining 20.6 percent are likely to be younger singles and couples (in four groups).

Appendix One, Table 6, Appendix Two, Tables 1 through 3.

External Mobility (Households Moving to the City of Duluth from Carlton and Itasca Counties, Minnesota, and Douglas County, Wisconsin)—

An annual average of 430 households of all incomes have the potential to move from these three counties to the City of Duluth each year over the next five years. An estimated 44.2 percent of these households are likely to be traditional and non-traditional families (in 10 market groups); another 29.1 percent are likely to be empty nesters and retirees (in 12 groups); and the remaining 26.7 percent are likely to be younger singles and couples (in 10 groups).

Appendix One, Table 7, Appendix Three, Tables 1 and 2.

External Mobility (Households Moving to the City of Duluth from Hennepin and Ramsey Counties, Minnesota)—

An annual average of 480 households of all incomes have the potential to move from these two counties to the City of Duluth each year over the next five years. Approximately 59.4 percent of these households are likely to be younger singles and couples (in 13 market groups); another 20.8

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percent are likely to be empty nesters and retirees (in 12 groups); and the remaining 19.8 percent are likely to be traditional and non-traditional families (in 13 groups).

Appendix One, Table 8.

National Mobility (Households Moving to the City of Duluth from the Balance of the United States)—

An annual average of 1,840 households of all incomes living elsewhere in the United States have the potential to move to a residence in the City of Duluth each year over the next five years.

An estimated 42.2 percent of these households are likely to be younger singles and couples (in all 17 younger market groups); another 34.2 percent are likely to be traditional and non-traditional families (in all 25 family market groups); and the remaining 23.6 percent are likely to be empty nesters and retirees (in all 26 older household groups).

Appendix One, Table 9.

Annual Average Market Potential for the City of Duluth—

Appendix One, Table 9 summarizes Appendix One, Tables 4 through 8. The numbers in the Total column on page one of this table indicate the depth and breadth of the potential market for new and existing dwelling units in the City of Duluth each year over the next five years originating from households living in the designated draw areas. An annual average of 8,050 households of all incomes have the potential to move within or to the city each year over the next five years.

Younger singles and couples are likely to account for 47.5 percent of the annual potential market; followed by another 27.8 percent who are likely to be traditional and non-traditional families; and 24.7 percent who are likely to be empty nesters and retirees.

As derived from the migration and mobility analyses, then, the distribution of the draw areas as a percentage of the annual potential market for new and existing housing units in the City of Duluth is shown on the table following this page.

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Annual Average Market Potential by Draw Area  
*City of Duluth, St. Louis County, Indiana*

City of Duluth:	56.8%
St. Louis County:	9.1%
Regional Draw Area	5.3%
Metropolitan Draw Area:	6.0%
Balance of the U.S.:	<u>22.8%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

DETERMINATION OF THE AVERAGE ANNUAL POTENTIAL PRIMARY HOUSING MARKET FOR THE GREATER DOWNTOWN STUDY AREA—

Appendix One, Table 10.  
 Annual Average Market Potential for the Greater Downtown Study Area—

The annual average potential market for new primary, year-round housing units within the Greater Downtown Study Area includes the same draw areas as for the city as a whole. Zimmerman/Volk Associates uses U.S. Bureau of the Census data, combined with Claritas data, to determine which target market groups, as well as how many households within each group, are likely to move to the Greater Downtown Study Area each year over the next five years. After discounting for those segments of the city’s potential market that have preferences for more rural locations, an annual average of 2,175 households of all incomes have the potential to move to the Greater Downtown Study Area each year over the next five years (*reference* Appendix One, Table 10).

Younger singles and couples are likely to account for 59.6 percent of the annual potential market; another 27.1 percent are likely to be empty nesters and retirees; and just 13.3 percent are likely to be traditional and non-traditional families.

As derived from the migration and mobility analyses, then, the distribution of the draw areas as a percentage of the annual potential market for new and existing housing units in the Greater Downtown Study Area is shown on the table following this page.

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Annual Average Market Potential by Draw Area  
 Primary Housing  
 GREATER DOWNTOWN STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

City of Duluth:	55.9%
St. Louis County:	1.6%
Regional Draw Area	2.5%
Metropolitan Draw Area:	12.9%
Balance of the U.S.:	<u>27.1%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

The income limits in the Duluth, MN-WI MSA by household size and percent of median family income based on the area median family income (AMI), which, as determined by the U.S. Department of Housing and Urban Development (HUD) in 2022, is \$89,000 for a family of four, are shown on the following table:

Fiscal Year 2022 Income Limits  
 City of Duluth, St. Louis County, Minnesota

NUMBER OF PERSONS IN HOUSEHOLD	EXTREMELY LOW 30% OF MEDIAN	VERY LOW 50% OF MEDIAN	LOW 80% OF MEDIAN
One	\$17,950	\$29,900	\$47,800
Two	\$20,500	\$34,150	\$54,600
Three	\$23,050	\$38,400	\$61,450
Four	\$27,750	\$42,650	\$68,250
Five	\$32,470	\$46,100	\$73,750
Six	\$37,190	\$49,500	\$79,200
Seven	\$41,910	\$52,900	\$84,650
Eight	\$46,630	\$56,300	\$90,100

SOURCE: U.S. Department of Housing and Urban Development, 2022.

This study is examining the incomes and financial capabilities of the potential housing market based on income distributions at less than 30 percent AMI, between 30 and 60 percent AMI, between 60 and 80 percent AMI, between 80 and 115 percent AMI, and above 115 percent AMI. The incomes of households at 60 and 115 percent of median are shown on the table following this page.

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Additional Income Limits  
City of Duluth, St. Louis County, Minnesota

NUMBER OF PERSONS IN HOUSEHOLD	60% OF MEDIAN	115% OF MEDIAN
One	\$35,850	\$71,650
Two	\$41,000	\$81,900
Three	\$46,100	\$92,150
Four	\$51,200	\$102,350
Five	\$55,300	\$110,550
Six	\$59,400	\$118,750
Seven	\$63,500	\$126,950
Eight	\$67,600	\$135,150

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

DETERMINATION OF THE AVERAGE ANNUAL POTENTIAL PRIMARY HOUSING MARKET FOR THE DOWNTOWN CORE STUDY AREA—

Appendix One, Table 11 through 18.  
Annual Average Market Potential for the Downtown Core Study Area—

Zimmerman/Volk Associates uses the same sources of data as for the Greater Downtown Study Area to determine which target market groups, and how many households within each group, are likely to move to the Downtown Core Study Area each year over the next five years. After filtering for target groups that would consider living in higher density neighborhoods, and discounting groups that would prefer more suburban or rural locations, an annual average of 1,695 households of all incomes have the potential to move within or to the Downtown Core Study Area each year over the next five years (reference Appendix One, Table 11).

Younger singles and couples are likely to account for 62.3 percent of the annual potential market; another 28.3 percent are likely to be empty nesters and retirees; and just 9.4 percent are likely to be traditional and non-traditional families.

The distribution of the draw areas as a percentage of the annual potential market for new and existing housing units in the Downtown Core Study Area is shown on the table following this page.



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Annual Average Market Potential by Draw Area  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

City of Duluth:	53.4%
St. Louis County:	0.6%
Regional Draw Area	2.7%
Metropolitan Draw Area:	14.7%
Balance of the U.S.:	<u>28.6%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

The annual average 1,695 draw area households of all incomes that have the potential to move to the Downtown Core Study Area each year over the next five years have been categorized by tenure propensities to determine renter/owner ratios. An estimated 61.5 percent of these households (or 1,043 households) comprise the average annual potential market for new and existing rental units in the Downtown Core. The remaining 38.5 percent (or 652 households) comprise the average annual potential market for new and existing for-sale (ownership) housing units (*reference* Appendix One, Table 12).

Of the 652 buyer households, 23 percent (or 150 households) comprise the average annual market for new and existing multi-family for-sale units (condominium apartments) in the Downtown Core; another 24.4 percent (159 households) comprise the annual market for new and existing attached single-family for-sale units (rowhouse/townhouse/duplex); and 52.6 percent (343 households) comprise the annual market for new and existing single-family detached for-sale houses in the Downtown Core Study Area (*see* Appendix One, Table 13).

RENTER HOUSEHOLD DISTRIBUTION

The 1,043 households that comprise the annual potential renter market have been grouped by income, using the income limits shown on the preceding area median income tables, as shown on the table following this page (*see* Appendix One, Table 14).

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All Renter Households By Income  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	210	20.1%
Between 30% and 60% AMI	204	19.6%
Between 60% and 80% AMI	118	11.3%
Between 80% and 115% AMI	176	16.9%
Above 115% AMI	<u>335</u>	<u>32.1%</u>
Total:	1,043	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

BUYER HOUSEHOLD DISTRIBUTION

These 652 buyer households have also been grouped by income, as detailed on the following table (see Appendix One, Table 15):

Buyer Households By Income  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	100	15.3%
Between 30% and 60% AMI	113	17.4%
Between 60% and 80% AMI	75	11.5%
Between 80% and 115% AMI	64	9.8%
Above 115% AMI	<u>300</u>	<u>46.0%</u>
Total:	652	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 652 potential buyer households, 150 households (23 percent) comprise the market for new and existing multi-family for-sale units (condominium/cooperative lofts/apartments) in the Downtown Core and have also been grouped by income as shown on the table following this page (see Appendix One, Table 16).

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Multi-Family Buyer Households By Income  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30 AMI	27	18.0%
Between 30% and 60% AMI	27	18.0%
Between 60% and 80% AMI	18	12.0%
Between 80% and 115% AMI	26	17.3%
Over 115% AMI	<u>52</u>	<u>34.7%</u>
Total:	150	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 652 potential buyer households, 159 households (24.4 percent) comprise the market for new and existing single-family attached for-sale units (duplexes/triplexes/rowhouses/townhouses) in the Downtown Core Study Area and have also been grouped by income as shown on the following table (*see Appendix One, Table 17*):

Single-Family Attached Buyer Households By Income  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	27	17.0%
Between 30% and 60% AMI	30	18.9%
Between 60% and 80% AMI	17	10.7%
Between 80% and 115% AMI	26	16.3%
Over 115% AMI	<u>59</u>	<u>37.1%</u>
Total:	159	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 652 potential buyer households, 343 households (52.6 percent) comprise the market for new and existing single-family detached for-sale units (detached houses) and have also been grouped by income, as detailed on the table following this page (*see Appendix One, Table 18*).

The Greater Downtown Study Area  
 City of Duluth, St. Louis County, Minnesota  
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Single-Family Detached Buyer Households By Income  
 Primary Housing  
 DOWNTOWN CORE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	46	13.4%
Between 30% and 60% AMI	56	16.3%
Between 60% and 80% AMI	40	11.7%
Between 80% and 115% AMI	60	17.5%
Over 115% AMI	<u>141</u>	<u>41.1%</u>
Total:	343	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

DETERMINATION OF THE AVERAGE ANNUAL POTENTIAL PRIMARY HOUSING MARKET FOR THE HILLSIDE STUDY AREA—

Appendix One, Table 19 through 26.  
 Annual Average Market Potential for the Hillside Study Area—

Zimmerman/Volk Associates uses the same sources of data as for the other study areas to determine which target market groups, and how many households within each group, are likely to move to the Hillside Study Area each year over the next five years. After discounting groups that would prefer more rural locations, an annual average of 1,205 households of all incomes have the potential to move within or to the Hillside Study Area each year over the next five years (*reference* Appendix One, Table 19).

Younger singles and couples are likely to account for 49.4 percent of the annual potential market; another 28.6 percent are likely to be empty nesters and retirees; and just 22 percent are likely to be traditional and non-traditional families.

The distribution of the draw areas as a percentage of the annual potential market for new and existing housing units in the Hillside Study Area is shown on the table following this page.

The Greater Downtown Study Area  
City of Duluth, St. Louis County, Minnesota  
May, 2023

Annual Average Market Potential by Draw Area  
Primary Housing  
HILLSIDE STUDY AREA  
City of Duluth, St. Louis County, Minnesota

City of Duluth:	54.4%
St. Louis County:	2.9%
Regional Draw Area	2.9%
Metropolitan Draw Area:	9.5%
Balance of the U.S.:	<u>30.3%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

The annual average 1,205 draw area households of all incomes that have the potential to move to the Hillside Study Area each year over the next five years have been categorized by tenure propensities to determine renter/owner ratios. An estimated 50.3 percent of these households (or 606 households) comprise the average annual potential market for new and existing rental units in the Hillside Study Area. The remaining 49.7 percent (or 599 households) comprise the average annual potential market for new and existing for-sale (ownership) housing units (*reference* Appendix One, Table 20).

Of the 599 buyer households, 16.2 percent (or 97 households) comprise the average annual market for new and existing multi-family for-sale units (condominium apartments) in the Hillside Study Area; another 19.9 percent (119 households) comprise the annual market for new and existing attached single-family for-sale units (rowhouse/townhouse/duplex); and 63.9 percent (383 households) comprise the annual market for new and existing single-family detached for-sale houses in the Hillside Study Area (*see* Appendix One, Table 21).

RENTER HOUSEHOLD DISTRIBUTION

The 606 households that comprise the annual potential renter market have been grouped by income, using the same income limits previously detailed, as shown on the table following this page (*see* Appendix One, Table 22).

The Greater Downtown Study Area  
 City of Duluth, St. Louis County, Minnesota  
 May, 2023

All Renter Households By Income  
 Primary Housing  
 HILLSIDE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	110	18.2%
Between 30% and 60% AMI	113	18.6%
Between 60% and 80% AMI	68	11.2%
Between 80% and 115% AMI	109	18.0%
Above 115% AMI	<u>206</u>	<u>34.0%</u>
Total:	606	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

BUYER HOUSEHOLD DISTRIBUTION

The 599 buyer households have also been grouped by income, as detailed on the following table (*see* Appendix One, Table 23):

Buyer Households By Income  
 Primary Housing  
 HILLSIDE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	70	11.7%
Between 30% and 60% AMI	88	14.7%
Between 60% and 80% AMI	57	9.5%
Between 80% and 115% AMI	51	8.5%
Above 115% AMI	<u>333</u>	<u>55.6%</u>
Total:	599	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 599 potential buyer households, 97 households (16.2 percent) comprise the market for new and existing multi-family for-sale units (condominium/cooperative lofts/apartments) in the Hillside Study Area and have also been grouped by income as shown on the table following this page (*see* Appendix One, Table 24).

The Greater Downtown Study Area  
 City of Duluth, St. Louis County, Minnesota  
 May, 2023

Multi-Family Buyer Households By Income  
 Primary Housing  
 HILLSIDE STUDY AREA  
*City of Duluth, St. Louis County, Minnesota*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30 AMI	11	11.3%
Between 30% and 60% AMI	15	15.5%
Between 60% and 80% AMI	7	7.2%
Between 80% and 115% AMI	17	17.5%
Over 115% AMI	<u>47</u>	<u>48.5%</u>
Total:	97	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 599 potential buyer households, 119 households (19.9 percent) comprise the market for new and existing single-family attached for-sale units (duplexes/triplexes/rowhouses/townhouses) in the Hillside Study Area and have also been grouped by income as shown on the following table (*see* Appendix One, Table 25):

Single-Family Attached Buyer Households By Income  
 Primary Housing  
 HILLSIDE STUDY AREA  
*City of Duluth, St. Louis County, Minnesota*

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	16	13.4%
Between 30% and 60% AMI	19	16.0%
Between 60% and 80% AMI	13	10.9%
Between 80% and 115% AMI	21	17.7%
Over 115% AMI	<u>50</u>	<u>42.0%</u>
Total:	119	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 599 potential buyer households, 383 households (63.9 percent) comprise the market for new and existing single-family detached for-sale units (detached houses) and have also been grouped by income, as detailed on the table following this page (*see* Appendix One, Table 26).

The Greater Downtown Study Area  
 City of Duluth, St. Louis County, Minnesota  
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Single-Family Detached Buyer Households By Income  
 Primary Housing  
 HILLSIDE STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

INCOME BAND	NUMBER OF HOUSEHOLDS	PERCENTAGE
Below 30% AMI	43	11.2%
Between 30% and 60% AMI	54	14.1%
Between 60% and 80% AMI	37	9.7%
Between 80% and 115% AMI	66	17.2%
Over 115% AMI	<u>183</u>	<u>47.8%</u>
Total:	383	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

DELINEATION OF THE DRAW AREAS FOR SECOND/WEEKEND/VACATION HOUSING—

The principal draw areas of the potential market for second/vacation/weekend housing within the Greater Downtown have been established based on historical parcel sales data to determine the location of primary residence.

Appendix Four, Table 1.  
 Annual Second/Weekend/Vacation Unit Sales—

Zimmerman/Volk Associates analyzed parcel data from the St. Louis County Assessor for the City of Duluth from 2018 through 2022 detailing the second/weekend/vacation unit sales in the City of Duluth to out-of-county buyers. Of the transactions recorded, 17.8 to 25.6 percent of sales were made to residents of Hennepin County; 3.9 to 9.3 percent of sales were made to residents of Ramsey County; 3.2 to 8.7 percent were made to buyers from Washington County; three to 7.1 percent to Dakota County purchasers; and another 1.8 to 7.1 percent of Duluth units were sold to residents of Douglas County, Wisconsin.

The draw areas for potential buyers of second/weekend/vacation units have therefore been derived from these historical sales data. In addition, and also based on the current out-of-county ownership of parcels, a substantial potential market lives outside the draw areas detailed above. The principal



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draw areas for buyers of second/weekend/vacation units in the Greater Downtown Study Area have therefore been delineated as follows:

- Hennepin County;
- Ramsey County;
- Washington County;
- Dakota County, Minnesota; and
- Other counties in the United States.

#### 2023 TARGET MARKET CLASSIFICATIONS OF HENNEPIN, RAMSEY, WASHINGTON, AND DAKOTA COUNTIES—

As in the analysis of primary housing, demographic and geo-demographic data obtained from Claritas, Inc. provide the framework for the categorization of draw area households, not only by lifestage and demographic characteristics, but also by lifestyle preferences and socio-economic factors.

#### Appendix Four, Tables 2 through 5. Target Market Classifications—

According to Claritas, Inc., an estimated 528,495 households live in Hennepin County in 2023. Median income in the county is estimated at \$91,400, approximately 25 percent higher than the national median of \$73,300. The median reported value of owner-occupied dwelling units in Hennepin County is estimated at \$379,600, just under 25 percent higher than the national median of \$305,400 (*reference* Appendix Four, Table 2).

As characterized by lifestage, 37.5 percent of Hennepin County's households are traditional and non-traditional families (represented in 24 of Zimmerman/Volk Associates' target market groups). Another 32 percent are empty nesters and retirees (in 25 target market groups), and the remaining 30.5 percent are younger singles and couples (in all 17 groups).

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In 2023, an estimated 215,560 households live in Ramsey County. Median income in the county is estimated at \$75,000, just over two percent higher than the national median of \$73,300. The median reported value of owner-occupied dwelling units in Ramsey County is estimated at \$308,000, just under one percent higher than the national median of \$305,400 (*reference* Appendix Four, Table 3).

By lifestage, 35.2 percent of Ramsey County's households are traditional and non-traditional families (represented in 20 family target market groups). Another 34 percent are younger singles and couples (in 14 younger target market groups), and the remaining 30.8 percent are empty nesters and retirees (in 21 older target market groups).

An estimated 102,895 households live in Washington County. Median income in the county is estimated at \$109,200, just under 49 percent higher than the national median of \$73,300. The median reported value of owner-occupied dwelling units in Washington County is estimated at \$392,700, just under 29 percent higher than the national median (*reference* Appendix Four, Table 4).

As characterized by lifestage, 50.7 percent of Washington County's households are traditional and non-traditional families (represented in 20 family groups). Another 40.4 percent are empty nesters and retirees (in 21 older groups), and the remaining 8.9 percent are younger singles and couples (in 11 younger groups).

According to Claritas, an estimated 170,780 households live in Dakota County in 2023. Median income in the county is estimated at \$98,900, just under 35 percent higher than the national median of \$73,300. The median reported value of owner-occupied dwelling units in Dakota County is estimated at \$361,900, just 18.5 percent higher than the national median of \$305,400 (*reference* Appendix Four, Table 5).

By lifestage, 48.2 percent of Dakota County's households are traditional and non-traditional families (represented in 21 family groups). Another 36.5 percent are empty nesters and retirees (in 22 older groups), and the remaining 15.3 percent are younger singles and couples (in 12 younger groups).

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DETERMINATION OF THE AVERAGE ANNUAL MARKET POTENTIAL FOR SECOND/WEEKEND/VACATION HOUSING UNITS IN THE CITY OF DULUTH—

Zimmerman/Volk Associates integrated data from the St. Louis County Assessor with data from Claritas, Inc and the U.S. Bureau of the Census data from the American Community Survey to determine the purchase propensity rates for second/weekend/vacation housing. As outlined above, the representative draw areas for second home buyers in the City of Duluth would be Hennepin, Ramsey, Washington, Dakota, and other counties in the U.S. Potential households in the draw areas have been qualified by market groups with median home values over \$350,000.

Appendix Four, Tables 6 through 10.

Annual Average Market Potential for Second/Weekend/Vacation Units in the City of Duluth—

In the City of Duluth, an estimated 37 households from Hennepin County have the potential to purchase second/weekend/vacation units each year over the next five years (*reference* Appendix Four, Table 6). Among households qualified by income, home value, and second homeownership propensities, approximately 54.1 percent of households are likely to be empty nesters and retirees (in eight market groups); another 29.7 percent are likely to be traditional and non-traditional families (in six groups); and the remaining 16.2 percent are likely to be younger singles and couples (in four groups).

An estimated 16 households from Ramsey County have the potential to purchase second/weekend/vacation units in the City of Duluth each year over the next five years (*reference* Appendix Four, Table 7). After qualifying those households, approximately 56 percent would be empty nesters and retirees (in five market groups); another 31.3 percent are likely to be traditional and non-traditional families (in two groups); and the remaining 12.5 percent are likely to be younger singles and couples (also in two groups).

An estimated 10 households from Washington County have the potential to purchase second/weekend/vacation units in the City of Duluth each year over the next five years (*reference* Appendix Four, Table 8). After filtering those households by income, home value, and second

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homeownership propensities, 60 percent of these households would be empty nesters and retirees (in six market groups); and the remaining 40 percent are likely to be traditional and non-traditional families (in three groups).

An estimated nine households from Dakota County have the potential to purchase second/weekend/vacation units in the City of Duluth each year over the next five years (*reference* Appendix Four, Table 9). Two-thirds of these households would be empty nesters and retirees (in four market groups); and the remaining third are likely to be traditional and non-traditional families (in three groups).

Among the remaining counties of the U.S., 102 qualified households have the potential to purchase second/weekend/vacation units in the City of Duluth each year over the next five years (*reference* Appendix Four, Table 10). An estimated 59.8 percent of these households are likely to be empty nesters and retirees (in 10 older market groups); another 31.4 percent are likely to be traditional and non-traditional families (in nine family market groups); and the remaining 8.8 percent are likely to be younger singles and couples (in five younger household groups).

Appendix Four, Table 11.

Annual Average Market Potential for Second/Weekend/Vacation Units in the City of Duluth—

Appendix Four, Table 11 summarizes Appendix Four, Tables 6 through 10. Empty nesters and retirees are likely to account for approximately 58.6 percent of the potential market for second/weekend/vacation units (in 10 older groups); followed by another 31.6 percent who are likely to be traditional and non-traditional families (in nine family groups); and nearly 10 percent who are likely to be younger singles and couples (in five younger groups).

The annual average market potential for second/weekend/vacation units by draw area in the City of Duluth is shown on the table following this page.

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Annual Average Market Potential by Draw Area  
 Second/Vacation/Weekend Units  
 THE CITY OF DULUTH  
*St. Louis County, Minnesota*

Hennepin County:	21.3%
Ramsey County:	9.2%
Washington County:	5.7%
Dakota County:	5.2%
Other Counties.:	<u>58.6%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

DETERMINATION OF THE AVERAGE ANNUAL MARKET POTENTIAL FOR  
 SECOND/WEEKEND/VACATION UNITS IN THE GREATER DOWNTOWN STUDY AREA—

Appendix Four, Table 12.

Annual Average Market Potential for Second/Weekend/Vacation Units in the Greater Downtown Study Area—

As determined by the target market methodology, then, an annual average of 110 of the 174 households that represent the annual average market for second/weekend/vacation units in the City of Duluth are a market for second/weekend/vacation units in the Greater Downtown Study Area. Empty nesters and retirees are likely to account for approximately 58 percent of the annual market potential (in 10 older groups); followed by 30.9 percent who are likely to be traditional and non-traditional families (in nine family groups); and 10.9 percent who are likely to be younger singles and couples (in five younger groups).

The annual average market potential for second/weekend/vacation units by draw area in the Greater Downtown Study Area is shown on the table following this page.

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Annual Average Market Potential by Draw Area  
 Second/Vacation/Weekend Units  
 THE GREATER DOWNTOWN STUDY AREA  
 City of Duluth, St. Louis County, Minnesota

Hennepin County:	21.8%
Ramsey County:	10.0%
Washington County:	8.2%
Dakota County:	7.3%
Other Counties.:	<u>52.7%</u>
Total:	100.0%

SOURCE: Zimmerman/Volk Associates, Inc., 2023.

Of the 110 second/vacation/weekend buyer households, 25.5 percent (or 28 households) would prefer multi-family units (condominiums); another 12.7 percent (14 households) would prefer attached single-family (rowhouse/townhouse/duplex) units; and 61.8 percent (68 households) would prefer single-family detached houses (*reference* Appendix Four, Table 13).

—Target Market Data—

Target market data are based on the PRIZM household clustering system developed by Claritas, Inc., and modified and augmented by Zimmerman/Volk Associates as the basis for its proprietary residential target market methodology. Target market data provides the number of households by cluster aggregated into the three main demographic categories—empty nesters and retirees; traditional and non-traditional families; and younger singles and couples.

Zimmerman/Volk Associates’ target market classifications are updated annually to reflect the slow, but relentless change in the composition of American households. Because of the nature of geo-demographic segmentation, a change in household classification is directly correlated with a change in geography, *i.e.*—a move from one neighborhood condition to another. However, these changes of classification can also reflect an alteration in one or more of three additional basic characteristics:

- Age;
- Household composition; and/or
- Economic status.

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Age, of course, is the most predictable, and easily-defined of these changes. Household composition has also been relatively easy to define; recently, with the growth of non-traditional households, however, definitions of a family have had to be expanded and parsed into more highly-refined segments. Economic status remains clearly defined through measures of annual income and household wealth.

A change in classification is rarely induced by a change in just one of the four basic characteristics. This is one reason that the target household categories are so highly refined: they take in multiple characteristics. Even so, there are some rough equivalents in household types as they move from one neighborhood condition to another. There is, for example, a correlation between *Full-Nest Suburbanites* and *Full-Nest Exurbanites*; if a *Full-Nest Suburbanite* household moves to the exurbs, they become a *Full-Nest Exurbanite* household, if the move is not accompanied by a significant change in socio-economic status. In contrast, if a *Full-Nest Suburbanite* household moves within the metropolitan suburbs, and also improves their socio-economic standing, that household would likely be characterized as *Nouveau Money* or *Corporate Establishment*.

#### Household Classification Methodology:

Household classifications were originally based on the PRIZM geo-demographic segmentation system that was established by Claritas in 1974 and then replaced by PRIZM NE clustering system in 2005. The PRIZM PREMIER system now in place was updated in 2016 to include 68 household groups, each ranging between one and two and a half million households. The revised household classifications are based on PRIZM which was developed through unique classification and regression trees delineating 68 specific clusters of American households. The system is now accurate to the individual household level, adding self-reported and list-based household data to geo-demographic information. The process applies hundreds of demographic variables to nearly 10,000 “behaviors.”

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Over the past 35 years, Zimmerman/Volk Associates has augmented the PRIZM cluster systems for use within the company's proprietary residential target market methodology specific to housing and neighborhood preferences, with additional algorithms, correlation with geo-coded consumer data, aggregation of clusters by broad household definition, and unique cluster names.





## Appendix One Tables



**Gross Annual Household In-Migration***St. Louis County, Minnesota***2016, 2017, 2018, 2019, 2020**

County of Origin	..... 2016 .....		..... 2017 .....		..... 2018 .....		..... 2019 .....		..... 2020 .....	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Hennepin	435	9.0%	320	8.4%	335	9.2%	400	10.2%	440	10.7%
Douglas, WI	380	7.9%	335	8.8%	265	7.3%	300	7.6%	305	7.4%
Carlton	360	7.5%	295	7.8%	310	8.5%	330	8.4%	295	7.2%
Itasca	185	3.8%	140	3.7%	145	4.0%	165	4.2%	200	4.9%
Ramsey	210	4.4%	150	4.0%	145	4.0%	170	4.3%	180	4.4%
Anoka	125	2.6%	85	2.2%	100	2.7%	100	2.5%	110	2.7%
Dakota	110	2.3%	90	2.4%	95	2.6%	125	3.2%	105	2.6%
Lake	145	3.0%	115	3.0%	95	2.6%	105	2.7%	80	1.9%
Washington	70	1.5%	60	1.6%	50	1.4%	60	1.5%	60	1.5%
Stearns	80	1.7%	40	1.1%	55	1.5%	45	1.1%	60	1.5%
Maricopa, AZ	45	0.9%	35	0.9%	40	1.1%	30	0.8%	45	1.1%
Sherburne	40	0.8%	30	0.8%	30	0.8%	25	0.6%	45	1.1%
Crow Wing	50	1.0%	45	1.2%	50	1.4%	45	1.1%	45	1.1%
Olmsted	35	0.7%	30	0.8%	35	1.0%	40	1.0%	40	1.0%
Scott	40	0.8%	25	0.7%	25	0.7%	25	0.6%	40	1.0%
Beltrami	50	1.0%	45	1.2%	35	1.0%	45	1.1%	40	1.0%
Chisago	25	0.5%	25	0.7%	0	0.0%	30	0.8%	40	1.0%
Pine	35	0.7%	35	0.9%	35	1.0%	40	1.0%	35	0.9%
Wright	30	0.6%	40	1.1%	0	0.0%	35	0.9%	35	0.9%
Cass, ND	30	0.6%	50	1.3%	35	1.0%	30	0.8%	30	0.7%
Cook, IL	35	0.7%	30	0.8%	25	0.7%	30	0.8%	25	0.6%
Carver	25	0.5%	0	0.0%	0	0.0%	20	0.5%	25	0.6%
Koochiching	40	0.8%	30	0.8%	35	1.0%	20	0.5%	25	0.6%
All Other Counties	2,230	46.4%	1,740	45.9%	1,715	46.9%	1,715	43.6%	1,805	43.9%
<b>Total In-Migration:</b>	<b>4,810</b>	<b>100.0%</b>	<b>3,790</b>	<b>100.0%</b>	<b>3,655</b>	<b>100.0%</b>	<b>3,930</b>	<b>100.0%</b>	<b>4,110</b>	<b>100.0%</b>

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;  
Zimmerman/Volk Associates, Inc.

**Gross Annual Household Out-Migration**

*St. Louis County, Minnesota*  
**2016, 2017, 2018, 2019, 2020**

Destination County	..... 2016 .....		..... 2017 .....		..... 2018 .....		..... 2019 .....		..... 2020 .....	
	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>	<i>Number</i>	<i>Share</i>
Hennepin	555	10.4%	420	10.2%	450	11.3%	430	10.0%	410	9.9%
Douglas, WI	490	9.2%	385	9.3%	395	10.0%	385	9.0%	395	9.5%
Carlton	500	9.4%	390	9.5%	340	8.6%	385	9.0%	420	10.1%
Itasca	195	3.7%	160	3.9%	145	3.7%	195	4.5%	175	4.2%
Ramsey	250	4.7%	205	5.0%	190	4.8%	185	4.3%	155	3.7%
Anoka	135	2.5%	100	2.4%	105	2.6%	95	2.2%	110	2.7%
Dakota	160	3.0%	110	2.7%	115	2.9%	115	2.7%	95	2.3%
Lake	125	2.3%	110	2.7%	90	2.3%	105	2.4%	80	1.9%
Washington	100	1.9%	75	1.8%	70	1.8%	75	1.7%	80	1.9%
Stearns	60	1.1%	35	0.8%	35	0.9%	45	1.0%	40	1.0%
Maricopa, AZ	65	1.2%	55	1.3%	50	1.3%	50	1.2%	40	1.0%
Sherburne	30	0.6%	35	0.8%	20	0.5%	30	0.7%	25	0.6%
Crow Wing	55	1.0%	50	1.2%	40	1.0%	50	1.2%	40	1.0%
Olmsted	40	0.7%	35	0.8%	35	0.9%	30	0.7%	35	0.8%
Scott	40	0.7%	35	0.8%	20	0.5%	25	0.6%	0	0.0%
Beltrami	35	0.7%	35	0.8%	30	0.8%	25	0.6%	30	0.7%
Chisago	25	0.5%	20	0.5%	0	0.0%	25	0.6%	25	0.6%
Pine	50	0.9%	20	0.5%	30	0.8%	45	1.0%	40	1.0%
Wright	30	0.6%	30	0.7%	40	1.0%	30	0.7%	30	0.7%
Cass, ND	35	0.7%	0	0.0%	25	0.6%	20	0.5%	30	0.7%
Cook, IL	30	0.6%	0	0.0%	25	0.6%	25	0.6%	25	0.6%
Carver	25	0.5%	30	0.7%	20	0.5%	25	0.6%	0	0.0%
Koochiching	30	0.6%	30	0.7%	0	0.0%	25	0.6%	25	0.6%
All Other Counties	2,280	42.7%	1,755	42.6%	1,695	42.7%	1,880	43.7%	1,840	44.4%
<b>Total Out-Migration:</b>	<b>5,340</b>	<b>100.0%</b>	<b>4,120</b>	<b>100.0%</b>	<b>3,965</b>	<b>100.0%</b>	<b>4,300</b>	<b>100.0%</b>	<b>4,145</b>	<b>100.0%</b>

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;  
 Zimmerman/Volk Associates, Inc.

**Net Annual Household Migration***St. Louis County, Minnesota***2016, 2017, 2018, 2019, 2020**

County	..... 2016 .....	..... 2017 .....	..... 2018 .....	..... 2019 .....	..... 2020 .....
	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Hennepin	-120	-100	-115	-30	30
Douglas, WI	-110	-50	-130	-85	-90
Carlton	-140	-95	-30	-55	-125
Itasca	-10	-20	0	-30	25
Ramsey	-40	-55	-45	-15	25
Anoka	-10	-15	-5	5	0
Dakota	-50	-20	-20	10	10
Lake	20	5	5	0	0
Washington	-30	-15	-20	-15	-20
Stearns	20	5	20	0	20
Maricopa, AZ	-20	-20	-10	-20	5
Sherburne	10	-5	10	-5	20
Crow Wing	-5	-5	10	-5	5
Olmsted	-5	-5	0	10	5
Scott	0	-10	5	0	40
Beltrami	15	10	5	20	10
Chisago	0	5	0	5	15
Pine	-15	15	5	-5	-5
Wright	0	10	-40	5	5
Cass, ND	-5	50	10	10	0
Cook, IL	5	30	0	5	0
Carver	0	-30	-20	-5	25
Koochiching	10	0	35	-5	0
All Other Counties	-50	-15	20	-165	-35
<b>Total Net Migration:</b>	<b>-530</b>	<b>-330</b>	<b>-310</b>	<b>-370</b>	<b>-35</b>

NOTE: All numbers have been rounded to the nearest five.

SOURCE: Internal Revenue Service;  
Zimmerman/Volk Associates, Inc.

## 2023 Household Classification by Market Groups

*City of Duluth, St. Louis County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>14,325</b>	<b>38.8%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	4,160	11.3%
<i>Metropolitan Suburbs</i>	3,500	9.5%
<i>Town &amp; Country/Exurbs</i>	6,665	18.1%
<b>Traditional &amp; Non-Traditional Families</b>	<b>10,510</b>	<b>28.5%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,250	6.1%
<i>Metropolitan Suburbs</i>	3,730	10.1%
<i>Town &amp; Country/Exurbs</i>	4,530	12.3%
<b>Younger Singles &amp; Couples</b>	<b>12,090</b>	<b>32.7%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5,955	16.1%
<i>Metropolitan Suburbs</i>	4,240	11.5%
<i>Town &amp; Country/Exurbs</i>	1,895	5.1%
<b>Total:</b>	<b>36,925</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$61,600</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$207,600</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

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

## 2023 Household Classification by Market Groups

*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>14,325</b>	<b>38.8%</b>		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	630	1.7%	\$90,300	\$248,600
Blue-Collar Retirees	1,480	4.0%	\$56,500	\$129,200
Middle-Class Move-Downs	660	1.8%	\$54,500	\$148,800
Hometown Seniors	305	0.8%	\$38,900	\$85,000
Second City Seniors	1,085	2.9%	\$34,300	\$119,000
<i>Subtotal:</i>	<u>4,160</u>	<u>11.3%</u>		
<i>Metropolitan Suburbs</i>				
The One Percenters	200	0.5%	\$168,900	\$591,400
Old Money	150	0.4%	\$165,700	\$703,900
Affluent Empty Nesters	390	1.1%	\$134,400	\$458,900
Suburban Establishment	680	1.8%	\$110,600	\$327,700
Mainstream Empty Nesters	1,110	3.0%	\$73,700	\$194,100
Middle-American Retirees	970	2.6%	\$72,800	\$190,400
<i>Subtotal:</i>	<u>3,500</u>	<u>9.5%</u>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	700	1.9%	\$127,600	\$429,000
Pillars of the Community	1,340	3.6%	\$98,500	\$251,700
New Empty Nesters	115	0.3%	\$103,600	\$365,900
Traditional Couples	1,165	3.2%	\$98,900	\$285,000
RV Retirees	30	0.1%	\$79,700	\$194,200
Country Couples	880	2.4%	\$72,900	\$184,000
Hometown Retirees	60	0.2%	\$63,500	\$136,500
Heartland Retirees	20	0.1%	\$61,800	\$170,300
Village Elders	965	2.6%	\$50,700	\$131,200
Small-Town Seniors	1,275	3.5%	\$49,200	\$113,900
Back Country Seniors	115	0.3%	\$45,200	\$96,800
<i>Subtotal:</i>	<u>6,665</u>	<u>18.1%</u>		

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

## 2023 Household Classification by Market Groups

*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>10,510</b>	<b>28.5%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	920	2.5%	\$105,200	\$327,600
Multi-Ethnic Families	10	0.0%	\$79,300	\$222,700
Uptown Families	760	2.1%	\$73,900	\$204,400
In-Town Families	0	0.0%		
New American Strivers	560	1.5%	\$44,500	\$132,000
<i>Subtotal:</i>	<u>2,250</u>	<u>6.1%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	125	0.3%	\$174,200	\$537,800
Nouveau Money	500	1.4%	\$131,200	\$392,100
Button-Down Families	1,395	3.8%	\$115,000	\$331,600
Fiber-Optic Families	475	1.3%	\$102,400	\$259,900
Late-Nest Suburbanites	495	1.3%	\$90,900	\$322,700
Full-Nest Suburbanites	305	0.8%	\$85,400	\$289,900
Kids 'r' Us	435	1.2%	\$78,500	\$211,100
<i>Subtotal:</i>	<u>3,730</u>	<u>10.1%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	125	0.3%	\$133,600	\$386,500
New Town Families	1,590	4.3%	\$102,500	\$248,400
Full-Nest Exurbanites	115	0.3%	\$102,400	\$301,800
Rural Families	50	0.1%	\$79,600	\$179,500
Traditional Families	675	1.8%	\$80,200	\$214,100
Small-Town Families	735	2.0%	\$80,800	\$243,100
Four-by-Four Families	805	2.2%	\$75,600	\$193,500
Rustic Families	155	0.4%	\$63,000	\$134,100
Hometown Families	280	0.8%	\$51,700	\$142,700
<i>Subtotal:</i>	<u>4,530</u>	<u>12.3%</u>		

## 2023 Household Classification by Market Groups

*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>12,090</b>	<b>32.7%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	1,200	3.2%	\$82,200	\$317,900
Small-City Singles	515	1.4%	\$44,300	\$92,000
Twentysomethings	1,670	4.5%	\$43,600	\$200,800
Second-City Strivers	1,130	3.1%	\$43,600	\$152,000
Multi-Ethnic Singles	1,440	3.9%	\$27,700	\$84,600
<i>Subtotal:</i>	<u>5,955</u>	<u>16.1%</u>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	375	1.0%	\$81,200	\$339,300
Suburban Achievers	1,185	3.2%	\$55,700	\$133,200
Suburban Strivers	2,680	7.3%	\$50,700	\$160,900
<i>Subtotal:</i>	<u>4,240</u>	<u>11.5%</u>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	1,460	4.0%	\$54,700	\$126,400
Blue-Collar Traditionalists	105	0.3%	\$50,700	\$101,500
Rural Couples	125	0.3%	\$40,900	\$87,400
Rural Strivers	205	0.6%	\$33,500	\$87,000
<i>Subtotal:</i>	<u>1,895</u>	<u>5.1%</u>		



## 2023 Household Classification by Market Groups

*St. Louis County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>41,635</b>	<b>48.3%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	4,160	4.8%
<i>Metropolitan Suburbs</i>	3,500	4.1%
<i>Town &amp; Country/Exurbs</i>	33,975	39.4%
<b>Traditional &amp; Non-Traditional Families</b>	<b>25,905</b>	<b>30.1%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,250	2.6%
<i>Metropolitan Suburbs</i>	3,730	4.3%
<i>Town &amp; Country/Exurbs</i>	19,925	23.1%
<b>Younger Singles &amp; Couples</b>	<b>18,645</b>	<b>21.6%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	5,955	6.9%
<i>Metropolitan Suburbs</i>	4,240	4.9%
<i>Town &amp; Country/Exurbs</i>	8,450	9.8%
<b>Total:</b>	<b>86,185</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$66,400</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$204,300</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

## 2023 Household Classification by Market Groups

*St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>41,635</b>	<b>48.3%</b>		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	630	0.7%	\$90,300	\$248,600
Blue-Collar Retirees	1,480	1.7%	\$56,500	\$129,200
Middle-Class Move-Downs	660	0.8%	\$54,500	\$148,800
Hometown Seniors	305	0.4%	\$38,900	\$85,000
Second City Seniors	1,085	1.3%	\$34,300	\$119,000
<i>Subtotal:</i>	<u>4,160</u>	<u>4.8%</u>		
<i>Metropolitan Suburbs</i>				
The One Percenters	200	0.2%	\$168,900	\$591,400
Old Money	150	0.2%	\$165,700	\$703,900
Affluent Empty Nesters	390	0.5%	\$134,400	\$458,900
Suburban Establishment	680	0.8%	\$110,600	\$327,700
Mainstream Empty Nesters	1,110	1.3%	\$73,700	\$194,100
Middle-American Retirees	970	1.1%	\$72,800	\$190,400
<i>Subtotal:</i>	<u>3,500</u>	<u>4.1%</u>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	1,355	1.6%	\$125,000	\$466,200
Pillars of the Community	2,625	3.0%	\$96,900	\$271,600
New Empty Nesters	4,500	5.2%	\$101,500	\$396,200
Traditional Couples	2,390	2.8%	\$97,100	\$311,100
RV Retirees	4,780	5.5%	\$78,300	\$207,100
Country Couples	2,495	2.9%	\$71,500	\$200,500
Hometown Retirees	3,705	4.3%	\$62,300	\$153,100
Heartland Retirees	2,430	2.8%	\$60,600	\$186,800
Village Elders	2,885	3.3%	\$49,600	\$147,900
Small-Town Seniors	5,110	5.9%	\$48,200	\$128,200
Back Country Seniors	1,700	2.0%	\$44,300	\$109,900
<i>Subtotal:</i>	<u>33,975</u>	<u>39.4%</u>		

## 2023 Household Classification by Market Groups

*St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>25,905</b>	<b>30.1%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	920	1.1%	\$105,200	\$327,600
Multi-Ethnic Families	10	0.0%	\$79,300	\$222,700
Uptown Families	760	0.9%	\$73,900	\$204,400
In-Town Families	0	0.0%		
New American Strivers	560	0.6%	\$44,500	\$132,000
<i>Subtotal:</i>	<u>2,250</u>	<u>2.6%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	125	0.1%	\$174,200	\$537,800
Nouveau Money	500	0.6%	\$131,200	\$392,100
Button-Down Families	1,395	1.6%	\$115,000	\$331,600
Fiber-Optic Families	475	0.6%	\$102,400	\$259,900
Late-Nest Suburbanites	495	0.6%	\$90,900	\$322,700
Full-Nest Suburbanites	305	0.4%	\$85,400	\$289,900
Kids 'r' Us	435	0.5%	\$78,500	\$211,100
<i>Subtotal:</i>	<u>3,730</u>	<u>4.3%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	410	0.5%	\$131,600	\$412,100
New Town Families	2,515	2.9%	\$100,800	\$265,800
Full-Nest Exurbanites	3,590	4.2%	\$100,500	\$326,700
Rural Families	3,265	3.8%	\$78,200	\$197,400
Traditional Families	1,235	1.4%	\$78,800	\$224,900
Small-Town Families	1,825	2.1%	\$79,300	\$265,900
Four-by-Four Families	1,815	2.1%	\$74,200	\$210,600
Rustic Families	3,850	4.5%	\$61,900	\$149,700
Hometown Families	1,420	1.6%	\$50,500	\$157,700
<i>Subtotal:</i>	<u>19,925</u>	<u>23.1%</u>		

## 2023 Household Classification by Market Groups

*St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>18,645</b>	<b>21.6%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	1,200	1.4%	\$82,200	\$317,900
Small-City Singles	515	0.6%	\$44,300	\$92,000
Twentysomethings	1,670	1.9%	\$43,600	\$200,800
Second-City Strivers	1,130	1.3%	\$43,600	\$152,000
Multi-Ethnic Singles	1,440	1.7%	\$27,700	\$84,600
<i>Subtotal:</i>	<u>5,955</u>	<u>6.9%</u>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	375	0.4%	\$81,200	\$339,300
Suburban Achievers	1,185	1.4%	\$55,700	\$133,200
Suburban Strivers	2,680	3.1%	\$50,700	\$160,900
<i>Subtotal:</i>	<u>4,240</u>	<u>4.9%</u>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	4,715	5.5%	\$53,600	\$140,700
Blue-Collar Traditionalists	1,525	1.8%	\$49,500	\$117,500
Rural Couples	630	0.7%	\$40,000	\$92,500
Rural Strivers	1,580	1.8%	\$32,800	\$92,800
<i>Subtotal:</i>	<u>8,450</u>	<u>9.8%</u>		

**Annual Average Number Of Households With The Potential  
To Move Within The City Of Duluth Each Year Over The Next Five Years**  
*City of Duluth, St. Louis County, Minnesota*

<u>Household Type / Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>			
	<b>14,325</b>	<b>1,035</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	4,160	345	7.5%
<i>Metropolitan Suburbs</i>	3,500	220	4.8%
<i>Town &amp; Country/Exurbs</i>	6,665	470	10.3%
<b>Traditional &amp; Non-Traditional Families</b>			
	<b>10,510</b>	<b>1,035</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,250	285	6.2%
<i>Metropolitan Suburbs</i>	3,730	210	4.6%
<i>Town &amp; Country/Exurbs</i>	4,530	540	11.8%
<b>Younger Singles &amp; Couples</b>			
	<b>12,090</b>	<b>2,500</b>	<b>54.8%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	5,955	1,370	30.0%
<i>Metropolitan Suburbs</i>	4,240	930	20.4%
<i>Town &amp; Country/Exurbs</i>	1,895	200	4.4%
<b>Total:</b>	<b>36,925</b>	<b>4,570</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move Within The City Of Duluth Each Year Over The Next Five Years**

*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>14,325</b>	<b>1,035</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	630	25	0.5%
Blue-Collar Retirees	1,480	120	2.6%
Middle-Class Move-Downs	660	30	0.7%
Hometown Seniors	305	10	0.2%
Second City Seniors	1,085	160	3.5%
<i>Subtotal:</i>	<u>4,160</u>	<u>345</u>	<u>7.5%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	200	10	0.2%
Old Money	150	5	0.1%
Affluent Empty Nesters	390	10	0.2%
Suburban Establishment	680	30	0.7%
Mainstream Empty Nesters	1,110	95	2.1%
Middle-American Retirees	970	70	1.5%
<i>Subtotal:</i>	<u>3,500</u>	<u>220</u>	<u>4.8%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	700	30	0.7%
Pillars of the Community	1,340	70	1.5%
New Empty Nesters	115	5	0.1%
Traditional Couples	1,165	65	1.4%
RV Retirees	30	0	0.0%
Country Couples	880	60	1.3%
Hometown Retirees	60	5	0.1%
Heartland Retirees	20	0	0.0%
Village Elders	965	70	1.5%
Small-Town Seniors	1,275	155	3.4%
Back Country Seniors	115	10	0.2%
<i>Subtotal:</i>	<u>6,665</u>	<u>470</u>	<u>10.3%</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within The City Of Duluth Each Year Over The Next Five Years**  
*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>10,510</b>	<b>1,035</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	920	70	1.5%
Multi-Ethnic Families	10	0	0.0%
Uptown Families	760	110	2.4%
In-Town Families	0	0	0.0%
New American Strivers	560	105	2.3%
<i>Subtotal:</i>	<u>2,250</u>	<u>285</u>	<u>6.2%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	125	5	0.1%
Nouveau Money	500	25	0.5%
Button-Down Families	1,395	50	1.1%
Fiber-Optic Families	475	15	0.3%
Late-Nest Suburbanites	495	55	1.2%
Full-Nest Suburbanites	305	20	0.4%
Kids 'r' Us	435	40	0.9%
<i>Subtotal:</i>	<u>3,730</u>	<u>210</u>	<u>4.6%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	125	10	0.2%
New Town Families	1,590	115	2.5%
Full-Nest Exurbanites	115	10	0.2%
Rural Families	50	5	0.1%
Traditional Families	675	50	1.1%
Small-Town Families	735	130	2.8%
Four-by-Four Families	805	130	2.8%
Rustic Families	155	20	0.4%
Hometown Families	280	70	1.5%
<i>Subtotal:</i>	<u>4,530</u>	<u>540</u>	<u>11.8%</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within The City Of Duluth Each Year Over The Next Five Years**  
*City of Duluth, St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>12,090</b>	<b>2,500</b>	<b>54.8%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	1,200	180	3.9%
Small-City Singles	515	90	2.0%
Twentysomethings	1,670	495	10.8%
Second-City Strivers	1,130	265	5.8%
Multi-Ethnic Singles	1,440	340	7.4%
<i>Subtotal:</i>	<u>5,955</u>	<u>1,370</u>	<u>30.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	375	105	2.3%
Suburban Achievers	1,185	80	1.8%
Suburban Strivers	2,680	745	16.3%
<i>Subtotal:</i>	<u>4,240</u>	<u>930</u>	<u>20.4%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	1,460	110	2.4%
Blue-Collar Traditionalists	105	15	0.3%
Rural Couples	125	25	0.5%
Rural Strivers	205	50	1.1%
<i>Subtotal:</i>	<u>1,895</u>	<u>200</u>	<u>4.4%</u>



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Balance of St. Louis County, Minnesota*

<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>27,310</b>	<b>290</b>	<b>39.7%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	27,310	290	39.7%
<b>Traditional &amp; Non-Traditional Families</b>	<b>15,395</b>	<b>290</b>	<b>39.7%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	15,395	290	39.7%
<b>Younger Singles &amp; Couples</b>	<b>6,555</b>	<b>150</b>	<b>20.6%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	6,555	150	20.6%
<b>Total Balance of County:</b>	<b>49,260</b>	<b>730</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Balance of St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>27,310</b>	<b>290</b>	<b>39.7%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	655	5	0.7%
Pillars of the Community	1,285	10	1.4%
New Empty Nesters	4,385	30	4.1%
Traditional Couples	1,225	10	1.4%
RV Retirees	4,750	35	4.8%
Country Couples	1,615	20	2.7%
Hometown Retirees	3,645	40	5.5%
Heartland Retirees	2,410	15	2.1%
Village Elders	1,920	25	3.4%
Small-Town Seniors	3,835	80	11.0%
Back Country Seniors	1,585	20	2.7%
<i>Subtotal:</i>	<u>27,310</u>	<u>290</u>	<u>39.7%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Balance of St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>15,395</b>	<b>290</b>	<b>39.7%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	285	5	0.7%
New Town Families	925	10	1.4%
Full-Nest Exurbanites	3,475	45	6.2%
Rural Families	3,215	35	4.8%
Traditional Families	560	5	0.7%
Small-Town Families	1,090	35	4.8%
Four-by-Four Families	1,010	30	4.1%
Rustic Families	3,695	75	10.3%
Hometown Families	1,140	50	6.8%
<i>Subtotal:</i>	<u>15,395</u>	<u>290</u>	<u>39.7%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Balance of St. Louis County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>6,555</b>	<b>150</b>	<b>20.6%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	3,255	40	5.5%
Blue-Collar Traditionalists	1,420	35	4.8%
Rural Couples	505	15	2.1%
Rural Strivers	1,375	60	8.2%
<i>Subtotal:</i>	<u>6,555</u>	<u>150</u>	<u>20.6%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 3

*Carlton County, Minnesota, Douglas County, Wisconsin, Itasca County, Minnesota*

Household Type/ Geographic Designation	<i>Carlton County</i>	<i>Douglas County</i>	<i>Itasca County</i>	Total
<b>Empty Nesters &amp; Retirees</b>	<b>45</b>	<b>45</b>	<b>35</b>	<b>125</b>
<i>Metropolitan Cities</i>	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	10	0	10
<i>Metropolitan Suburbs</i>	0	10	0	10
<i>Town &amp; Country/Exurbs</i>	45	25	35	105
<b>Traditional &amp; Non-Traditional Families</b>	<b>95</b>	<b>60</b>	<b>35</b>	<b>190</b>
<i>Metropolitan Cities</i>	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	15	0	15
<i>Metropolitan Suburbs</i>	0	5	0	5
<i>Town &amp; Country/Exurbs</i>	95	40	35	170
<b>Younger Singles &amp; Couples</b>	<b>30</b>	<b>65</b>	<b>20</b>	<b>115</b>
<i>Metropolitan Cities</i>	0	0	0	0
<i>Small Cities/Satellite Cities</i>	0	30	0	30
<i>Metropolitan Suburbs</i>	0	15	0	15
<i>Town &amp; Country/Exurbs</i>	30	20	20	70
<b>Total:</b>	<b>170</b>	<b>170</b>	<b>90</b>	<b>430</b>
<b>Percent:</b>	<b>39.5%</b>	<b>39.5%</b>	<b>21.0%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 3

*Carlton County, Minnesota, Douglas County, Wisconsin, Itasca County, Minnesota*

	<i>Carlton County</i>	<i>Douglas County</i>	<i>Itasca County</i>	<i>Total</i>
<b>Empty Nesters &amp; Retirees</b>	<b>45</b>	<b>45</b>	<b>35</b>	<b>125</b>
<i>Metropolitan Cities</i>				
The Social Register	0	0	0	0
Urban Establishment	0	0	0	0
Multi-Ethnic Empty Nesters	0	0	0	0
Cosmopolitan Couples	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	0	0	0	0
Blue-Collar Retirees	0	5	0	5
Middle-Class Move-Downs	0	0	0	0
Hometown Seniors	0	0	0	0
Second City Seniors	0	5	0	5
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>10</u>
<i>Metropolitan Suburbs</i>				
The One Percenters	0	0	0	0
Old Money	0	0	0	0
Affluent Empty Nesters	0	0	0	0
Suburban Establishment	0	0	0	0
Mainstream Empty Nesters	0	5	0	5
Middle-American Retirees	0	5	0	5
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>0</u>	<u>10</u>
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	0	0	0	0
Pillars of the Community	0	0	0	0
New Empty Nesters	5	0	5	10
Traditional Couples	0	0	0	0
RV Retirees	10	5	5	20
Country Couples	5	0	0	5
Hometown Retirees	5	5	5	15
Heartland Retirees	0	5	5	10
Village Elders	5	0	5	10
Small-Town Seniors	10	5	5	20
Back Country Seniors	5	5	5	15
<i>Subtotal:</i>	<u>45</u>	<u>25</u>	<u>35</u>	<u>105</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 3

*Carlton County, Minnesota, Douglas County, Wisconsin, Itasca County, Minnesota*

	<i>Carlton County</i>	<i>Douglas County</i>	<i>Itasca County</i>	Total
<b>Traditional &amp; Non-Traditional Families</b>	<b>95</b>	<b>60</b>	<b>35</b>	<b>190</b>
<i>Metropolitan Cities</i>				
e-Type Families	0	0	0	0
Multi-Cultural Families	0	0	0	0
Inner-City Families	0	0	0	0
Single-Parent Families	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0	0	0
Multi-Ethnic Families	0	0	0	0
Uptown Families	0	5	0	5
In-Town Families	0	0	0	0
New American Strivers	0	10	0	10
<i>Subtotal:</i>	<u>0</u>	<u>15</u>	<u>0</u>	<u>15</u>
<i>Metropolitan Suburbs</i>				
Corporate Establishment	0	0	0	0
Nouveau Money	0	0	0	0
Button-Down Families	0	0	0	0
Fiber-Optic Families	0	0	0	0
Late-Nest Suburbanites	0	0	0	0
Full-Nest Suburbanites	0	0	0	0
Kids 'r' Us	0	5	0	5
<i>Subtotal:</i>	<u>0</u>	<u>5</u>	<u>0</u>	<u>5</u>
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	0	0	0	0
New Town Families	0	0	0	0
Full-Nest Exurbanites	15	0	5	20
Rural Families	15	10	5	30
Traditional Families	5	0	0	5
Small-Town Families	15	5	5	25
Four-by-Four Families	15	5	0	20
Rustic Families	20	15	15	50
Hometown Families	10	5	5	20
<i>Subtotal:</i>	<u>95</u>	<u>40</u>	<u>35</u>	<u>170</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Two, Tables 1 Through 3

*Carlton County, Minnesota, Douglas County, Wisconsin, Itasca County, Minnesota*

	<i>Carlton County</i>	<i>Douglas County</i>	<i>Itasca County</i>	<b>Total</b>
<b>Younger Singles &amp; Couples</b>	<b>30</b>	<b>65</b>	<b>20</b>	<b>115</b>
<i>Metropolitan Cities</i>				
New Power Couples	0	0	0	0
New Bohemians	0	0	0	0
Cosmopolitan Elite	0	0	0	0
Downtown Couples	0	0	0	0
Downtown Proud	0	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<i>Small Cities/Satellite Cities</i>				
The VIPs	0	0	0	0
Small-City Singles	0	10	0	10
Twentysomethings	0	5	0	5
Second-City Strivers	0	5	0	5
Multi-Ethnic Singles	0	10	0	10
<i>Subtotal:</i>	<u>0</u>	<u>30</u>	<u>0</u>	<u>30</u>
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	0	0	0	0
Suburban Achievers	0	5	0	5
Suburban Strivers	0	10	0	10
<i>Subtotal:</i>	<u>0</u>	<u>15</u>	<u>0</u>	<u>15</u>
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	10	5	0	15
Blue-Collar Traditionalists	5	5	10	20
Rural Couples	10	5	5	20
Rural Strivers	5	5	5	15
<i>Subtotal:</i>	<u>30</u>	<u>20</u>	<u>20</u>	<u>70</u>



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Three, Tables 1 And 2

*Hennepin County, Minnesota, Ramsey County, Minnesota*

<u>Household Type/ Geographic Designation</u>	<u><i>Hennepin County</i></u>	<u><i>Ramsey County</i></u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>65</b>	<b>35</b>	<b>100</b>
<i>Metropolitan Cities</i>	20	15	35
<i>Small Cities/Satellite Cities</i>	20	5	25
<i>Metropolitan Suburbs</i>	25	15	40
<i>Town &amp; Country/Exurbs</i>	0	0	0
<b>Traditional &amp; Non-Traditional Families</b>	<b>70</b>	<b>25</b>	<b>95</b>
<i>Metropolitan Cities</i>	10	10	20
<i>Small Cities/Satellite Cities</i>	15	5	20
<i>Metropolitan Suburbs</i>	40	10	50
<i>Town &amp; Country/Exurbs</i>	5	0	5
<b>Younger Singles &amp; Couples</b>	<b>190</b>	<b>95</b>	<b>285</b>
<i>Metropolitan Cities</i>	95	50	145
<i>Small Cities/Satellite Cities</i>	45	25	70
<i>Metropolitan Suburbs</i>	50	20	70
<i>Town &amp; Country/Exurbs</i>	0	0	0
<b>Total:</b>	<b>325</b>	<b>155</b>	<b>480</b>
<b>Percent:</b>	<b>67.7%</b>	<b>32.3%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Three, Tables 1 And 2

*Hennepin County, Minnesota, Ramsey County, Minnesota*

	<i>Hennepin County</i>	<i>Ramsey County</i>	Total
<b>Empty Nesters &amp; Retirees</b>	<b>65</b>	<b>35</b>	<b>100</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0
Urban Establishment	5	5	10
Multi-Ethnic Empty Nesters	5	0	5
Cosmopolitan Couples	10	10	20
<i>Subtotal:</i>	<u>20</u>	<u>15</u>	<u>35</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	5	0	5
Blue-Collar Retirees	5	5	10
Middle-Class Move-Downs	5	0	5
Hometown Seniors	0	0	0
Second City Seniors	5	0	5
<i>Subtotal:</i>	<u>20</u>	<u>5</u>	<u>25</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	5	0	5
Old Money	0	0	0
Affluent Empty Nesters	5	0	5
Suburban Establishment	5	5	10
Mainstream Empty Nesters	5	5	10
Middle-American Retirees	5	5	10
<i>Subtotal:</i>	<u>25</u>	<u>15</u>	<u>40</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	0	0	0
Pillars of the Community	0	0	0
New Empty Nesters	0	0	0
Traditional Couples	0	0	0
RV Retirees	0	0	0
Country Couples	0	0	0
Hometown Retirees	0	0	0
Heartland Retirees	0	0	0
Village Elders	0	0	0
Small-Town Seniors	0	0	0
Back Country Seniors	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Three, Tables 1 And 2

*Hennepin County, Minnesota, Ramsey County, Minnesota*

	<i>Hennepin County</i>	<i>Ramsey County</i>	Total
<b>Traditional &amp; Non-Traditional Families</b>	<b>70</b>	<b>25</b>	<b>95</b>
<i>Metropolitan Cities</i>			
e-Type Families	5	0	5
Multi-Cultural Families	0	0	0
Inner-City Families	0	0	0
Single-Parent Families	5	10	15
<i>Subtotal:</i>	<u>10</u>	<u>10</u>	<u>20</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	5	0	5
Multi-Ethnic Families	0	0	0
Uptown Families	5	5	10
In-Town Families	0	0	0
New American Strivers	5	0	5
<i>Subtotal:</i>	<u>15</u>	<u>5</u>	<u>20</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	5	0	5
Nouveau Money	5	0	5
Button-Down Families	5	5	10
Fiber-Optic Families	5	0	5
Late-Nest Suburbanites	10	5	15
Full-Nest Suburbanites	5	0	5
Kids 'r' Us	5	0	5
<i>Subtotal:</i>	<u>40</u>	<u>10</u>	<u>50</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	5	0	5
New Town Families	0	0	0
Full-Nest Exurbanites	0	0	0
Rural Families	0	0	0
Traditional Families	0	0	0
Small-Town Families	0	0	0
Four-by-Four Families	0	0	0
Rustic Families	0	0	0
Hometown Families	0	0	0
<i>Subtotal:</i>	<u>5</u>	<u>0</u>	<u>5</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Three, Tables 1 And 2

*Hennepin County, Minnesota, Ramsey County, Minnesota*

	<i>Hennepin County</i>	<i>Ramsey County</i>	Total
<b>Younger Singles &amp; Couples</b>	<b>190</b>	<b>95</b>	<b>285</b>
<i>Metropolitan Cities</i>			
New Power Couples	5	5	10
New Bohemians	55	15	70
Cosmopolitan Elite	5	0	5
Downtown Couples	5	15	20
Downtown Proud	25	15	40
<i>Subtotal:</i>	<u>95</u>	<u>50</u>	<u>145</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	10	5	15
Small-City Singles	5	5	10
Twentysomethings	15	10	25
Second-City Strivers	10	5	15
Multi-Ethnic Singles	5	0	5
<i>Subtotal:</i>	<u>45</u>	<u>25</u>	<u>70</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	15	5	20
Suburban Achievers	5	0	5
Suburban Strivers	30	15	45
<i>Subtotal:</i>	<u>50</u>	<u>20</u>	<u>70</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	0	0	0
Blue-Collar Traditionalists	0	0	0
Rural Couples	0	0	0
Rural Strivers	0	0	0
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>

**Annual Average Number Of Households With The Potential  
To Move To City Of Duluth Each Year Over The Next Five Years**  
*Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>435</b>	<b>23.6%</b>
<i>Metropolitan Cities</i>	65	3.5%
<i>Small Cities/Satellite Cities</i>	75	4.1%
<i>Metropolitan Suburbs</i>	90	4.9%
<i>Town &amp; Country/Exurbs</i>	205	11.1%
<b>Traditional &amp; Non-Traditional Families</b>	<b>630</b>	<b>34.2%</b>
<i>Metropolitan Cities</i>	55	3.0%
<i>Small Cities/Satellite Cities</i>	155	8.4%
<i>Metropolitan Suburbs</i>	110	6.0%
<i>Town &amp; Country/Exurbs</i>	310	16.8%
<b>Younger Singles &amp; Couples</b>	<b>775</b>	<b>42.2%</b>
<i>Metropolitan Cities</i>	205	11.1%
<i>Small Cities/Satellite Cities</i>	245	13.4%
<i>Metropolitan Suburbs</i>	145	7.9%
<i>Town &amp; Country/Exurbs</i>	180	9.8%
<b>Total:</b>	<b>1,840</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To City Of Duluth Each Year Over The Next Five Years**  
*Balance of the United States*

	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>435</b>	<b>23.6%</b>
<i>Metropolitan Cities</i>		
The Social Register	5	0.3%
Urban Establishment	20	1.1%
Multi-Ethnic Empty Nesters	10	0.5%
Cosmopolitan Couples	30	1.6%
<i>Subtotal:</i>	<u>65</u>	<u>3.5%</u>
<i>Small Cities/Satellite Cities</i>		
Second City Establishment	10	0.5%
Blue-Collar Retirees	25	1.4%
Middle-Class Move-Downs	10	0.5%
Hometown Seniors	5	0.3%
Second City Seniors	25	1.4%
<i>Subtotal:</i>	<u>75</u>	<u>4.1%</u>
<i>Metropolitan Suburbs</i>		
The One Percenters	10	0.5%
Old Money	5	0.3%
Affluent Empty Nesters	5	0.3%
Suburban Establishment	20	1.1%
Mainstream Empty Nesters	20	1.1%
Middle-American Retirees	30	1.6%
<i>Subtotal:</i>	<u>90</u>	<u>4.9%</u>
<i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	15	0.8%
Pillars of the Community	10	0.5%
New Empty Nesters	15	0.8%
Traditional Couples	15	0.8%
RV Retirees	15	0.8%
Country Couples	15	0.8%
Hometown Retirees	15	0.8%
Heartland Retirees	10	0.5%
Village Elders	15	0.8%
Small-Town Seniors	45	2.4%
Back Country Seniors	35	1.9%
<i>Subtotal:</i>	<u>205</u>	<u>11.1%</u>

**Annual Average Number Of Households With The Potential  
To Move To City Of Duluth Each Year Over The Next Five Years**  
*Balance of the United States*

	<u>Potential</u>	<u>Share of Potential</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>630</b>	<b>34.2%</b>
<i>Metropolitan Cities</i>		
e-Type Families	5	0.3%
Multi-Cultural Families	5	0.3%
Inner-City Families	15	0.8%
Single-Parent Families	30	1.6%
<i>Subtotal:</i>	<u>55</u>	<u>3.0%</u>
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	15	0.8%
Multi-Ethnic Families	25	1.4%
Uptown Families	35	1.9%
In-Town Families	30	1.6%
New American Strivers	50	2.7%
<i>Subtotal:</i>	<u>155</u>	<u>8.4%</u>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	10	0.5%
Nouveau Money	15	0.8%
Button-Down Families	15	0.8%
Fiber-Optic Families	5	0.3%
Late-Nest Suburbanites	25	1.4%
Full-Nest Suburbanites	15	0.8%
Kids 'r' Us	25	1.4%
<i>Subtotal:</i>	<u>110</u>	<u>6.0%</u>
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	25	1.4%
New Town Families	15	0.8%
Full-Nest Exurbanites	25	1.4%
Rural Families	30	1.6%
Traditional Families	15	0.8%
Small-Town Families	50	2.7%
Four-by-Four Families	35	1.9%
Rustic Families	70	3.8%
Hometown Families	45	2.4%
<i>Subtotal:</i>	<u>310</u>	<u>16.8%</u>

**Annual Average Number Of Households With The Potential  
To Move To City Of Duluth Each Year Over The Next Five Years**  
*Balance of the United States*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>775</b>	<b>42.2%</b>
<i>Metropolitan Cities</i>		
New Power Couples	10	0.5%
New Bohemians	75	4.1%
Cosmopolitan Elite	10	0.5%
Downtown Couples	45	2.4%
Downtown Proud	65	3.5%
<i>Subtotal:</i>	205	11.1%
<i>Small Cities/Satellite Cities</i>		
The VIPs	40	2.2%
Small-City Singles	40	2.2%
Twentysomethings	80	4.4%
Second-City Strivers	45	2.4%
Multi-Ethnic Singles	40	2.2%
<i>Subtotal:</i>	245	13.4%
<i>Metropolitan Suburbs</i>		
Fast-Track Professionals	45	2.4%
Suburban Achievers	15	0.8%
Suburban Strivers	85	4.6%
<i>Subtotal:</i>	145	7.9%
<i>Town &amp; Country/Exurbs</i>		
Hometown Sweethearts	25	1.4%
Blue-Collar Traditionalists	35	1.9%
Rural Couples	75	4.1%
Rural Strivers	45	2.4%
<i>Subtotal:</i>	180	9.8%



**Annual Average Number Of Households With The Potential  
To Move Within/To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix One, Tables 4 Through 8  
Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States

<u>Household Type/ Geographic Designation</u>	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>1,035</b>	<b>290</b>	<b>125</b>	<b>100</b>	<b>435</b>	<b>1,985</b>
<i>Metropolitan Cities</i>	0	0	0	35	65	100
<i>Small Cities/Satellite Cities</i>	345	0	10	25	75	455
<i>Metropolitan Suburbs</i>	220	0	10	40	90	360
<i>Town &amp; Country/Exurbs</i>	470	290	105	0	205	1,070
<b>Traditional &amp; Non-Traditional Families</b>	<b>1,035</b>	<b>290</b>	<b>190</b>	<b>95</b>	<b>630</b>	<b>2,240</b>
<i>Metropolitan Cities</i>	0	0	0	20	55	75
<i>Small Cities/Satellite Cities</i>	285	0	15	20	155	475
<i>Metropolitan Suburbs</i>	210	0	5	50	110	375
<i>Town &amp; Country/Exurbs</i>	540	290	170	5	310	1,315
<b>Younger Singles &amp; Couples</b>	<b>2,500</b>	<b>150</b>	<b>115</b>	<b>285</b>	<b>775</b>	<b>3,825</b>
<i>Metropolitan Cities</i>	0	0	0	145	205	350
<i>Small Cities/Satellite Cities</i>	1,370	0	30	70	245	1,715
<i>Metropolitan Suburbs</i>	930	0	15	70	145	1,160
<i>Town &amp; Country/Exurbs</i>	200	150	70	0	180	600
<b>Total:</b>	<b>4,570</b>	<b>730</b>	<b>430</b>	<b>480</b>	<b>1,840</b>	<b>8,050</b>
<b>Percent:</b>	<b>56.8%</b>	<b>9.1%</b>	<b>5.3%</b>	<b>6.0%</b>	<b>22.8%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move Within/To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix One, Tables 4 Through 8  
Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States

	<i>Duluth City</i>	<i>St. Louis County</i>	<i>Regional Draw Area</i>	<i>Twin Cities Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
<b>Empty Nesters &amp; Retirees</b>	<b>1,035</b>	<b>290</b>	<b>125</b>	<b>100</b>	<b>435</b>	<b>1,985</b>
<i>Metropolitan Cities</i>						
The Social Register	0	0	0	0	5	5
Urban Establishment	0	0	0	10	20	30
Multi-Ethnic Empty Nesters	0	0	0	5	10	15
Cosmopolitan Couples	0	0	0	20	30	50
<i>Subtotal:</i>	0	0	0	35	65	100
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	25	0	0	5	10	40
Blue-Collar Retirees	120	0	5	10	25	160
Middle-Class Move-Downs	30	0	0	5	10	45
Hometown Seniors	10	0	0	0	5	15
Second City Seniors	160	0	5	5	25	195
<i>Subtotal:</i>	345	0	10	25	75	455
<i>Metropolitan Suburbs</i>						
The One Percenters	10	0	0	5	10	25
Old Money	5	0	0	0	5	10
Affluent Empty Nesters	10	0	0	5	5	20
Suburban Establishment	30	0	0	10	20	60
Mainstream Empty Nesters	95	0	5	10	20	130
Middle-American Retirees	70	0	5	10	30	115
<i>Subtotal:</i>	220	0	10	40	90	360
<i>Town &amp; Country/Exurbs</i>						
Small-Town Patriarchs	30	5	0	0	15	50
Pillars of the Community	70	10	0	0	10	90
New Empty Nesters	5	30	10	0	15	60
Traditional Couples	65	10	0	0	15	90
RV Retirees	0	35	20	0	15	70
Country Couples	60	20	5	0	15	100
Hometown Retirees	5	40	15	0	15	75
Heartland Retirees	0	15	10	0	10	35
Village Elders	70	25	10	0	15	120
Small-Town Seniors	155	80	20	0	45	300
Back Country Seniors	10	20	15	0	35	80
<i>Subtotal:</i>	470	290	105	0	205	1,070

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

**Annual Average Number Of Households With The Potential  
To Move Within/To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix One, Tables 4 Through 8  
Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>1,035</b>	<b>290</b>	<b>190</b>	<b>95</b>	<b>630</b>	<b>2,240</b>
<i>Metropolitan Cities</i>						
e-Type Families	0	0	0	5	5	10
Multi-Cultural Families	0	0	0	0	5	5
Inner-City Families	0	0	0	0	15	15
Single-Parent Families	0	0	0	15	30	45
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>20</u>	<u>55</u>	<u>75</u>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	70	0	0	5	15	90
Multi-Ethnic Families	0	0	0	0	25	25
Uptown Families	110	0	5	10	35	160
In-Town Families	0	0	0	0	30	30
New American Strivers	105	0	10	5	50	170
<i>Subtotal:</i>	<u>285</u>	<u>0</u>	<u>15</u>	<u>20</u>	<u>155</u>	<u>475</u>
<i>Metropolitan Suburbs</i>						
Corporate Establishment	5	0	0	5	10	20
Nouveau Money	25	0	0	5	15	45
Late-Nest Suburbanites	55	0	0	15	25	95
Fiber-Optic Families	15	0	0	5	5	25
Full-Nest Suburbanites	20	0	0	5	15	40
Button-Down Families	50	0	0	10	15	75
Kids 'r' Us	40	0	5	5	25	75
<i>Subtotal:</i>	<u>210</u>	<u>0</u>	<u>5</u>	<u>50</u>	<u>110</u>	<u>375</u>
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	10	5	0	5	25	45
New Town Families	115	10	0	0	15	140
Full-Nest Exurbanites	10	45	20	0	25	100
Rural Families	5	35	30	0	30	100
Traditional Families	50	5	5	0	15	75
Small-Town Families	130	35	25	0	50	240
Four-by-Four Families	130	30	20	0	35	215
Rustic Families	20	75	50	0	70	215
Hometown Families	70	50	20	0	45	185
<i>Subtotal:</i>	<u>540</u>	<u>290</u>	<u>170</u>	<u>5</u>	<u>310</u>	<u>1,315</u>

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

**Annual Average Number Of Households With The Potential  
To Move Within/To The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix One, Tables 4 Through 8  
Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Younger Singles &amp; Couples</b>	<b>2,500</b>	<b>150</b>	<b>115</b>	<b>285</b>	<b>775</b>	<b>3,825</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	10	10	20
New Bohemians	0	0	0	70	75	145
Cosmopolitan Elite	0	0	0	5	10	15
Downtown Couples	0	0	0	20	45	65
Downtown Proud	0	0	0	40	65	105
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>145</u>	<u>205</u>	<u>350</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	180	0	0	15	40	235
Small-City Singles	90	0	10	10	40	150
Twentysomethings	495	0	5	25	80	605
Second-City Strivers	265	0	5	15	45	330
Multi-Ethnic Singles	340	0	10	5	40	395
<i>Subtotal:</i>	<u>1,370</u>	<u>0</u>	<u>30</u>	<u>70</u>	<u>245</u>	<u>1,715</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	105	0	0	20	45	170
Suburban Achievers	80	0	5	5	15	105
Suburban Strivers	745	0	10	45	85	885
<i>Subtotal:</i>	<u>930</u>	<u>0</u>	<u>15</u>	<u>70</u>	<u>145</u>	<u>1,160</u>
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	110	40	15	0	25	190
Blue-Collar Traditionalists	15	35	20	0	35	105
Rural Couples	25	15	20	0	75	135
Rural Strivers	50	60	15	0	45	170
<i>Subtotal:</i>	<u>200</u>	<u>150</u>	<u>70</u>	<u>0</u>	<u>180</u>	<u>600</u>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Greater Downtown Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>330</b>	<b>20</b>	<b>25</b>	<b>65</b>	<b>150</b>	<b>590</b>
<i>Metropolitan Cities</i>	0	0	0	20	35	55
<i>Small Cities/Satellite Cities</i>	175	0	10	20	45	250
<i>Metropolitan Suburbs</i>	115	0	10	25	55	205
<i>Town &amp; Country/Exurbs</i>	40	20	5	0	15	80
<b>Traditional &amp; Non-Traditional Families</b>	<b>130</b>	<b>5</b>	<b>10</b>	<b>25</b>	<b>120</b>	<b>290</b>
<i>Metropolitan Cities</i>	0	0	0	10	15	25
<i>Small Cities/Satellite Cities</i>	65	0	5	5	60	135
<i>Metropolitan Suburbs</i>	35	0	0	10	30	75
<i>Town &amp; Country/Exurbs</i>	30	5	5	0	15	55
<b>Younger Singles &amp; Couples</b>	<b>755</b>	<b>10</b>	<b>20</b>	<b>190</b>	<b>320</b>	<b>1,295</b>
<i>Metropolitan Cities</i>	0	0	0	115	130	245
<i>Small Cities/Satellite Cities</i>	480	0	10	45	125	660
<i>Metropolitan Suburbs</i>	255	0	5	30	60	350
<i>Town &amp; Country/Exurbs</i>	20	10	5	0	5	40
<b>Total:</b>	<b>1,215</b>	<b>35</b>	<b>55</b>	<b>280</b>	<b>590</b>	<b>2,175</b>
<b>Percent:</b>	<b>55.9%</b>	<b>1.6%</b>	<b>2.5%</b>	<b>12.9%</b>	<b>27.1%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Greater Downtown Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>330</b>	<b>20</b>	<b>25</b>	<b>65</b>	<b>150</b>	<b>590</b>
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	5	10	15
Multi-Ethnic Empty Nesters	0	0	0	5	5	10
Cosmopolitan Couples	0	0	0	10	20	30
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>20</u>	<u>35</u>	<u>55</u>
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	15	0	0	5	5	25
Blue-Collar Retirees	60	0	5	5	15	85
Middle-Class Move-Downs	15	0	0	5	5	25
Hometown Seniors	5	0	0	0	5	10
Second City Seniors	80	0	5	5	15	105
<i>Subtotal:</i>	<u>175</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>45</u>	<u>250</u>
<i>Metropolitan Suburbs</i>						
The One Percenters	5	0	0	5	5	15
Old Money	5	0	0	0	5	10
Affluent Empty Nesters	5	0	0	5	5	15
Suburban Establishment	15	0	0	5	10	30
Mainstream Empty Nesters	50	0	5	5	10	70
Middle-American Retirees	35	0	5	5	20	65
<i>Subtotal:</i>	<u>115</u>	<u>0</u>	<u>10</u>	<u>25</u>	<u>55</u>	<u>205</u>
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	35	5	0	0	5	45
New Empty Nesters	5	15	5	0	10	35
<i>Subtotal:</i>	<u>40</u>	<u>20</u>	<u>5</u>	<u>0</u>	<u>15</u>	<u>80</u>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Greater Downtown Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>130</b>	<b>5</b>	<b>10</b>	<b>25</b>	<b>120</b>	<b>290</b>
<i>Metropolitan Cities</i>						
Single-Parent Families	0	0	0	10	15	25
Subtotal:	0	0	0	10	15	25
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	15	0	0	0	5	20
Multi-Ethnic Families	0	0	0	0	10	10
Uptown Families	25	0	0	5	15	45
In-Town Families	0	0	0	0	10	10
New American Strivers	25	0	5	0	20	50
Subtotal:	65	0	5	5	60	135
<i>Metropolitan Suburbs</i>						
Nouveau Money	5	0	0	0	5	10
Late-Nest Suburbanites	10	0	0	5	10	25
Full-Nest Suburbanites	5	0	0	0	5	10
Button-Down Families	10	0	0	5	5	20
Kids 'r' Us	5	0	0	0	5	10
Subtotal:	35	0	0	10	30	75
<i>Town &amp; Country/Exurbs</i>						
New Town Families	15	0	0	0	5	20
Small-Town Families	15	5	5	0	10	35
Subtotal:	30	5	5	0	15	55

**Annual Average Number Of Households With The Potential To Move  
Within/To The Greater Downtown Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Younger Singles &amp; Couples</b>	<b>755</b>	<b>10</b>	<b>20</b>	<b>190</b>	<b>320</b>	<b>1,295</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	10	5	15
New Bohemians	0	0	0	55	50	105
Cosmopolitan Elite	0	0	0	5	5	10
Downtown Couples	0	0	0	15	30	45
Downtown Proud	0	0	0	30	40	70
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>115</u>	<u>130</u>	<u>245</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	55	0	0	10	20	85
Small-City Singles	30	0	5	5	20	60
Twentysomethings	180	0	0	15	40	235
Second-City Strivers	95	0	0	10	25	130
Multi-Ethnic Singles	120	0	5	5	20	150
<i>Subtotal:</i>	<u>480</u>	<u>0</u>	<u>10</u>	<u>45</u>	<u>125</u>	<u>660</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	35	0	0	10	20	65
Suburban Achievers	20	0	0	0	5	25
Suburban Strivers	200	0	5	20	35	260
<i>Subtotal:</i>	<u>255</u>	<u>0</u>	<u>5</u>	<u>30</u>	<u>60</u>	<u>350</u>
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	20	10	5	0	5	40
<i>Subtotal:</i>	<u>20</u>	<u>10</u>	<u>5</u>	<u>0</u>	<u>5</u>	<u>40</u>



**Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>265</b>	<b>10</b>	<b>25</b>	<b>60</b>	<b>120</b>	<b>480</b>
<i>Metropolitan Cities</i>	0	0	0	20	35	55
<i>Small Cities/Satellite Cities</i>	170	0	10	20	40	240
<i>Metropolitan Suburbs</i>	95	0	10	20	40	165
<i>Town &amp; Country/Exurbs</i>	0	10	5	0	5	20
<b>Traditional &amp; Non-Traditional Families</b>	<b>65</b>	<b>0</b>	<b>5</b>	<b>15</b>	<b>75</b>	<b>160</b>
<i>Metropolitan Cities</i>	0	0	0	10	15	25
<i>Small Cities/Satellite Cities</i>	65	0	5	5	60	135
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>575</b>	<b>0</b>	<b>15</b>	<b>175</b>	<b>290</b>	<b>1,055</b>
<i>Metropolitan Cities</i>	0	0	0	105	120	225
<i>Small Cities/Satellite Cities</i>	380	0	10	40	115	545
<i>Metropolitan Suburbs</i>	195	0	5	30	55	285
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>905</b>	<b>10</b>	<b>45</b>	<b>250</b>	<b>485</b>	<b>1,695</b>
<b>Percent:</b>	<b>53.4%</b>	<b>0.6%</b>	<b>2.7%</b>	<b>14.7%</b>	<b>28.6%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>265</b>	<b>10</b>	<b>25</b>	<b>60</b>	<b>120</b>	<b>480</b>
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	5	10	15
Multi-Ethnic Empty Nesters	0	0	0	5	5	10
Cosmopolitan Couples	0	0	0	10	20	30
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>20</u>	<u>35</u>	<u>55</u>
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	15	0	0	5	5	25
Blue-Collar Retirees	60	0	5	5	15	85
Middle-Class Move-Downs	15	0	0	5	5	25
Second City Seniors	80	0	5	5	15	105
<i>Subtotal:</i>	<u>170</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>40</u>	<u>240</u>
<i>Metropolitan Suburbs</i>						
The One Percenters	5	0	0	5	5	15
Affluent Empty Nesters	5	0	0	5	5	15
Mainstream Empty Nesters	50	0	5	5	10	70
Middle-American Retirees	35	0	5	5	20	65
<i>Subtotal:</i>	<u>95</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>40</u>	<u>165</u>
<i>Town &amp; Country/Exurbs</i>						
New Empty Nesters	0	10	5	0	5	20
<i>Subtotal:</i>	<u>0</u>	<u>10</u>	<u>5</u>	<u>0</u>	<u>5</u>	<u>20</u>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<i>Duluth City</i>	<i>St. Louis County</i>	<i>Regional Draw Area</i>	<i>Twin Cities Draw Area</i>	<i>Balance of U.S.</i>	<i>Total</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>65</b>	<b>0</b>	<b>5</b>	<b>15</b>	<b>75</b>	<b>160</b>
<i>Metropolitan Cities</i>						
Single-Parent Families	0	0	0	10	15	25
<i>Subtotal:</i>	0	0	0	10	15	25
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	15	0	0	0	5	20
Multi-Ethnic Families	0	0	0	0	10	10
Uptown Families	25	0	0	5	15	45
In-Town Families	0	0	0	0	10	10
New American Strivers	25	0	5	0	20	50
<i>Subtotal:</i>	65	0	5	5	60	135

**Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Younger Singles &amp; Couples</b>	<b>575</b>	<b>0</b>	<b>15</b>	<b>175</b>	<b>290</b>	<b>1,055</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	5	5	10
New Bohemians	0	0	0	50	45	95
Cosmopolitan Elite	0	0	0	5	5	10
Downtown Couples	0	0	0	15	25	40
Downtown Proud	0	0	0	30	40	70
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>105</u>	<u>120</u>	<u>225</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	45	0	0	5	15	65
Small-City Singles	25	0	5	5	20	55
Twentysomethings	140	0	0	15	40	195
Second-City Strivers	75	0	0	10	20	105
Multi-Ethnic Singles	95	0	5	5	20	125
<i>Subtotal:</i>	<u>380</u>	<u>0</u>	<u>10</u>	<u>40</u>	<u>115</u>	<u>545</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	25	0	0	10	20	55
Suburban Achievers	15	0	0	0	5	20
Suburban Strivers	155	0	5	20	30	210
<i>Subtotal:</i>	<u>195</u>	<u>0</u>	<u>5</u>	<u>30</u>	<u>55</u>	<u>285</u>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Potential Renters</u>	<u>Potential Owners</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>201</b>	<b>279</b>	<b>480</b>
<i>Metropolitan Cities</i>	39	16	55
<i>Small Cities/Satellite Cities</i>	116	124	240
<i>Metropolitan Suburbs</i>	43	122	165
<i>Town &amp; Country/Exurbs</i>	3	17	20
<b>Traditional &amp; Non-Traditional Families</b>	<b>81</b>	<b>79</b>	<b>160</b>
<i>Metropolitan Cities</i>	16	9	25
<i>Small Cities/Satellite Cities</i>	65	70	135
<i>Metropolitan Suburbs</i>	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>761</b>	<b>294</b>	<b>1,055</b>
<i>Metropolitan Cities</i>	169	56	225
<i>Small Cities/Satellite Cities</i>	414	131	545
<i>Metropolitan Suburbs</i>	178	107	285
<i>Town &amp; Country/Exurbs</i>	0	0	0
<b>Total:</b>	<b>1,043</b>	<b>652</b>	<b>1,695</b>
<b>Percent:</b>	<b>61.5%</b>	<b>38.5%</b>	<b>100.0%</b>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i>Metropolitan Cities</i>			
Urban Establishment	11	4	15
Multi-Ethnic Empty Nesters	4	6	10
Cosmopolitan Couples	24	6	30
<i>Subtotal:</i>	<u>39</u>	<u>16</u>	<u>55</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	3	22	25
Blue-Collar Retirees	27	58	85
Middle-Class Move-Downs	7	18	25
Second City Seniors	79	26	105
<i>Subtotal:</i>	<u>116</u>	<u>124</u>	<u>240</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	2	13	15
Affluent Empty Nesters	2	13	15
Mainstream Empty Nesters	24	46	70
Middle-American Retirees	15	50	65
<i>Subtotal:</i>	<u>43</u>	<u>122</u>	<u>165</u>
<i>Town &amp; Country/Exurbs</i>			
New Empty Nesters	3	17	20
<i>Subtotal:</i>	<u>3</u>	<u>17</u>	<u>20</u>
<b>Total:</b>	<b>201</b>	<b>279</b>	<b>480</b>
<b>Percent:</b>	<b>41.9%</b>	<b>58.1%</b>	<b>100.0%</b>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i>Metropolitan Cities</i>			
Single-Parent Families	16	9	25
<i>Subtotal:</i>	<u>16</u>	<u>9</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	5	15	20
Multi-Ethnic Families	3	7	10
Uptown Families	16	29	45
In-Town Families	4	6	10
New American Strivers	37	13	50
<i>Subtotal:</i>	<u>65</u>	<u>70</u>	<u>135</u>
<b>Total:</b>	<b>81</b>	<b>79</b>	<b>160</b>
<b>Percent:</b>	<b>50.6%</b>	<b>49.4%</b>	<b>100.0%</b>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i>Metropolitan Cities</i>			
New Power Couples	5	5	10
New Bohemians	77	18	95
Cosmopolitan Elite	4	6	10
Downtown Couples	22	18	40
Downtown Proud	61	9	70
<i>Subtotal:</i>	<u>169</u>	<u>56</u>	<u>225</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	40	25	65
Small-City Singles	23	32	55
Twentysomethings	168	27	195
Second-City Strivers	86	19	105
Multi-Ethnic Singles	97	28	125
<i>Subtotal:</i>	<u>414</u>	<u>131</u>	<u>545</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	47	8	55
Suburban Achievers	7	13	20
Suburban Strivers	124	86	210
<i>Subtotal:</i>	<u>178</u>	<u>107</u>	<u>285</u>
<b>Total:</b>	<b>761</b>	<b>294</b>	<b>1,055</b>
<b>Percent:</b>	<b>72.1%</b>	<b>27.9%</b>	<b>100.0%</b>



### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	. . Multi-Family . .		. . . . . Single-Family . . . . .		Total
			.... Attached ....	.... Detached ....	
<b>Empty Nesters &amp; Retirees</b>	<b>43</b>		<b>47</b>	<b>189</b>	<b>279</b>
<i>Metropolitan Cities</i>	7		4	5	16
<i>Small Cities/Satellite Cities</i>	22		22	80	124
<i>Metropolitan Suburbs</i>	13		20	89	122
<i>Town &amp; Country/Exurbs</i>	1		1	15	17
<b>Traditional &amp; Non-Traditional Families</b>	<b>14</b>		<b>18</b>	<b>47</b>	<b>79</b>
<i>Metropolitan Cities</i>	3		3	3	9
<i>Small Cities/Satellite Cities</i>	11		15	44	70
<i>Metropolitan Suburbs</i>	0		0	0	0
<i>Town &amp; Country/Exurbs</i>	0		0	0	0
<b>Younger Singles &amp; Couples</b>	<b>93</b>		<b>94</b>	<b>107</b>	<b>294</b>
<i>Metropolitan Cities</i>	25		19	12	56
<i>Small Cities/Satellite Cities</i>	40		41	50	131
<i>Metropolitan Suburbs</i>	28		34	45	107
<i>Town &amp; Country/Exurbs</i>	0		0	0	0
<b>Total:</b>	<b>150</b>		<b>159</b>	<b>343</b>	<b>652</b>
<b>Percent:</b>	<b>23.0%</b>		<b>24.4%</b>	<b>52.6%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Empty Nesters & Retirees	. . Multi-Family . .		. . . . . Single-Family . . . . .		Total
			.... Attached ....	.... Detached ....	
<i>Metropolitan Cities</i>					
Urban Establishment	3		1	0	4
Multi-Ethnic Empty Nesters	1		2	3	6
Cosmopolitan Couples	3		1	2	6
<i>Subtotal:</i>	<u>7</u>		<u>4</u>	<u>5</u>	<u>16</u>
<i>Small Cities/Satellite Cities</i>					
Second City Establishment	1		2	19	22
Blue-Collar Retirees	6		9	43	58
Middle-Class Move-Downs	4		4	10	18
Second City Seniors	11		7	8	26
<i>Subtotal:</i>	<u>22</u>		<u>22</u>	<u>80</u>	<u>124</u>
<i>Metropolitan Suburbs</i>					
The One Percenters	0		1	12	13
Affluent Empty Nesters	0		1	12	13
Mainstream Empty Nesters	7		11	28	46
Middle-American Retirees	6		7	37	50
<i>Subtotal:</i>	<u>13</u>		<u>20</u>	<u>89</u>	<u>122</u>
<i>Town &amp; Country/Exurbs</i>					
New Empty Nesters	1		1	15	17
<i>Subtotal:</i>	<u>1</u>		<u>1</u>	<u>15</u>	<u>17</u>
<b>Total:</b>	<b>43</b>		<b>47</b>	<b>189</b>	<b>279</b>
<b>Percent:</b>	<b>15.4%</b>		<b>16.8%</b>	<b>67.7%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Traditional & Non-Traditional Families	.. Multi-Family ..	..... Single-Family .....		Total
		.... Attached ....	.... Detached ....	
<i>Metropolitan Cities</i>				
Single-Parent Families	3	3	3	9
Subtotal:	3	3	3	9
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	2	3	10	15
Multi-Ethnic Families	0	1	6	7
Uptown Families	4	5	20	29
In-Town Families	1	1	4	6
New American Strivers	4	5	4	13
Subtotal:	11	15	44	70
<b>Total:</b>	<b>14</b>	<b>18</b>	<b>47</b>	<b>79</b>
<b>Percent:</b>	<b>17.7%</b>	<b>22.8%</b>	<b>59.5%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Younger Singles & Couples	.. Multi-Family ..		..... Single-Family .....		Total
			.... Attached ....	.... Detached ....	
<i>Metropolitan Cities</i>					
New Power Couples	2		2	1	5
New Bohemians	13		5	0	18
Cosmopolitan Elite	1		2	3	6
Downtown Couples	4		7	7	18
Downtown Proud	5		3	1	9
<i>Subtotal:</i>	<u>25</u>		<u>19</u>	<u>12</u>	<u>56</u>
<i>Small Cities/Satellite Cities</i>					
The VIPs	9		8	8	25
Small-City Singles	3		6	23	32
Twentysomethings	13		9	5	27
Second-City Strivers	8		7	4	19
Multi-Ethnic Singles	7		11	10	28
<i>Subtotal:</i>	<u>40</u>		<u>41</u>	<u>50</u>	<u>131</u>
<i>Metropolitan Suburbs</i>					
Fast-Track Professionals	5		2	1	8
Suburban Achievers	2		3	8	13
Suburban Strivers	21		29	36	86
<i>Subtotal:</i>	<u>28</u>		<u>34</u>	<u>45</u>	<u>107</u>
<b>Total:</b>	<b>93</b>		<b>94</b>	<b>107</b>	<b>294</b>
<b>Percent:</b>	<b>31.6%</b>		<b>32.0%</b>	<b>36.4%</b>	<b>100.0%</b>

### Renter Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>37</b>	<b>36</b>	<b>21</b>	<b>32</b>	<b>75</b>	<b>201</b>
<i>Metropolitan Cities</i>	5	6	3	6	19	39
<i>Small Cities/Satellite Cities</i>	29	25	14	18	30	116
<i>Metropolitan Suburbs</i>	3	5	4	8	23	43
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	3	3
<b>Traditional &amp; Non-Traditional Families</b>	<b>18</b>	<b>19</b>	<b>10</b>	<b>16</b>	<b>18</b>	<b>81</b>
<i>Metropolitan Cities</i>	4	4	2	3	3	16
<i>Small Cities/Satellite Cities</i>	14	15	8	13	15	65
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>155</b>	<b>149</b>	<b>87</b>	<b>128</b>	<b>242</b>	<b>761</b>
<i>Metropolitan Cities</i>	30	26	15	26	72	169
<i>Small Cities/Satellite Cities</i>	99	92	51	68	104	414
<i>Metropolitan Suburbs</i>	26	31	21	34	66	178
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>210</b>	<b>204</b>	<b>118</b>	<b>176</b>	<b>335</b>	<b>1,043</b>
<b>Percent:</b>	<b>20.1%</b>	<b>19.6%</b>	<b>11.3%</b>	<b>16.9%</b>	<b>32.1%</b>	<b>100.0%</b>

### Renter Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Empty Nesters & Retirees	.....Renter Income Bands.....					Total
	Below 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 115% AMI	Above 115% AMI	
<i>Metropolitan Cities</i>						
Urban Establishment	1	1	1	1	7	11
Multi-Ethnic Empty Nesters	0	1	0	1	2	4
Cosmopolitan Couples	4	4	2	4	10	24
<i>Subtotal:</i>	5	6	3	6	19	39
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	0	0	0	1	2	3
Blue-Collar Retirees	4	5	4	5	9	27
Middle-Class Move-Downs	1	1	1	1	3	7
Second City Seniors	24	19	9	11	16	79
<i>Subtotal:</i>	29	25	14	18	30	116
<i>Metropolitan Suburbs</i>						
The One Percenters	0	0	0	0	2	2
Affluent Empty Nesters	0	0	0	0	2	2
Mainstream Empty Nesters	2	3	2	5	12	24
Middle-American Retirees	1	2	2	3	7	15
<i>Subtotal:</i>	3	5	4	8	23	43
<i>Town &amp; Country/Exurbs</i>						
New Empty Nesters	0	0	0	0	3	3
<i>Subtotal:</i>	0	0	0	0	3	3
<b>Total:</b>	<b>37</b>	<b>36</b>	<b>21</b>	<b>32</b>	<b>75</b>	<b>201</b>
<b>Percent:</b>	<b>18.4%</b>	<b>17.9%</b>	<b>10.4%</b>	<b>15.9%</b>	<b>37.3%</b>	<b>100.0%</b>

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	.....Renter Income Bands.....					<u>Total</u>
	<u>Below 30% AMI</u>	<u>30% to 60% AMI</u>	<u>60% to 80% AMI</u>	<u>80% to 115% AMI</u>	<u>Above 115% AMI</u>	
<i>Metropolitan Cities</i>						
Single-Parent Families	<u>4</u>	<u>4</u>	<u>2</u>	<u>3</u>	<u>3</u>	<u>16</u>
<i>Subtotal:</i>	4	4	2	3	3	16
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	1	0	1	3	5
Multi-Ethnic Families	0	0	0	1	2	3
Uptown Families	2	3	2	4	5	16
In-Town Families	1	1	1	1	0	4
New American Strivers	<u>11</u>	<u>10</u>	<u>5</u>	<u>6</u>	<u>5</u>	<u>37</u>
<i>Subtotal:</i>	14	15	8	13	15	65
<b>Total:</b>	<b>18</b>	<b>19</b>	<b>10</b>	<b>16</b>	<b>18</b>	<b>81</b>
<b>Percent:</b>	<b>22.2%</b>	<b>23.5%</b>	<b>12.3%</b>	<b>19.8%</b>	<b>22.2%</b>	<b>100.0%</b>

### Renter Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	.....Renter Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Metropolitan Cities</b>						
New Power Couples	0	0	0	1	4	5
New Bohemians	9	8	5	10	45	77
Cosmopolitan Elite	0	0	0	1	3	4
Downtown Couples	5	5	3	4	5	22
Downtown Proud	16	13	7	10	15	61
<i>Subtotal:</i>	30	26	15	26	72	169
<b>Small Cities/Satellite Cities</b>						
The VIPs	4	5	3	7	21	40
Small-City Singles	4	5	3	4	7	23
Twentysomethings	39	35	22	29	43	168
Second-City Strivers	18	20	12	16	20	86
Multi-Ethnic Singles	34	27	11	12	13	97
<i>Subtotal:</i>	99	92	51	68	104	414
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	4	5	4	9	25	47
Suburban Achievers	1	1	1	1	3	7
Suburban Strivers	21	25	16	24	38	124
<i>Subtotal:</i>	26	31	21	34	66	178
<b>Total:</b>	<b>155</b>	<b>149</b>	<b>87</b>	<b>128</b>	<b>242</b>	<b>761</b>
<b>Percent:</b>	<b>20.4%</b>	<b>19.6%</b>	<b>11.4%</b>	<b>16.8%</b>	<b>31.8%</b>	<b>100.0%</b>



**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Metropolitan Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	Ownership Income Bands					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>33</b>	<b>41</b>	<b>29</b>	<b>27</b>	<b>149</b>	<b>279</b>
<i>Metropolitan Cities</i>	1	0	0	0	15	16
<i>Small Cities/Satellite Cities</i>	19	24	16	13	52	124
<i>Metropolitan Suburbs</i>	12	16	12	13	69	122
<i>Town &amp; Country/Exurbs</i>	1	1	1	1	13	17
<b>Traditional &amp; Non-Traditional Families</b>	<b>14</b>	<b>15</b>	<b>11</b>	<b>8</b>	<b>31</b>	<b>79</b>
<i>Metropolitan Cities</i>	3	3	0	0	3	9
<i>Small Cities/Satellite Cities</i>	11	12	11	8	28	70
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>53</b>	<b>57</b>	<b>35</b>	<b>29</b>	<b>120</b>	<b>294</b>
<i>Metropolitan Cities</i>	10	8	5	3	30	56
<i>Small Cities/Satellite Cities</i>	28	29	17	15	42	131
<i>Metropolitan Suburbs</i>	15	20	13	11	48	107
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>100</b>	<b>113</b>	<b>75</b>	<b>64</b>	<b>300</b>	<b>652</b>
<b>Percent:</b>	<b>15.3%</b>	<b>17.4%</b>	<b>11.5%</b>	<b>9.8%</b>	<b>46.0%</b>	<b>100.0%</b>

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Metropolitan Draw Area, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	.....Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b><i>Metropolitan Cities</i></b>						
Urban Establishment	0	0	0	0	4	4
Multi-Ethnic Empty Nesters	0	0	0	0	6	6
Cosmopolitan Couples	1	0	0	0	5	6
<i>Subtotal:</i>	1	0	0	0	15	16
<b><i>Small Cities/Satellite Cities</i></b>						
Second City Establishment	1	2	2	2	15	22
Blue-Collar Retirees	8	11	8	7	24	58
Middle-Class Move-Downs	3	4	3	1	7	18
Second City Seniors	7	7	3	3	6	26
<i>Subtotal:</i>	19	24	16	13	52	124
<b><i>Metropolitan Suburbs</i></b>						
The One Percenters	0	1	0	1	11	13
Affluent Empty Nesters	1	1	1	1	9	13
Mainstream Empty Nesters	5	7	5	5	24	46
Middle-American Retirees	6	7	6	6	25	50
<i>Subtotal:</i>	12	16	12	13	69	122
<b><i>Town &amp; Country/Exurbs</i></b>						
New Empty Nesters	1	1	1	1	13	17
<i>Subtotal:</i>	1	1	1	1	13	17
<b>Total:</b>	<b>33</b>	<b>41</b>	<b>29</b>	<b>27</b>	<b>149</b>	<b>279</b>
<b>Percent:</b>	<b>11.8%</b>	<b>14.7%</b>	<b>10.4%</b>	<b>9.7%</b>	<b>53.4%</b>	<b>100.0%</b>

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Metropolitan Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	<i>Ownership Income Bands</i>					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Metropolitan Cities</i>						
Single-Parent Families	3	3	0	0	3	9
<i>Subtotal:</i>	3	3	0	0	3	9
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	1	1	1	1	11	15
Multi-Ethnic Families	1	1	1	1	3	7
Uptown Families	5	6	5	5	8	29
In-Town Families	1	1	1	0	3	6
New American Strivers	3	3	3	1	3	13
<i>Subtotal:</i>	11	12	11	8	28	70
<b>Total:</b>	<b>14</b>	<b>15</b>	<b>11</b>	<b>8</b>	<b>31</b>	<b>79</b>
<b>Percent:</b>	<b>17.7%</b>	<b>19.0%</b>	<b>13.9%</b>	<b>10.1%</b>	<b>39.2%</b>	<b>100.0%</b>

### Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	.....Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Metropolitan Cities</b>						
New Power Couples	0	0	0	0	5	5
New Bohemians	3	1	1	1	12	18
Cosmopolitan Elite	0	0	0	0	6	6
Downtown Couples	5	5	3	2	3	18
Downtown Proud	2	2	1	0	4	9
<i>Subtotal:</i>	<u>10</u>	<u>8</u>	<u>5</u>	<u>3</u>	<u>30</u>	<u>56</u>
<b>Small Cities/Satellite Cities</b>						
The VIPs	3	3	3	3	13	25
Small-City Singles	6	7	4	4	11	32
Twentysomethings	6	6	4	3	8	27
Second-City Strivers	4	5	3	2	5	19
Multi-Ethnic Singles	9	8	3	3	5	28
<i>Subtotal:</i>	<u>28</u>	<u>29</u>	<u>17</u>	<u>15</u>	<u>42</u>	<u>131</u>
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	0	1	0	1	6	8
Suburban Achievers	1	2	1	1	8	13
Suburban Strivers	14	17	12	9	34	86
<i>Subtotal:</i>	<u>15</u>	<u>20</u>	<u>13</u>	<u>11</u>	<u>48</u>	<u>107</u>
<b>Total:</b>	<b>53</b>	<b>57</b>	<b>35</b>	<b>29</b>	<b>120</b>	<b>294</b>
<b>Percent:</b>	<b>18.0%</b>	<b>19.4%</b>	<b>11.9%</b>	<b>9.9%</b>	<b>40.8%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	Total
<b>Empty Nesters &amp; Retirees</b>						
	8	7	5	6	17	43
<i>Metropolitan Cities</i>	1	0	0	0	6	7
<i>Small Cities/Satellite Cities</i>	5	5	3	4	5	22
<i>Metropolitan Suburbs</i>	2	2	2	2	5	13
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	1	1
<b>Traditional &amp; Non-Traditional Families</b>						
	3	3	2	3	3	14
<i>Metropolitan Cities</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>	2	2	2	2	3	11
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>						
	16	17	11	17	32	93
<i>Metropolitan Cities</i>	4	3	3	4	11	25
<i>Small Cities/Satellite Cities</i>	9	9	5	8	9	40
<i>Metropolitan Suburbs</i>	3	5	3	5	12	28
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>27</b>	<b>27</b>	<b>18</b>	<b>26</b>	<b>52</b>	<b>150</b>
<b>Percent:</b>	<b>18.0%</b>	<b>18.0%</b>	<b>12.0%</b>	<b>17.3%</b>	<b>34.7%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	.....Multi-Family Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	3	3
Multi-Ethnic Empty Nesters	0	0	0	0	1	1
Cosmopolitan Couples	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>3</u>
<i>Subtotal:</i>	1	0	0	0	6	7
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	0	0	0	0	1	1
Blue-Collar Retirees	1	1	1	1	2	6
Middle-Class Move-Downs	1	1	1	1	0	4
Second City Seniors	<u>3</u>	<u>3</u>	<u>1</u>	<u>2</u>	<u>2</u>	<u>11</u>
<i>Subtotal:</i>	5	5	3	4	5	22
<i>Metropolitan Suburbs</i>						
Mainstream Empty Nesters	1	1	1	1	3	7
Middle-American Retirees	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>6</u>
<i>Subtotal:</i>	2	2	2	2	5	13
<i>Town &amp; Country/Exurbs</i>						
New Empty Nesters	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
<i>Subtotal:</i>	0	0	0	0	1	1
<b>Total:</b>	<b>8</b>	<b>7</b>	<b>5</b>	<b>6</b>	<b>17</b>	<b>43</b>
<b>Percent:</b>	<b>18.6%</b>	<b>16.3%</b>	<b>11.6%</b>	<b>14.0%</b>	<b>39.5%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	.....Multi-Family Ownership Income Bands .....					<u>Total</u>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Metropolitan Cities</i>						
Single-Parent Families	<u>1</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>3</u>
<i>Subtotal:</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	2	2
Uptown Families	1	1	1	1	0	4
In-Town Families	0	0	0	0	1	1
New American Strivers	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>4</u>
<i>Subtotal:</i>	2	2	2	2	3	11
<b>Total:</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>14</b>
<b>Percent:</b>	<b>21.4%</b>	<b>21.4%</b>	<b>14.3%</b>	<b>21.4%</b>	<b>21.4%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	0	2	2
New Bohemians	2	1	1	2	7	13
Cosmopolitan Elite	0	0	0	0	1	1
Downtown Couples	1	1	1	1	0	4
Downtown Proud	1	1	1	1	1	5
<i>Subtotal:</i>	<u>4</u>	<u>3</u>	<u>3</u>	<u>4</u>	<u>11</u>	<u>25</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	1	1	2	4	9
Small-City Singles	1	1	0	1	0	3
Twentysomethings	3	3	2	2	3	13
Second-City Strivers	2	2	1	2	1	8
Multi-Ethnic Singles	2	2	1	1	1	7
<i>Subtotal:</i>	<u>9</u>	<u>9</u>	<u>5</u>	<u>8</u>	<u>9</u>	<u>40</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	1	0	1	3	5
Suburban Achievers	0	0	0	0	2	2
Suburban Strivers	3	4	3	4	7	21
<i>Subtotal:</i>	<u>3</u>	<u>5</u>	<u>3</u>	<u>5</u>	<u>12</u>	<u>28</u>
<b>Total:</b>	<b>16</b>	<b>17</b>	<b>11</b>	<b>17</b>	<b>32</b>	<b>93</b>
<b>Percent:</b>	<b>17.2%</b>	<b>18.3%</b>	<b>11.8%</b>	<b>18.3%</b>	<b>34.4%</b>	<b>100.0%</b>



### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
Household Type/ Geographic Designation	Below 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 115% AMI	Above 115% AMI	Total
<b>Empty Nesters &amp; Retirees</b>	<b>6</b>	<b>8</b>	<b>5</b>	<b>7</b>	<b>21</b>	<b>47</b>
<i>Metropolitan Cities</i>	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>	4	5	3	4	6	22
<i>Metropolitan Suburbs</i>	2	3	2	3	10	20
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	1	1
<b>Traditional &amp; Non-Traditional Families</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>4</b>	<b>6</b>	<b>18</b>
<i>Metropolitan Cities</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>	2	2	2	3	6	15
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>18</b>	<b>19</b>	<b>10</b>	<b>15</b>	<b>32</b>	<b>94</b>
<i>Metropolitan Cities</i>	4	3	1	2	9	19
<i>Small Cities/Satellite Cities</i>	9	9	5	6	12	41
<i>Metropolitan Suburbs</i>	5	7	4	7	11	34
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>27</b>	<b>30</b>	<b>17</b>	<b>26</b>	<b>59</b>	<b>159</b>
<b>Percent:</b>	<b>17.0%</b>	<b>18.9%</b>	<b>10.7%</b>	<b>16.3%</b>	<b>37.1%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Multi-Ethnic Empty Nesters	0	0	0	0	2	2
Cosmopolitan Couples	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	4	4
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	0	0	0	0	2	2
Blue-Collar Retirees	1	2	1	2	3	9
Middle-Class Move-Downs	1	1	1	1	0	4
Second City Seniors	2	2	1	1	1	7
<i>Subtotal:</i>	4	5	3	4	6	22
<i>Metropolitan Suburbs</i>						
The One Percenters	0	0	0	0	1	1
Affluent Empty Nesters	0	0	0	0	1	1
Mainstream Empty Nesters	1	2	1	2	5	11
Middle-American Retirees	1	1	1	1	3	7
<i>Subtotal:</i>	2	3	2	3	10	20
<i>Town &amp; Country/Exurbs</i>						
New Empty Nesters	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	1	1
<b>Total:</b>	<b>6</b>	<b>8</b>	<b>5</b>	<b>7</b>	<b>21</b>	<b>47</b>
<b>Percent:</b>	<b>12.8%</b>	<b>17.0%</b>	<b>10.6%</b>	<b>14.9%</b>	<b>44.7%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Single-Parent Families	1	1	0	1	0	3
<i>Subtotal:</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	1	2	3
Multi-Ethnic Families	0	0	0	0	1	1
Uptown Families	1	1	1	1	1	5
In-Town Families	0	0	0	0	1	1
New American Strivers	1	1	1	1	1	5
<i>Subtotal:</i>	2	2	2	3	6	15
<b>Total:</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>4</b>	<b>6</b>	<b>18</b>
<b>Percent:</b>	<b>16.7%</b>	<b>16.7%</b>	<b>11.1%</b>	<b>22.2%</b>	<b>33.3%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	0	2	2
New Bohemians	1	0	0	1	3	5
Cosmopolitan Elite	0	0	0	0	2	2
Downtown Couples	2	2	1	1	1	7
Downtown Proud	1	1	0	0	1	3
<i>Subtotal:</i>	<u>4</u>	<u>3</u>	<u>1</u>	<u>2</u>	<u>9</u>	<u>19</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	1	1	1	4	8
Small-City Singles	1	1	1	1	2	6
Twentysomethings	2	2	1	2	2	9
Second-City Strivers	1	2	1	1	2	7
Multi-Ethnic Singles	4	3	1	1	2	11
<i>Subtotal:</i>	<u>9</u>	<u>9</u>	<u>5</u>	<u>6</u>	<u>12</u>	<u>41</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	2	2
Suburban Achievers	0	1	0	1	1	3
Suburban Strivers	5	6	4	6	8	29
<i>Subtotal:</i>	<u>5</u>	<u>7</u>	<u>4</u>	<u>7</u>	<u>11</u>	<u>34</u>
<b>Total:</b>	<b>18</b>	<b>19</b>	<b>10</b>	<b>15</b>	<b>32</b>	<b>94</b>
<b>Percent:</b>	<b>19.1%</b>	<b>20.2%</b>	<b>10.6%</b>	<b>16.0%</b>	<b>34.0%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

.....Single-Family Detached Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>19</b>	<b>26</b>	<b>19</b>	<b>32</b>	<b>93</b>	<b>189</b>
<i>Metropolitan Cities</i>	0	0	0	1	4	5
<i>Small Cities/Satellite Cities</i>	10	14	10	15	31	80
<i>Metropolitan Suburbs</i>	8	11	8	14	48	89
<i>Town &amp; Country/Exurbs</i>	1	1	1	2	10	15
<b>Traditional &amp; Non-Traditional Families</b>	<b>8</b>	<b>9</b>	<b>7</b>	<b>10</b>	<b>13</b>	<b>47</b>
<i>Metropolitan Cities</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>	7	8	7	9	13	44
<i>Metropolitan Suburbs</i>	0	0	0	0	0	0
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Younger Singles &amp; Couples</b>	<b>19</b>	<b>21</b>	<b>14</b>	<b>18</b>	<b>35</b>	<b>107</b>
<i>Metropolitan Cities</i>	2	2	1	1	6	12
<i>Small Cities/Satellite Cities</i>	10	11	7	8	14	50
<i>Metropolitan Suburbs</i>	7	8	6	9	15	45
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>46</b>	<b>56</b>	<b>40</b>	<b>60</b>	<b>141</b>	<b>343</b>
<b>Percent:</b>	<b>13.4%</b>	<b>16.3%</b>	<b>11.7%</b>	<b>17.5%</b>	<b>41.1%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

. . . . .Single-Family Detached Ownership Income Bands . . . . .						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Multi-Ethnic Empty Nesters	0	0	0	1	2	3
Cosmopolitan Couples	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>2</u>
<i>Subtotal:</i>	0	0	0	1	4	5
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	1	2	2	3	11	19
Blue-Collar Retirees	6	8	6	9	14	43
Middle-Class Move-Downs	1	2	1	2	4	10
Second City Seniors	<u>2</u>	<u>2</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>8</u>
<i>Subtotal:</i>	10	14	10	15	31	80
<i>Metropolitan Suburbs</i>						
The One Percenters	0	1	0	1	10	12
Affluent Empty Nesters	1	1	1	1	8	12
Mainstream Empty Nesters	3	4	3	5	13	28
Middle-American Retirees	<u>4</u>	<u>5</u>	<u>4</u>	<u>7</u>	<u>17</u>	<u>37</u>
<i>Subtotal:</i>	8	11	8	14	48	89
<i>Town &amp; Country/Exurbs</i>						
New Empty Nesters	<u>1</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>10</u>	<u>15</u>
<i>Subtotal:</i>	1	1	1	2	10	15
<b>Total:</b>	<b>19</b>	<b>26</b>	<b>19</b>	<b>32</b>	<b>93</b>	<b>189</b>
<b>Percent:</b>	<b>10.1%</b>	<b>13.8%</b>	<b>10.1%</b>	<b>16.9%</b>	<b>49.2%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

.....Single-Family Detached Ownership Income Bands.....						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Single-Parent Families	1	1	0	1	0	3
<i>Subtotal:</i>	1	1	0	1	0	3
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	1	1	1	2	5	10
Multi-Ethnic Families	1	1	1	1	2	6
Uptown Families	3	4	3	4	6	20
In-Town Families	1	1	1	1	0	4
New American Strivers	1	1	1	1	0	4
<i>Subtotal:</i>	7	8	7	9	13	44
<b>Total:</b>	<b>8</b>	<b>9</b>	<b>7</b>	<b>10</b>	<b>13</b>	<b>47</b>
<b>Percent:</b>	<b>17.0%</b>	<b>19.1%</b>	<b>14.9%</b>	<b>21.3%</b>	<b>27.7%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Downtown Core Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

.....Single-Family Detached Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	0	1	1
Cosmopolitan Elite	0	0	0	0	3	3
Downtown Couples	2	2	1	1	1	7
Downtown Proud	0	0	0	0	1	1
<i>Subtotal:</i>	<u>2</u>	<u>2</u>	<u>1</u>	<u>1</u>	<u>6</u>	<u>12</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	1	1	1	4	8
Small-City Singles	4	5	3	4	7	23
Twentysomethings	1	1	1	1	1	5
Second-City Strivers	1	1	1	1	0	4
Multi-Ethnic Singles	3	3	1	1	2	10
<i>Subtotal:</i>	<u>10</u>	<u>11</u>	<u>7</u>	<u>8</u>	<u>14</u>	<u>50</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	1	1
Suburban Achievers	1	1	1	2	3	8
Suburban Strivers	6	7	5	7	11	36
<i>Subtotal:</i>	<u>7</u>	<u>8</u>	<u>6</u>	<u>9</u>	<u>15</u>	<u>45</u>
<b>Total:</b>	<b>19</b>	<b>21</b>	<b>14</b>	<b>18</b>	<b>35</b>	<b>107</b>
<b>Percent:</b>	<b>17.8%</b>	<b>19.6%</b>	<b>13.1%</b>	<b>16.8%</b>	<b>32.7%</b>	<b>100.0%</b>



**Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>205</b>	<b>20</b>	<b>5</b>	<b>30</b>	<b>85</b>	<b>345</b>
<i>Metropolitan Cities</i>	0	0	0	5	10	15
<i>Small Cities/Satellite Cities</i>	85	0	0	5	25	115
<i>Metropolitan Suburbs</i>	80	0	0	20	35	135
<i>Town &amp; Country/Exurbs</i>	40	20	5	0	15	80
<b>Traditional &amp; Non-Traditional Families</b>	<b>130</b>	<b>5</b>	<b>10</b>	<b>15</b>	<b>105</b>	<b>265</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	65	0	5	5	60	135
<i>Metropolitan Suburbs</i>	35	0	0	10	30	75
<i>Town &amp; Country/Exurbs</i>	30	5	5	0	15	55
<b>Younger Singles &amp; Couples</b>	<b>320</b>	<b>10</b>	<b>20</b>	<b>70</b>	<b>175</b>	<b>595</b>
<i>Metropolitan Cities</i>	0	0	0	30	40	70
<i>Small Cities/Satellite Cities</i>	175	0	10	20	85	290
<i>Metropolitan Suburbs</i>	125	0	5	20	45	195
<i>Town &amp; Country/Exurbs</i>	20	10	5	0	5	40
<b>Total:</b>	<b>655</b>	<b>35</b>	<b>35</b>	<b>115</b>	<b>365</b>	<b>1,205</b>
<b>Percent:</b>	<b>54.4%</b>	<b>2.9%</b>	<b>2.9%</b>	<b>9.5%</b>	<b>30.3%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>205</b>	<b>20</b>	<b>5</b>	<b>30</b>	<b>85</b>	<b>345</b>
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	5	5
Cosmopolitan Couples	0	0	0	5	5	10
<i>Subtotal:</i>	0	0	0	5	10	15
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	5	0	0	0	0	5
Blue-Collar Retirees	35	0	0	5	10	50
Middle-Class Move-Downs	10	0	0	0	5	15
Hometown Seniors	5	0	0	0	5	10
Second City Seniors	30	0	0	0	5	35
<i>Subtotal:</i>	85	0	0	5	25	115
<i>Metropolitan Suburbs</i>						
The One Percenters	5	0	0	5	5	15
Old Money	5	0	0	0	5	10
Affluent Empty Nesters	5	0	0	0	0	5
Suburban Establishment	15	0	0	5	10	30
Mainstream Empty Nesters	30	0	0	5	5	40
Middle-American Retirees	20	0	0	5	10	35
<i>Subtotal:</i>	80	0	0	20	35	135
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	35	5	0	0	5	45
New Empty Nesters	5	15	5	0	10	35
<i>Subtotal:</i>	40	20	5	0	15	80

**Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>130</b>	<b>5</b>	<b>10</b>	<b>15</b>	<b>105</b>	<b>265</b>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	15	0	0	0	5	20
Multi-Ethnic Families	0	0	0	0	10	10
Uptown Families	25	0	0	5	15	45
In-Town Families	0	0	0	0	10	10
New American Strivers	25	0	5	0	20	50
<i>Subtotal:</i>	<u>65</u>	<u>0</u>	<u>5</u>	<u>5</u>	<u>60</u>	<u>135</u>
<i>Metropolitan Suburbs</i>						
Nouveau Money	5	0	0	0	5	10
Late-Nest Suburbanites	10	0	0	5	10	25
Full-Nest Suburbanites	5	0	0	0	5	10
Button-Down Families	10	0	0	5	5	20
Kids 'r' Us	5	0	0	0	5	10
<i>Subtotal:</i>	<u>35</u>	<u>0</u>	<u>0</u>	<u>10</u>	<u>30</u>	<u>75</u>
<i>Town &amp; Country/Exurbs</i>						
New Town Families	15	0	0	0	5	20
Small-Town Families	15	5	5	0	10	35
<i>Subtotal:</i>	<u>30</u>	<u>5</u>	<u>5</u>	<u>0</u>	<u>15</u>	<u>55</u>

**Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years**

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

	<u>Duluth City</u>	<u>St. Louis County</u>	<u>Regional Draw Area</u>	<u>Twin Cities Draw Area</u>	<u>Balance of U.S.</u>	<u>Total</u>
<b>Younger Singles &amp; Couples</b>	<b>320</b>	<b>10</b>	<b>20</b>	<b>70</b>	<b>175</b>	<b>595</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	5	5	10
New Bohemians	0	0	0	5	5	10
Cosmopolitan Elite	0	0	0	5	5	10
Downtown Couples	0	0	0	5	10	15
Downtown Proud	0	0	0	10	15	25
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>30</u>	<u>40</u>	<u>70</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	25	0	0	5	15	45
Small-City Singles	15	0	5	5	15	40
Twentysomethings	60	0	0	5	20	85
Second-City Strivers	35	0	0	5	20	60
Multi-Ethnic Singles	40	0	5	0	15	60
<i>Subtotal:</i>	<u>175</u>	<u>0</u>	<u>10</u>	<u>20</u>	<u>85</u>	<u>290</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	15	0	0	5	15	35
Suburban Achievers	10	0	0	0	5	15
Suburban Strivers	100	0	5	15	25	145
<i>Subtotal:</i>	<u>125</u>	<u>0</u>	<u>5</u>	<u>20</u>	<u>45</u>	<u>195</u>
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	20	10	5	0	5	40
<i>Subtotal:</i>	<u>20</u>	<u>10</u>	<u>5</u>	<u>0</u>	<u>5</u>	<u>40</u>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<u>Household Type/ Geographic Designation</u>	<u>Potential Renters</u>	<u>Potential Owners</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>106</b>	<b>239</b>	<b>345</b>
<i>Metropolitan Cities</i>	12	3	15
<i>Small Cities/Satellite Cities</i>	51	64	115
<i>Metropolitan Suburbs</i>	32	103	135
<i>Town &amp; Country/Exurbs</i>	11	69	80
<b>Traditional &amp; Non-Traditional Families</b>	<b>105</b>	<b>160</b>	<b>265</b>
<i>Metropolitan Cities</i>	0	0	0
<i>Small Cities/Satellite Cities</i>	65	70	135
<i>Metropolitan Suburbs</i>	22	53	75
<i>Town &amp; Country/Exurbs</i>	18	37	55
<b>Younger Singles &amp; Couples</b>	<b>395</b>	<b>200</b>	<b>595</b>
<i>Metropolitan Cities</i>	47	23	70
<i>Small Cities/Satellite Cities</i>	214	76	290
<i>Metropolitan Suburbs</i>	121	74	195
<i>Town &amp; Country/Exurbs</i>	13	27	40
<b>Total:</b>	<b>606</b>	<b>599</b>	<b>1,205</b>
<b>Percent:</b>	<b>50.3%</b>	<b>49.7%</b>	<b>100.0%</b>

### Tenure (Renter/Buyer) Profile

Annual Average Number of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years

*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Empty Nesters & Retirees	<i>Potential Renters</i>	<i>Potential Owners</i>	Total
<i>Metropolitan Cities</i>			
Urban Establishment	4	1	5
Cosmopolitan Couples	8	2	10
<i>Subtotal:</i>	<u>12</u>	<u>3</u>	<u>15</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	1	4	5
Blue-Collar Retirees	16	34	50
Middle-Class Move-Downs	4	11	15
Hometown Seniors	4	6	10
Second City Seniors	26	9	35
<i>Subtotal:</i>	<u>51</u>	<u>64</u>	<u>115</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	2	13	15
Old Money	2	8	10
Affluent Empty Nesters	1	4	5
Suburban Establishment	5	25	30
Mainstream Empty Nesters	14	26	40
Middle-American Retirees	8	27	35
<i>Subtotal:</i>	<u>32</u>	<u>103</u>	<u>135</u>
<i>Town &amp; Country/Exurbs</i>			
Pillars of the Community	6	39	45
New Empty Nesters	5	30	35
<i>Subtotal:</i>	<u>11</u>	<u>69</u>	<u>80</u>
<b>Total:</b>	<b>106</b>	<b>239</b>	<b>345</b>
<b>Percent:</b>	<b>30.7%</b>	<b>69.3%</b>	<b>100.0%</b>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	5	15	20
Multi-Ethnic Families	3	7	10
Uptown Families	16	29	45
In-Town Families	4	6	10
New American Strivers	37	13	50
<i>Subtotal:</i>	<u>65</u>	<u>70</u>	<u>135</u>
<i>Metropolitan Suburbs</i>			
Nouveau Money	2	8	10
Button-Down Families	4	16	20
Late-Nest Suburbanites	9	16	25
Full-Nest Suburbanites	4	6	10
Kids 'r' Us	3	7	10
<i>Subtotal:</i>	<u>22</u>	<u>53</u>	<u>75</u>
<i>Town &amp; Country/Exurbs</i>			
New Town Families	3	17	20
Small-Town Families	15	20	35
<i>Subtotal:</i>	<u>18</u>	<u>37</u>	<u>55</u>
<b>Total:</b>	<b>105</b>	<b>160</b>	<b>265</b>
<b>Percent:</b>	<b>39.6%</b>	<b>60.4%</b>	<b>100.0%</b>

**Tenure (Renter/Buyer) Profile**

Annual Average Number of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	<i>Potential Renters</i>	<i>Potential Owners</i>	<b>Total</b>
<i>Metropolitan Cities</i>			
New Power Couples	5	5	10
New Bohemians	8	2	10
Cosmopolitan Elite	4	6	10
Downtown Couples	8	7	15
Downtown Proud	22	3	25
<i>Subtotal:</i>	<u>47</u>	<u>23</u>	<u>70</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	28	17	45
Small-City Singles	17	23	40
Twentysomethings	73	12	85
Second-City Strivers	49	11	60
Multi-Ethnic Singles	47	13	60
<i>Subtotal:</i>	<u>214</u>	<u>76</u>	<u>290</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	30	5	35
Suburban Achievers	5	10	15
Suburban Strivers	86	59	145
<i>Subtotal:</i>	<u>121</u>	<u>74</u>	<u>195</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	13	27	40
<i>Subtotal:</i>	<u>13</u>	<u>27</u>	<u>40</u>
<b>Total:</b>	<b>395</b>	<b>200</b>	<b>595</b>
<b>Percent:</b>	<b>66.4%</b>	<b>33.6%</b>	<b>100.0%</b>



### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	.. Multi-Family ..		..... Single-Family .....		Total
			.... Attached ....	.... Detached ....	
<b>Empty Nesters &amp; Retirees</b>	<b>23</b>	<b>29</b>	<b>187</b>	<b>239</b>	
<i>Metropolitan Cities</i>	2	0	1	3	
<i>Small Cities/Satellite Cities</i>	11	11	42	64	
<i>Metropolitan Suburbs</i>	8	13	82	103	
<i>Town &amp; Country/Exurbs</i>	2	5	62	69	
<b>Traditional &amp; Non-Traditional Families</b>	<b>23</b>	<b>32</b>	<b>105</b>	<b>160</b>	
<i>Metropolitan Cities</i>	0	0	0	0	
<i>Small Cities/Satellite Cities</i>	11	15	44	70	
<i>Metropolitan Suburbs</i>	7	10	36	53	
<i>Town &amp; Country/Exurbs</i>	5	7	25	37	
<b>Younger Singles &amp; Couples</b>	<b>51</b>	<b>58</b>	<b>91</b>	<b>200</b>	
<i>Metropolitan Cities</i>	8	9	6	23	
<i>Small Cities/Satellite Cities</i>	21	22	33	76	
<i>Metropolitan Suburbs</i>	19	23	32	74	
<i>Town &amp; Country/Exurbs</i>	3	4	20	27	
<b>Total:</b>	<b>97</b>	<b>119</b>	<b>383</b>	<b>599</b>	
<b>Percent:</b>	<b>16.2%</b>	<b>19.9%</b>	<b>63.9%</b>	<b>100.0%</b>	

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Empty Nesters & Retirees	.. Multi-Family ..	..... Single-Family .....		Total
		.... Attached ....	.... Detached ....	
<i>Metropolitan Cities</i>				
Urban Establishment	1	0	0	1
Cosmopolitan Couples	1	0	1	2
<i>Subtotal:</i>	<u>2</u>	<u>0</u>	<u>1</u>	<u>3</u>
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	0	0	4	4
Blue-Collar Retirees	3	5	26	34
Middle-Class Move-Downs	3	3	5	11
Hometown Seniors	1	1	4	6
Second City Seniors	4	2	3	9
<i>Subtotal:</i>	<u>11</u>	<u>11</u>	<u>42</u>	<u>64</u>
<i>Metropolitan Suburbs</i>				
The One Percenters	0	1	12	13
Old Money	0	0	8	8
Affluent Empty Nesters	0	0	4	4
Suburban Establishment	1	2	22	25
Mainstream Empty Nesters	4	6	16	26
Middle-American Retirees	3	4	20	27
<i>Subtotal:</i>	<u>8</u>	<u>13</u>	<u>82</u>	<u>103</u>
<i>Town &amp; Country/Exurbs</i>				
Pillars of the Community	1	4	34	39
New Empty Nesters	1	1	28	30
<i>Subtotal:</i>	<u>2</u>	<u>5</u>	<u>62</u>	<u>69</u>
<b>Total:</b>	<b>23</b>	<b>29</b>	<b>187</b>	<b>239</b>
<b>Percent:</b>	<b>9.6%</b>	<b>12.1%</b>	<b>78.2%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Traditional & Non-Traditional Families	.. Multi-Family ..	..... Single-Family .....		Total
		.... Attached ....	.... Detached ....	
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	2	3	10	15
Multi-Ethnic Families	0	1	6	7
Uptown Families	4	5	20	29
In-Town Families	1	1	4	6
New American Strivers	4	5	4	13
<i>Subtotal:</i>	<u>11</u>	<u>15</u>	<u>44</u>	<u>70</u>
<i>Metropolitan Suburbs</i>				
Nouveau Money	1	1	6	8
Button-Down Families	1	2	13	16
Late-Nest Suburbanites	3	4	9	16
Full-Nest Suburbanites	1	2	3	6
Kids 'r' Us	1	1	5	7
<i>Subtotal:</i>	<u>7</u>	<u>10</u>	<u>36</u>	<u>53</u>
<i>Town &amp; Country/Exurbs</i>				
New Town Families	1	2	14	17
Small-Town Families	4	5	11	20
<i>Subtotal:</i>	<u>5</u>	<u>7</u>	<u>25</u>	<u>37</u>
<b>Total:</b>	<b>23</b>	<b>32</b>	<b>105</b>	<b>160</b>
<b>Percent:</b>	<b>14.4%</b>	<b>20.0%</b>	<b>65.6%</b>	<b>100.0%</b>

**Purchase Propensity By Housing Type**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	.. Multi-Family ..	..... Single-Family .....		Total
		.... Attached ....	.... Detached ....	
<i>Metropolitan Cities</i>				
New Power Couples	2	2	1	5
New Bohemians	1	1	0	2
Cosmopolitan Elite	1	2	3	6
Downtown Couples	2	3	2	7
Downtown Proud	2	1	0	3
<i>Subtotal:</i>	<u>8</u>	<u>9</u>	<u>6</u>	<u>23</u>
<i>Small Cities/Satellite Cities</i>				
The VIPs	6	5	6	17
Small-City Singles	2	4	17	23
Twentysomethings	6	4	2	12
Second-City Strivers	4	4	3	11
Multi-Ethnic Singles	3	5	5	13
<i>Subtotal:</i>	<u>21</u>	<u>22</u>	<u>33</u>	<u>76</u>
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	3	1	1	5
Suburban Achievers	1	2	7	10
Suburban Strivers	15	20	24	59
<i>Subtotal:</i>	<u>19</u>	<u>23</u>	<u>32</u>	<u>74</u>
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	3	4	20	27
<i>Subtotal:</i>	<u>3</u>	<u>4</u>	<u>20</u>	<u>27</u>
<b>Total:</b>	<b>51</b>	<b>58</b>	<b>91</b>	<b>200</b>
<b>Percent:</b>	<b>25.5%</b>	<b>29.0%</b>	<b>45.5%</b>	<b>100.0%</b>

### Renter Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Empty Nesters &amp; Retirees</b>	<b>15</b>	<b>16</b>	<b>10</b>	<b>19</b>	<b>46</b>	<b>106</b>
<i>Metropolitan Cities</i>	1	1	1	2	7	12
<i>Small Cities/Satellite Cities</i>	12	11	7	9	12	51
<i>Metropolitan Suburbs</i>	2	3	2	6	19	32
<i>Town &amp; Country/Exurbs</i>	0	1	0	2	8	11
<b>Traditional &amp; Non-Traditional Families</b>	<b>18</b>	<b>19</b>	<b>11</b>	<b>22</b>	<b>35</b>	<b>105</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	14	15	8	13	15	65
<i>Metropolitan Suburbs</i>	2	2	1	5	12	22
<i>Town &amp; Country/Exurbs</i>	2	2	2	4	8	18
<b>Younger Singles &amp; Couples</b>	<b>77</b>	<b>78</b>	<b>47</b>	<b>68</b>	<b>125</b>	<b>395</b>
<i>Metropolitan Cities</i>	9	8	5	7	18	47
<i>Small Cities/Satellite Cities</i>	48	46	25	36	59	214
<i>Metropolitan Suburbs</i>	18	21	15	22	45	121
<i>Town &amp; Country/Exurbs</i>	2	3	2	3	3	13
<b>Total:</b>	<b>110</b>	<b>113</b>	<b>68</b>	<b>109</b>	<b>206</b>	<b>606</b>
<b>Percent:</b>	<b>18.2%</b>	<b>18.6%</b>	<b>11.2%</b>	<b>18.0%</b>	<b>34.0%</b>	<b>100.0%</b>

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	.....Renter Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Metropolitan Cities</b>						
Urban Establishment	0	0	0	1	3	4
Cosmopolitan Couples	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>4</u>	<u>8</u>
<i>Subtotal:</i>	1	1	1	2	7	12
<b>Small Cities/Satellite Cities</b>						
Second City Establishment	0	0	0	0	1	1
Blue-Collar Retirees	2	3	2	3	6	16
Middle-Class Move-Downs	1	1	1	1	0	4
Hometown Seniors	1	1	1	1	0	4
Second City Seniors	<u>8</u>	<u>6</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>26</u>
<i>Subtotal:</i>	12	11	7	9	12	51
<b>Metropolitan Suburbs</b>						
The One Percenters	0	0	0	0	2	2
Old Money	0	0	0	0	2	2
Affluent Empty Nesters	0	0	0	0	1	1
Suburban Establishment	0	0	0	1	4	5
Mainstream Empty Nesters	1	2	1	3	7	14
Middle-American Retirees	<u>1</u>	<u>1</u>	<u>1</u>	<u>2</u>	<u>3</u>	<u>8</u>
<i>Subtotal:</i>	2	3	2	6	19	32
<b>Town &amp; Country/Exurbs</b>						
Pillars of the Community	0	1	0	1	4	6
New Empty Nesters	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>4</u>	<u>5</u>
<i>Subtotal:</i>	0	1	0	2	8	11
<b>Total:</b>	<b>15</b>	<b>16</b>	<b>10</b>	<b>19</b>	<b>46</b>	<b>106</b>
<b>Percent:</b>	<b>14.2%</b>	<b>15.1%</b>	<b>9.4%</b>	<b>17.9%</b>	<b>43.4%</b>	<b>100.0%</b>

### Renter Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Traditional & Non-Traditional Families	.....Renter Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	1	0	1	3	5
Multi-Ethnic Families	0	0	0	1	2	3
Uptown Families	2	3	2	4	5	16
In-Town Families	1	1	1	1	0	4
New American Strivers	11	10	5	6	5	37
<i>Subtotal:</i>	14	15	8	13	15	65
<i>Metropolitan Suburbs</i>						
Nouveau Money	0	0	0	0	2	2
Button-Down Families	0	0	0	1	3	4
Late-Nest Suburbanites	1	1	1	2	4	9
Full-Nest Suburbanites	1	1	0	1	1	4
Kids 'r' Us	0	0	0	1	2	3
<i>Subtotal:</i>	2	2	1	5	12	22
<i>Town &amp; Country/Exurbs</i>						
New Town Families	0	0	0	1	2	3
Small-Town Families	2	2	2	3	6	15
<i>Subtotal:</i>	2	2	2	4	8	18
<b>Total:</b>	<b>18</b>	<b>19</b>	<b>11</b>	<b>22</b>	<b>35</b>	<b>105</b>
<b>Percent:</b>	<b>17.1%</b>	<b>18.1%</b>	<b>10.5%</b>	<b>21.0%</b>	<b>33.3%</b>	<b>100.0%</b>

**Renter Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	.....Renter Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Metropolitan Cities</b>						
New Power Couples	0	0	0	1	4	5
New Bohemians	1	1	1	1	4	8
Cosmopolitan Elite	0	0	0	1	3	4
Downtown Couples	2	2	1	1	2	8
Downtown Proud	6	5	3	3	5	22
<i>Subtotal:</i>	<u>9</u>	<u>8</u>	<u>5</u>	<u>7</u>	<u>18</u>	<u>47</u>
<b>Small Cities/Satellite Cities</b>						
The VIPs	2	3	2	5	16	28
Small-City Singles	3	4	2	3	5	17
Twentysomethings	17	15	9	13	19	73
Second-City Strivers	10	11	7	9	12	49
Multi-Ethnic Singles	16	13	5	6	7	47
<i>Subtotal:</i>	<u>48</u>	<u>46</u>	<u>25</u>	<u>36</u>	<u>59</u>	<u>214</u>
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	3	3	3	5	16	30
Suburban Achievers	1	1	1	1	1	5
Suburban Strivers	14	17	11	16	28	86
<i>Subtotal:</i>	<u>18</u>	<u>21</u>	<u>15</u>	<u>22</u>	<u>45</u>	<u>121</u>
<b>Town &amp; Country/Exurbs</b>						
Hometown Sweethearts	2	3	2	3	3	13
<i>Subtotal:</i>	<u>2</u>	<u>3</u>	<u>2</u>	<u>3</u>	<u>3</u>	<u>13</u>
<b>Total:</b>	<b>77</b>	<b>78</b>	<b>47</b>	<b>68</b>	<b>125</b>	<b>395</b>
<b>Percent:</b>	<b>19.5%</b>	<b>19.7%</b>	<b>11.9%</b>	<b>17.2%</b>	<b>31.6%</b>	<b>100.0%</b>



**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

Household Type/ Geographic Designation	Ownership Income Bands					Total
	Below 30% AMI	30% to 60% AMI	60% to 80% AMI	80% to 115% AMI	Above 115% AMI	
<b>Empty Nesters &amp; Retirees</b>	<b>20</b>	<b>30</b>	<b>16</b>	<b>18</b>	<b>155</b>	<b>239</b>
<i>Metropolitan Cities</i>	0	0	0	0	3	3
<i>Small Cities/Satellite Cities</i>	10	13	6	5	30	64
<i>Metropolitan Suburbs</i>	6	11	6	8	72	103
<i>Town &amp; Country/Exurbs</i>	4	6	4	5	50	69
<b>Traditional &amp; Non-Traditional Families</b>	<b>18</b>	<b>22</b>	<b>17</b>	<b>17</b>	<b>86</b>	<b>160</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	11	12	11	8	28	70
<i>Metropolitan Suburbs</i>	3	4	3	4	39	53
<i>Town &amp; Country/Exurbs</i>	4	6	3	5	19	37
<b>Younger Singles &amp; Couples</b>	<b>32</b>	<b>36</b>	<b>24</b>	<b>16</b>	<b>92</b>	<b>200</b>
<i>Metropolitan Cities</i>	2	1	0	0	20	23
<i>Small Cities/Satellite Cities</i>	16	16	11	6	27	76
<i>Metropolitan Suburbs</i>	10	13	9	8	34	74
<i>Town &amp; Country/Exurbs</i>	4	6	4	2	11	27
<b>Total:</b>	<b>70</b>	<b>88</b>	<b>57</b>	<b>51</b>	<b>333</b>	<b>599</b>
<b>Percent:</b>	<b>11.7%</b>	<b>14.7%</b>	<b>9.5%</b>	<b>8.5%</b>	<b>55.6%</b>	<b>100.0%</b>

**Owner Households By Income Bands**

Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Empty Nesters &amp; Retirees</b>	.....Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Cosmopolitan Couples	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	3	3
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	0	0	0	0	4	4
Blue-Collar Retirees	5	7	4	4	14	34
Middle-Class Move-Downs	1	3	1	1	5	11
Hometown Seniors	1	1	1	0	3	6
Second City Seniors	3	2	0	0	4	9
<i>Subtotal:</i>	10	13	6	5	30	64
<i>Metropolitan Suburbs</i>						
The One Percenters	0	1	0	1	11	13
Old Money	0	0	0	0	8	8
Affluent Empty Nesters	0	0	0	0	4	4
Suburban Establishment	1	2	1	2	19	25
Mainstream Empty Nesters	3	4	3	3	13	26
Middle-American Retirees	2	4	2	2	17	27
<i>Subtotal:</i>	6	11	6	8	72	103
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	2	3	2	3	29	39
New Empty Nesters	2	3	2	2	21	30
<i>Subtotal:</i>	4	6	4	5	50	69
<b>Total:</b>	<b>20</b>	<b>30</b>	<b>16</b>	<b>18</b>	<b>155</b>	<b>239</b>
<b>Percent:</b>	<b>8.4%</b>	<b>12.6%</b>	<b>6.7%</b>	<b>7.5%</b>	<b>64.9%</b>	<b>100.0%</b>

### Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	.....Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b><i>Small Cities/Satellite Cities</i></b>						
Unibox Transferees	1	1	1	1	11	15
Multi-Ethnic Families	1	1	1	1	3	7
Uptown Families	5	6	5	5	8	29
In-Town Families	1	1	1	0	3	6
New American Strivers	3	3	3	1	3	13
<i>Subtotal:</i>	11	12	11	8	28	70
<b><i>Metropolitan Suburbs</i></b>						
Nouveau Money	0	0	0	1	7	8
Button-Down Families	1	1	1	1	12	16
Late-Nest Suburbanites	1	2	1	1	11	16
Full-Nest Suburbanites	0	0	0	0	6	6
Kids 'r' Us	1	1	1	1	3	7
<i>Subtotal:</i>	3	4	3	4	39	53
<b><i>Town &amp; Country/Exurbs</i></b>						
New Town Families	1	2	1	2	11	17
Small-Town Families	3	4	2	3	8	20
<i>Subtotal:</i>	4	6	3	5	19	37
<b>Total:</b>	<b>18</b>	<b>22</b>	<b>17</b>	<b>17</b>	<b>86</b>	<b>160</b>
<b>Percent:</b>	<b>11.3%</b>	<b>13.8%</b>	<b>10.6%</b>	<b>10.6%</b>	<b>53.8%</b>	<b>100.0%</b>

### Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

<b>Younger Singles &amp; Couples</b>	.....Ownership Income Bands.....					<b>Total</b>
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<b>Metropolitan Cities</b>						
New Power Couples	0	0	0	0	5	5
New Bohemians	0	0	0	0	2	2
Cosmopolitan Elite	0	0	0	0	6	6
Downtown Couples	1	1	0	0	5	7
Downtown Proud	1	0	0	0	2	3
<i>Subtotal:</i>	<u>2</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>20</u>	<u>23</u>
<b>Small Cities/Satellite Cities</b>						
The VIPs	2	3	2	3	7	17
Small-City Singles	4	5	3	2	9	23
Twentysomethings	2	2	2	1	5	12
Second-City Strivers	3	3	2	0	3	11
Multi-Ethnic Singles	5	3	2	0	3	13
<i>Subtotal:</i>	<u>16</u>	<u>16</u>	<u>11</u>	<u>6</u>	<u>27</u>	<u>76</u>
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	0	0	0	0	5	5
Suburban Achievers	1	1	1	1	6	10
Suburban Strivers	9	12	8	7	23	59
<i>Subtotal:</i>	<u>10</u>	<u>13</u>	<u>9</u>	<u>8</u>	<u>34</u>	<u>74</u>
<b>Town &amp; Country/Exurbs</b>						
Hometown Sweethearts	4	6	4	2	11	27
<i>Subtotal:</i>	<u>4</u>	<u>6</u>	<u>4</u>	<u>2</u>	<u>11</u>	<u>27</u>
<b>Total:</b>	<b>32</b>	<b>36</b>	<b>24</b>	<b>16</b>	<b>92</b>	<b>200</b>
<b>Percent:</b>	<b>16.0%</b>	<b>18.0%</b>	<b>12.0%</b>	<b>8.0%</b>	<b>46.0%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	Total
<b>Empty Nesters &amp; Retirees</b>						
	<b>1</b>	<b>4</b>	<b>0</b>	<b>5</b>	<b>13</b>	<b>23</b>
<i>Metropolitan Cities</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>	1	3	0	3	4	11
<i>Metropolitan Suburbs</i>	0	1	0	2	5	8
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	2	2
<b>Traditional &amp; Non-Traditional Families</b>						
	<b>3</b>	<b>3</b>	<b>2</b>	<b>4</b>	<b>11</b>	<b>23</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	2	3	11
<i>Metropolitan Suburbs</i>	0	0	0	1	6	7
<i>Town &amp; Country/Exurbs</i>	1	1	0	1	2	5
<b>Younger Singles &amp; Couples</b>						
	<b>7</b>	<b>8</b>	<b>5</b>	<b>8</b>	<b>23</b>	<b>51</b>
<i>Metropolitan Cities</i>	1	0	0	0	7	8
<i>Small Cities/Satellite Cities</i>	4	4	3	3	7	21
<i>Metropolitan Suburbs</i>	2	3	2	4	8	19
<i>Town &amp; Country/Exurbs</i>	0	1	0	1	1	3
<b>Total:</b>	<b>11</b>	<b>15</b>	<b>7</b>	<b>17</b>	<b>47</b>	<b>97</b>
<b>Percent:</b>	<b>11.3%</b>	<b>15.5%</b>	<b>7.2%</b>	<b>17.5%</b>	<b>48.5%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Urban Establishment	0	0	0	0	1	1
Cosmopolitan Couples	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	0	1	0	1	1	3
Middle-Class Move-Downs	0	1	0	1	1	3
Hometown Seniors	0	0	0	0	1	1
Second City Seniors	1	1	0	1	1	4
<i>Subtotal:</i>	1	3	0	3	4	11
<i>Metropolitan Suburbs</i>						
Suburban Establishment	0	0	0	0	1	1
Mainstream Empty Nesters	0	1	0	1	2	4
Middle-American Retirees	0	0	0	1	2	3
<i>Subtotal:</i>	0	1	0	2	5	8
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	0	0	0	0	1	1
New Empty Nesters	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	2	2
<b>Total:</b>	<b>1</b>	<b>4</b>	<b>0</b>	<b>5</b>	<b>13</b>	<b>23</b>
<b>Percent:</b>	<b>4.3%</b>	<b>17.4%</b>	<b>0.0%</b>	<b>21.7%</b>	<b>56.5%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

<b>Traditional &amp; Non-Traditional Families</b>	.....Multi-Family Ownership Income Bands.....					Total
	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	2	2
Uptown Families	1	1	1	1	0	4
In-Town Families	0	0	0	0	1	1
New American Strivers	1	1	1	1	0	4
<i>Subtotal:</i>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>3</u>	<u>11</u>
<i>Metropolitan Suburbs</i>						
Nouveau Money	0	0	0	0	1	1
Button-Down Families	0	0	0	0	1	1
Late-Nest Suburbanites	0	0	0	1	2	3
Full-Nest Suburbanites	0	0	0	0	1	1
Kids 'r' Us	0	0	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>6</u>	<u>7</u>
<i>Town &amp; Country/Exurbs</i>						
New Town Families	0	0	0	0	1	1
Small-Town Families	1	1	0	1	1	4
<i>Subtotal:</i>	<u>1</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>2</u>	<u>5</u>
<b>Total:</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>4</b>	<b>11</b>	<b>23</b>
<b>Percent:</b>	<b>13.0%</b>	<b>13.0%</b>	<b>8.7%</b>	<b>17.4%</b>	<b>47.8%</b>	<b>100.0%</b>

**Multi-Family Owner Households By Income Bands**  
 Annual Average Number Of Households With The Potential To Move  
 Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
 Twin Cities Draw Area, and Balance of the United States*

.....Multi-Family Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	0	2	2
New Bohemians	0	0	0	0	1	1
Cosmopolitan Elite	0	0	0	0	1	1
Downtown Couples	0	0	0	0	2	2
Downtown Proud	1	0	0	0	1	2
<i>Subtotal:</i>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>7</u>	<u>8</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	1	1	1	2	6
Small-City Singles	0	0	0	0	2	2
Twentysomethings	1	1	1	1	2	6
Second-City Strivers	1	1	1	1	0	4
Multi-Ethnic Singles	1	1	0	0	1	3
<i>Subtotal:</i>	<u>4</u>	<u>4</u>	<u>3</u>	<u>3</u>	<u>7</u>	<u>21</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	1	2	3
Suburban Achievers	0	0	0	0	1	1
Suburban Strivers	2	3	2	3	5	15
<i>Subtotal:</i>	<u>2</u>	<u>3</u>	<u>2</u>	<u>4</u>	<u>8</u>	<u>19</u>
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	0	1	0	1	1	3
<i>Subtotal:</i>	<u>0</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>1</u>	<u>3</u>
<b>Total:</b>	<b>7</b>	<b>8</b>	<b>5</b>	<b>8</b>	<b>23</b>	<b>51</b>
<b>Percent:</b>	<b>13.7%</b>	<b>15.7%</b>	<b>9.8%</b>	<b>15.7%</b>	<b>45.1%</b>	<b>100.0%</b>



### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	Total
<b>Empty Nesters &amp; Retirees</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>15</b>	<b>29</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	1	2	4	11
<i>Metropolitan Suburbs</i>	1	2	1	2	7	13
<i>Town &amp; Country/Exurbs</i>	0	0	0	1	4	5
<b>Traditional &amp; Non-Traditional Families</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>5</b>	<b>17</b>	<b>32</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	2	2	2	3	6	15
<i>Metropolitan Suburbs</i>	0	1	0	1	8	10
<i>Town &amp; Country/Exurbs</i>	1	1	1	1	3	7
<b>Younger Singles &amp; Couples</b>	<b>10</b>	<b>11</b>	<b>8</b>	<b>11</b>	<b>18</b>	<b>58</b>
<i>Metropolitan Cities</i>	1	1	0	1	6	9
<i>Small Cities/Satellite Cities</i>	5	5	4	5	3	22
<i>Metropolitan Suburbs</i>	3	4	3	4	9	23
<i>Town &amp; Country/Exurbs</i>	1	1	1	1	0	4
<b>Total:</b>	<b>16</b>	<b>19</b>	<b>13</b>	<b>21</b>	<b>50</b>	<b>119</b>
<b>Percent:</b>	<b>13.4%</b>	<b>16.0%</b>	<b>10.9%</b>	<b>17.7%</b>	<b>42.0%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Small Cities/Satellite Cities</i>						
Blue-Collar Retirees	1	1	1	1	1	5
Middle-Class Move-Downs	0	1	0	1	1	3
Hometown Seniors	0	0	0	0	1	1
Second City Seniors	1	0	0	0	1	2
<i>Subtotal:</i>	<u>2</u>	<u>2</u>	<u>1</u>	<u>2</u>	<u>4</u>	<u>11</u>
<i>Metropolitan Suburbs</i>						
The One Percenters	0	0	0	0	1	1
Suburban Establishment	0	0	0	0	2	2
Mainstream Empty Nesters	1	1	1	1	2	6
Middle-American Retirees	0	1	0	1	2	4
<i>Subtotal:</i>	<u>1</u>	<u>2</u>	<u>1</u>	<u>2</u>	<u>7</u>	<u>13</u>
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	0	0	0	1	3	4
New Empty Nesters	0	0	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>4</u>	<u>5</u>
<b>Total:</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>15</b>	<b>29</b>
<b>Percent:</b>	<b>10.3%</b>	<b>13.8%</b>	<b>6.9%</b>	<b>17.2%</b>	<b>51.7%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands .....						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	1	2	3
Multi-Ethnic Families	0	0	0	0	1	1
Uptown Families	1	1	1	1	1	5
In-Town Families	0	0	0	0	1	1
New American Strivers	1	1	1	1	1	5
<i>Subtotal:</i>	<u>2</u>	<u>2</u>	<u>2</u>	<u>3</u>	<u>6</u>	<u>15</u>
<i>Metropolitan Suburbs</i>						
Nouveau Money	0	0	0	0	1	1
Button-Down Families	0	0	0	0	2	2
Late-Nest Suburbanites	0	1	0	1	2	4
Full-Nest Suburbanites	0	0	0	0	2	2
Kids 'r' Us	0	0	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>8</u>	<u>10</u>
<i>Town &amp; Country/Exurbs</i>						
New Town Families	0	0	0	0	2	2
Small-Town Families	1	1	1	1	1	5
<i>Subtotal:</i>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>3</u>	<u>7</u>
<b>Total:</b>	<b>3</b>	<b>4</b>	<b>3</b>	<b>5</b>	<b>17</b>	<b>32</b>
<b>Percent:</b>	<b>9.4%</b>	<b>12.5%</b>	<b>9.4%</b>	<b>15.6%</b>	<b>53.1%</b>	<b>100.0%</b>

### Single-Family Attached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Metropolitan Draw Area, and Balance of the United States*

.....Single-Family Attached Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
New Power Couples	0	0	0	0	2	2
New Bohemians	0	0	0	0	1	1
Cosmopolitan Elite	0	0	0	0	2	2
Downtown Couples	1	1	0	1	0	3
Downtown Proud	0	0	0	0	1	1
<i>Subtotal:</i>	<u>1</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>6</u>	<u>9</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	0	1	0	1	3	5
Small-City Singles	1	1	1	1	0	4
Twentysomethings	1	1	1	1	0	4
Second-City Strivers	1	1	1	1	0	4
Multi-Ethnic Singles	2	1	1	1	0	5
<i>Subtotal:</i>	<u>5</u>	<u>5</u>	<u>4</u>	<u>5</u>	<u>3</u>	<u>22</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	1	1
Suburban Achievers	0	0	0	0	2	2
Suburban Strivers	3	4	3	4	6	20
<i>Subtotal:</i>	<u>3</u>	<u>4</u>	<u>3</u>	<u>4</u>	<u>9</u>	<u>23</u>
<i>Town &amp; Country/Exurbs</i>						
Hometown Sweethearts	1	1	1	1	0	4
<i>Subtotal:</i>	<u>1</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>4</u>
<b>Total:</b>	<b>10</b>	<b>11</b>	<b>8</b>	<b>11</b>	<b>18</b>	<b>58</b>
<b>Percent:</b>	<b>17.2%</b>	<b>19.0%</b>	<b>13.8%</b>	<b>19.0%</b>	<b>31.0%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

. . . . .Single-Family Detached Ownership Income Bands . . . . .						
Household Type/ Geographic Designation	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<b>Empty Nesters &amp; Retirees</b>	<b>16</b>	<b>22</b>	<b>14</b>	<b>29</b>	<b>106</b>	<b>187</b>
<i>Metropolitan Cities</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>	7	8	5	8	14	42
<i>Metropolitan Suburbs</i>	5	8	5	12	52	82
<i>Town &amp; Country/Exurbs</i>	4	6	4	9	39	62
<b>Traditional &amp; Non-Traditional Families</b>	<b>12</b>	<b>15</b>	<b>12</b>	<b>21</b>	<b>45</b>	<b>105</b>
<i>Metropolitan Cities</i>	0	0	0	0	0	0
<i>Small Cities/Satellite Cities</i>	7	8	7	9	13	44
<i>Metropolitan Suburbs</i>	3	3	3	7	20	36
<i>Town &amp; Country/Exurbs</i>	2	4	2	5	12	25
<b>Younger Singles &amp; Couples</b>	<b>15</b>	<b>17</b>	<b>11</b>	<b>16</b>	<b>32</b>	<b>91</b>
<i>Metropolitan Cities</i>	0	0	0	0	6	6
<i>Small Cities/Satellite Cities</i>	7	7	4	6	9	33
<i>Metropolitan Suburbs</i>	5	6	4	6	11	32
<i>Town &amp; Country/Exurbs</i>	3	4	3	4	6	20
<b>Total:</b>	<b>43</b>	<b>54</b>	<b>37</b>	<b>66</b>	<b>183</b>	<b>383</b>
<b>Percent:</b>	<b>11.2%</b>	<b>14.1%</b>	<b>9.7%</b>	<b>17.2%</b>	<b>47.8%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

. . . . . Single-Family Detached Ownership Income Bands . . . . .						
<b>Empty Nesters &amp; Retirees</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Metropolitan Cities</i>						
Cosmopolitan Couples	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	1	1
<i>Small Cities/Satellite Cities</i>						
Second City Establishment	0	0	0	1	3	4
Blue-Collar Retirees	4	5	3	5	9	26
Middle-Class Move-Downs	1	1	1	1	1	5
Hometown Seniors	1	1	1	1	0	4
Second City Seniors	1	1	0	0	1	3
<i>Subtotal:</i>	7	8	5	8	14	42
<i>Metropolitan Suburbs</i>						
The One Percenters	0	1	0	1	10	12
Old Money	0	0	0	1	7	8
Affluent Empty Nesters	0	0	0	0	4	4
Suburban Establishment	1	2	1	3	15	22
Mainstream Empty Nesters	2	2	2	3	7	16
Middle-American Retirees	2	3	2	4	9	20
<i>Subtotal:</i>	5	8	5	12	52	82
<i>Town &amp; Country/Exurbs</i>						
Pillars of the Community	2	3	2	5	22	34
New Empty Nesters	2	3	2	4	17	28
<i>Subtotal:</i>	4	6	4	9	39	62
<b>Total:</b>	<b>16</b>	<b>22</b>	<b>14</b>	<b>29</b>	<b>106</b>	<b>187</b>
<b>Percent:</b>	<b>8.6%</b>	<b>11.8%</b>	<b>7.5%</b>	<b>15.5%</b>	<b>56.7%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

. . . . .Single-Family Detached Ownership Income Bands . . . . .						
<b>Traditional &amp; Non-Traditional Families</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	1	1	1	2	5	10
Multi-Ethnic Families	1	1	1	1	2	6
Uptown Families	3	4	3	4	6	20
In-Town Families	1	1	1	1	0	4
New American Strivers	1	1	1	1	0	4
<i>Subtotal:</i>	<u>7</u>	<u>8</u>	<u>7</u>	<u>9</u>	<u>13</u>	<u>44</u>
<i>Metropolitan Suburbs</i>						
Nouveau Money	0	0	0	1	5	6
Button-Down Families	1	1	1	2	8	13
Late-Nest Suburbanites	1	1	1	2	4	9
Full-Nest Suburbanites	0	0	0	1	2	3
Kids 'r' Us	1	1	1	1	1	5
<i>Subtotal:</i>	<u>3</u>	<u>3</u>	<u>3</u>	<u>7</u>	<u>20</u>	<u>36</u>
<i>Town &amp; Country/Exurbs</i>						
New Town Families	1	2	1	3	7	14
Small-Town Families	1	2	1	2	5	11
<i>Subtotal:</i>	<u>2</u>	<u>4</u>	<u>2</u>	<u>5</u>	<u>12</u>	<u>25</u>
<b>Total:</b>	<b>12</b>	<b>15</b>	<b>12</b>	<b>21</b>	<b>45</b>	<b>105</b>
<b>Percent:</b>	<b>11.4%</b>	<b>14.3%</b>	<b>11.4%</b>	<b>20.0%</b>	<b>42.9%</b>	<b>100.0%</b>

### Single-Family Detached Owner Households By Income Bands

Annual Average Number Of Households With The Potential To Move  
Within/To The Hillside Study Area Each Year Over The Next Five Years  
*Duluth City, St. Louis County, Regional Draw Area,  
Twin Cities Draw Area, and Balance of the United States*

.....Single-Family Detached Ownership Income Bands.....						
<b>Younger Singles &amp; Couples</b>	<i>Below 30% AMI</i>	<i>30% to 60% AMI</i>	<i>60% to 80% AMI</i>	<i>80% to 115% AMI</i>	<i>Above 115% AMI</i>	<b>Total</b>
<b>Metropolitan Cities</b>						
New Power Couples	0	0	0	0	1	1
Cosmopolitan Elite	0	0	0	0	3	3
Downtown Couples	0	0	0	0	2	2
<i>Subtotal:</i>	0	0	0	0	6	6
<b>Small Cities/Satellite Cities</b>						
The VIPs	1	1	1	1	2	6
Small-City Singles	3	4	2	3	5	17
Twentysomethings	0	0	0	0	2	2
Second-City Strivers	1	1	0	1	0	3
Multi-Ethnic Singles	2	1	1	1	0	5
<i>Subtotal:</i>	7	7	4	6	9	33
<b>Metropolitan Suburbs</b>						
Fast-Track Professionals	0	0	0	0	1	1
Suburban Achievers	1	1	1	1	3	7
Suburban Strivers	4	5	3	5	7	24
<i>Subtotal:</i>	5	6	4	6	11	32
<b>Town &amp; Country/Exurbs</b>						
Hometown Sweethearts	3	4	3	4	6	20
<i>Subtotal:</i>	3	4	3	4	6	20
<b>Total:</b>	<b>15</b>	<b>17</b>	<b>11</b>	<b>16</b>	<b>32</b>	<b>91</b>
<b>Percent:</b>	<b>16.5%</b>	<b>18.7%</b>	<b>12.1%</b>	<b>17.6%</b>	<b>35.2%</b>	<b>100.0%</b>



The Greater Downtown Study Area  
*City of Duluth, St. Louis County, Minnesota*  
May, 2023

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## Appendix Two Tables



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Carlton County, Minnesota*

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Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>5,820</b>	<b>45</b>	<b>26.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	5,820	45	26.5%
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,120</b>	<b>95</b>	<b>55.9%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	6,120	95	55.9%
<b>Younger Singles &amp; Couples</b>	<b>1,925</b>	<b>30</b>	<b>17.6%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	1,925	30	17.6%
<b>Total:</b>	<b>13,865</b>	<b>170</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Carlton County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>5,820</b>	<b>45</b>	<b>26.5%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	120	0	0.0%
Pillars of the Community	240	0	0.0%
New Empty Nesters	935	5	2.9%
Traditional Couples	105	0	0.0%
RV Retirees	1,310	10	5.9%
Country Couples	555	5	2.9%
Hometown Retirees	710	5	2.9%
Heartland Retirees	425	0	0.0%
Village Elders	300	5	2.9%
Small-Town Seniors	620	10	5.9%
Back Country Seniors	500	5	2.9%
<i>Subtotal:</i>	<u>5,820</u>	<u>45</u>	<u>26.5%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Carlton County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,120</b>	<b>95</b>	<b>55.9%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	225	0	0.0%
Full-Nest Exurbanites	1,440	15	8.8%
Rural Families	1,475	15	8.8%
Traditional Families	265	5	2.9%
Small-Town Families	565	15	8.8%
Four-by-Four Families	545	15	8.8%
Rustic Families	1,340	20	11.8%
Hometown Families	265	10	5.9%
<i>Subtotal:</i>	<u>6,120</u>	<u>95</u>	<u>55.9%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Carlton County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>1,925</b>	<b>30</b>	<b>17.6%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	1,100	10	5.9%
Blue-Collar Traditionalists	270	5	2.9%
Rural Couples	415	10	5.9%
Rural Strivers	140	5	2.9%
<i>Subtotal:</i>	<u>1,925</u>	<u>30</u>	<u>17.6%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Douglas County, Wisconsin*

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<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>8,855</b>	<b>45</b>	<b>26.5%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,915	10	5.9%
<i>Metropolitan Suburbs</i>	1,505	10	5.9%
<i>Town &amp; Country/Exurbs</i>	5,435	25	14.7%
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,340</b>	<b>60</b>	<b>35.3%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,035	15	8.8%
<i>Metropolitan Suburbs</i>	800	5	2.9%
<i>Town &amp; Country/Exurbs</i>	4,505	40	23.5%
<b>Younger Singles &amp; Couples</b>	<b>4,085</b>	<b>65</b>	<b>38.2%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	1,780	30	17.6%
<i>Metropolitan Suburbs</i>	975	15	8.8%
<i>Town &amp; Country/Exurbs</i>	1,330	20	11.8%
<b>Total:</b>	<b>19,280</b>	<b>170</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Douglas County, Wisconsin*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>8,855</b>	<b>45</b>	<b>26.5%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	225	0	0.0%
Blue-Collar Retirees	535	5	2.9%
Middle-Class Move-Downs	305	0	0.0%
Hometown Seniors	365	0	0.0%
Second City Seniors	485	5	2.9%
<i>Subtotal:</i>	<u>1,915</u>	<u>10</u>	<u>5.9%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	115	0	0.0%
Mainstream Empty Nesters	590	5	2.9%
Middle-American Retirees	800	5	2.9%
<i>Subtotal:</i>	<u>1,505</u>	<u>10</u>	<u>5.9%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	215	0	0.0%
Pillars of the Community	95	0	0.0%
New Empty Nesters	235	0	0.0%
Traditional Couples	145	0	0.0%
RV Retirees	1,615	5	2.9%
Country Couples	355	0	0.0%
Hometown Retirees	955	5	2.9%
Heartland Retirees	790	5	2.9%
Village Elders	130	0	0.0%
Small-Town Seniors	385	5	2.9%
Back Country Seniors	515	5	2.9%
<i>Subtotal:</i>	<u>5,435</u>	<u>25</u>	<u>14.7%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Douglas County, Wisconsin*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>6,340</b>	<b>60</b>	<b>35.3%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	10	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	520	5	2.9%
In-Town Families	0	0	0.0%
New American Strivers	505	10	5.9%
<i>Subtotal:</i>	<u>1,035</u>	<u>15</u>	<u>8.8%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	175	0	0.0%
Fiber-Optic Families	110	0	0.0%
Late-Nest Suburbanites	80	0	0.0%
Full-Nest Suburbanites	85	0	0.0%
Kids 'r' Us	350	5	2.9%
<i>Subtotal:</i>	<u>800</u>	<u>5</u>	<u>2.9%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	95	0	0.0%
Full-Nest Exurbanites	160	0	0.0%
Rural Families	1,940	10	5.9%
Traditional Families	0	0	0.0%
Small-Town Families	355	5	2.9%
Four-by-Four Families	225	5	2.9%
Rustic Families	1,510	15	8.8%
Hometown Families	220	5	2.9%
<i>Subtotal:</i>	<u>4,505</u>	<u>40</u>	<u>23.5%</u>



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Douglas County, Wisconsin*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>4,085</b>	<b>65</b>	<b>38.2%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	195	0	0.0%
Small-City Singles	550	10	5.9%
Twentysomethings	225	5	2.9%
Second-City Strivers	290	5	2.9%
Multi-Ethnic Singles	520	10	5.9%
<i>Subtotal:</i>	<u>1,780</u>	<u>30</u>	<u>17.6%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	60	0	0.0%
Suburban Achievers	475	5	2.9%
Suburban Strivers	440	10	5.9%
<i>Subtotal:</i>	<u>975</u>	<u>15</u>	<u>8.8%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	515	5	2.9%
Blue-Collar Traditionalists	470	5	2.9%
Rural Couples	205	5	2.9%
Rural Strivers	140	5	2.9%
<i>Subtotal:</i>	<u>1,330</u>	<u>20</u>	<u>11.8%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Itasca County, Minnesota*

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Household Type / Geographic Designation	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>10,840</b>	<b>35</b>	<b>38.9%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	10,840	35	38.9%
<b>Traditional &amp; Non-Traditional Families</b>	<b>5,570</b>	<b>35</b>	<b>38.9%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	5,570	35	38.9%
<b>Younger Singles &amp; Couples</b>	<b>2,585</b>	<b>20</b>	<b>22.2%</b>
<i>Metropolitan Cities</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>	2,585	20	22.2%
<b>Total:</b>	<b>18,995</b>	<b>90</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Itasca County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>10,840</b>	<b>35</b>	<b>38.9%</b>
<i>Metropolitan Cities</i>			
The Social Register	0	0	0.0%
Urban Establishment	0	0	0.0%
Multi-Ethnic Empty Nesters	0	0	0.0%
Cosmopolitan Couples	0	0	0.0%
<i>Subtotal:</i>	0	0	0.0%
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	0	0	0.0%
Blue-Collar Retirees	0	0	0.0%
Middle-Class Move-Downs	0	0	0.0%
Hometown Seniors	0	0	0.0%
Second City Seniors	0	0	0.0%
<i>Subtotal:</i>	0	0	0.0%
<i>Metropolitan Suburbs</i>			
The One Percenters	0	0	0.0%
Old Money	0	0	0.0%
Affluent Empty Nesters	0	0	0.0%
Suburban Establishment	0	0	0.0%
Mainstream Empty Nesters	0	0	0.0%
Middle-American Retirees	0	0	0.0%
<i>Subtotal:</i>	0	0	0.0%
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	95	0	0.0%
Pillars of the Community	130	0	0.0%
New Empty Nesters	1,350	5	5.6%
Traditional Couples	175	0	0.0%
RV Retirees	1,865	5	5.6%
Country Couples	350	0	0.0%
Hometown Retirees	1,915	5	5.6%
Heartland Retirees	2,170	5	5.6%
Village Elders	580	5	5.6%
Small-Town Seniors	835	5	5.6%
Back Country Seniors	1,375	5	5.6%
<i>Subtotal:</i>	10,840	35	38.9%

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Itasca County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>5,570</b>	<b>35</b>	<b>38.9%</b>
<i>Metropolitan Cities</i>			
e-Type Families	0	0	0.0%
Multi-Cultural Families	0	0	0.0%
Inner-City Families	0	0	0.0%
Single-Parent Families	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	0	0	0.0%
Multi-Ethnic Families	0	0	0.0%
Uptown Families	0	0	0.0%
In-Town Families	0	0	0.0%
New American Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	0	0	0.0%
Nouveau Money	0	0	0.0%
Button-Down Families	0	0	0.0%
Fiber-Optic Families	0	0	0.0%
Late-Nest Suburbanites	0	0	0.0%
Full-Nest Suburbanites	0	0	0.0%
Kids 'r' Us	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	0	0	0.0%
New Town Families	145	0	0.0%
Full-Nest Exurbanites	775	5	5.6%
Rural Families	1,655	5	5.6%
Traditional Families	95	0	0.0%
Small-Town Families	240	5	5.6%
Four-by-Four Families	165	0	0.0%
Rustic Families	2,265	15	16.7%
Hometown Families	230	5	5.6%
<i>Subtotal:</i>	<u>5,570</u>	<u>35</u>	<u>38.9%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Itasca County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>2,585</b>	<b>20</b>	<b>22.2%</b>
<i>Metropolitan Cities</i>			
New Power Couples	0	0	0.0%
New Bohemians	0	0	0.0%
Cosmopolitan Elite	0	0	0.0%
Downtown Couples	0	0	0.0%
Downtown Proud	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	0	0	0.0%
Small-City Singles	0	0	0.0%
Twentysomethings	0	0	0.0%
Second-City Strivers	0	0	0.0%
Multi-Ethnic Singles	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	0	0	0.0%
Suburban Achievers	0	0	0.0%
Suburban Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0.0%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	305	0	0.0%
Blue-Collar Traditionalists	1,260	10	11.1%
Rural Couples	635	5	5.6%
Rural Strivers	385	5	5.6%
<i>Subtotal:</i>	<u>2,585</u>	<u>20</u>	<u>22.2%</u>

## Appendix Three Tables



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Hennepin County, Minnesota*

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<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>169,215</b>	<b>65</b>	<b>20.0%</b>
<i>Metropolitan Cities</i>	37,735	20	6.2%
<i>Small Cities/Satellite Cities</i>	37,910	20	6.2%
<i>Metropolitan Suburbs</i>	84,745	25	7.7%
<i>Town &amp; Country/Exurbs</i>	8,825	0	0.0%
<b>Traditional &amp; Non-Traditional Families</b>	<b>197,935</b>	<b>70</b>	<b>21.5%</b>
<i>Metropolitan Cities</i>	37,065	10	3.1%
<i>Small Cities/Satellite Cities</i>	22,070	15	4.6%
<i>Metropolitan Suburbs</i>	121,670	40	12.3%
<i>Town &amp; Country/Exurbs</i>	17,130	5	1.5%
<b>Younger Singles &amp; Couples</b>	<b>161,345</b>	<b>190</b>	<b>58.5%</b>
<i>Metropolitan Cities</i>	96,365	95	29.2%
<i>Small Cities/Satellite Cities</i>	31,610	45	13.8%
<i>Metropolitan Suburbs</i>	32,345	50	15.4%
<i>Town &amp; Country/Exurbs</i>	1,025	0	0.0%
<b>Total:</b>	<b>528,495</b>	<b>325</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Hennepin County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>169,215</b>	<b>65</b>	<b>20.0%</b>
<i>Metropolitan Cities</i>			
The Social Register	13,390	0	0.0%
Urban Establishment	4,640	5	1.5%
Multi-Ethnic Empty Nesters	8,050	5	1.5%
Cosmopolitan Couples	11,655	10	3.1%
<i>Subtotal:</i>	<u>37,735</u>	<u>20</u>	<u>6.2%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	12,400	5	1.5%
Blue-Collar Retirees	11,580	5	1.5%
Middle-Class Move-Downs	9,320	5	1.5%
Hometown Seniors	715	0	0.0%
Second City Seniors	3,895	5	1.5%
<i>Subtotal:</i>	<u>37,910</u>	<u>20</u>	<u>6.2%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	16,855	5	1.5%
Old Money	10,775	0	0.0%
Affluent Empty Nesters	15,610	5	1.5%
Suburban Establishment	24,340	5	1.5%
Mainstream Empty Nesters	8,435	5	1.5%
Middle-American Retirees	8,730	5	1.5%
<i>Subtotal:</i>	<u>84,745</u>	<u>25</u>	<u>7.7%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	2,695	0	0.0%
Pillars of the Community	190	0	0.0%
New Empty Nesters	2,770	0	0.0%
Traditional Couples	1,260	0	0.0%
RV Retirees	0	0	0.0%
Country Couples	190	0	0.0%
Hometown Retirees	310	0	0.0%
Heartland Retirees	370	0	0.0%
Village Elders	530	0	0.0%
Small-Town Seniors	450	0	0.0%
Back Country Seniors	60	0	0.0%
<i>Subtotal:</i>	<u>8,825</u>	<u>0</u>	<u>0.0%</u>



**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Hennepin County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>197,935</b>	<b>70</b>	<b>21.5%</b>
<i>Metropolitan Cities</i>			
e-Type Families	18,850	5	1.5%
Multi-Cultural Families	6,260	0	0.0%
Inner-City Families	2,490	0	0.0%
Single-Parent Families	9,465	5	1.5%
<i>Subtotal:</i>	<u>37,065</u>	<u>10</u>	<u>3.1%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	7,705	5	1.5%
Multi-Ethnic Families	1,905	0	0.0%
Uptown Families	6,735	5	1.5%
In-Town Families	1,930	0	0.0%
New American Strivers	3,795	5	1.5%
<i>Subtotal:</i>	<u>22,070</u>	<u>15</u>	<u>4.6%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	17,790	5	1.5%
Nouveau Money	20,660	5	1.5%
Button-Down Families	27,250	5	1.5%
Fiber-Optic Families	26,520	5	1.5%
Late-Nest Suburbanites	12,600	10	3.1%
Full-Nest Suburbanites	10,515	5	1.5%
Kids 'r' Us	6,335	5	1.5%
<i>Subtotal:</i>	<u>121,670</u>	<u>40</u>	<u>12.3%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	10,025	5	1.5%
New Town Families	110	0	0.0%
Full-Nest Exurbanites	4,750	0	0.0%
Rural Families	0	0	0.0%
Traditional Families	850	0	0.0%
Small-Town Families	375	0	0.0%
Four-by-Four Families	295	0	0.0%
Rustic Families	525	0	0.0%
Hometown Families	200	0	0.0%
<i>Subtotal:</i>	<u>17,130</u>	<u>5</u>	<u>1.5%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Hennepin County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>161,345</b>	<b>190</b>	<b>58.5%</b>
<i>Metropolitan Cities</i>			
New Power Couples	20,680	5	1.5%
New Bohemians	31,290	55	16.9%
Cosmopolitan Elite	13,720	5	1.5%
Downtown Couples	7,980	5	1.5%
Downtown Proud	22,695	25	7.7%
<i>Subtotal:</i>	<u>96,365</u>	<u>95</u>	<u>29.2%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	11,430	10	3.1%
Small-City Singles	4,355	5	1.5%
Twentysomethings	8,525	15	4.6%
Second-City Strivers	5,595	10	3.1%
Multi-Ethnic Singles	1,705	5	1.5%
<i>Subtotal:</i>	<u>31,610</u>	<u>45</u>	<u>13.8%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	7,555	15	4.6%
Suburban Achievers	7,225	5	1.5%
Suburban Strivers	17,565	30	9.2%
<i>Subtotal:</i>	<u>32,345</u>	<u>50</u>	<u>15.4%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	480	0	0.0%
Blue-Collar Traditionalists	160	0	0.0%
Rural Couples	205	0	0.0%
Rural Strivers	180	0	0.0%
<i>Subtotal:</i>	<u>1,025</u>	<u>0</u>	<u>0.0%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Ramsey County, Minnesota*

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<u>Household Type/ Geographic Designation</u>	<u>Estimated Number</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>66,410</b>	<b>35</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>	20,865	15	9.7%
<i>Small Cities/Satellite Cities</i>	18,580	5	3.2%
<i>Metropolitan Suburbs</i>	23,995	15	9.7%
<i>Town &amp; Country/Exurbs</i>	2,970	0	0.0%
<b>Traditional &amp; Non-Traditional Families</b>	<b>75,945</b>	<b>25</b>	<b>16.1%</b>
<i>Metropolitan Cities</i>	31,420	10	6.5%
<i>Small Cities/Satellite Cities</i>	8,610	5	3.2%
<i>Metropolitan Suburbs</i>	33,360	10	6.5%
<i>Town &amp; Country/Exurbs</i>	2,555	0	0.0%
<b>Younger Singles &amp; Couples</b>	<b>73,205</b>	<b>95</b>	<b>61.3%</b>
<i>Metropolitan Cities</i>	46,810	50	32.3%
<i>Small Cities/Satellite Cities</i>	14,340	25	16.1%
<i>Metropolitan Suburbs</i>	11,990	20	12.9%
<i>Town &amp; Country/Exurbs</i>	65	0	0.0%
<b>Total:</b>	<b>215,560</b>	<b>155</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Ramsey County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>66,410</b>	<b>35</b>	<b>22.6%</b>
<i>Metropolitan Cities</i>			
The Social Register	5,880	0	0.0%
Urban Establishment	3,290	5	3.2%
Multi-Ethnic Empty Nesters	4,870	0	0.0%
Cosmopolitan Couples	6,825	10	6.5%
<i>Subtotal:</i>	<u>20,865</u>	<u>15</u>	<u>9.7%</u>
<i>Small Cities/Satellite Cities</i>			
Second City Establishment	6,250	0	0.0%
Blue-Collar Retirees	5,555	5	3.2%
Middle-Class Move-Downs	4,185	0	0.0%
Hometown Seniors	900	0	0.0%
Second City Seniors	1,690	0	0.0%
<i>Subtotal:</i>	<u>18,580</u>	<u>5</u>	<u>3.2%</u>
<i>Metropolitan Suburbs</i>			
The One Percenters	990	0	0.0%
Old Money	605	0	0.0%
Affluent Empty Nesters	3,165	0	0.0%
Suburban Establishment	10,425	5	3.2%
Mainstream Empty Nesters	4,210	5	3.2%
Middle-American Retirees	4,600	5	3.2%
<i>Subtotal:</i>	<u>23,995</u>	<u>15</u>	<u>9.7%</u>
<i>Town &amp; Country/Exurbs</i>			
Small-Town Patriarchs	1,675	0	0.0%
Pillars of the Community	175	0	0.0%
New Empty Nesters	0	0	0.0%
Traditional Couples	880	0	0.0%
RV Retirees	0	0	0.0%
Country Couples	65	0	0.0%
Hometown Retirees	0	0	0.0%
Heartland Retirees	0	0	0.0%
Village Elders	120	0	0.0%
Small-Town Seniors	55	0	0.0%
Back Country Seniors	0	0	0.0%
<i>Subtotal:</i>	<u>2,970</u>	<u>0</u>	<u>0.0%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Ramsey County, Minnesota*

	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>75,945</b>	<b>25</b>	<b>16.1%</b>
<i>Metropolitan Cities</i>			
e-Type Families	8,575	0	0.0%
Multi-Cultural Families	8,915	0	0.0%
Inner-City Families	2,535	0	0.0%
Single-Parent Families	11,395	10	6.5%
<i>Subtotal:</i>	<u>31,420</u>	<u>10</u>	<u>6.5%</u>
<i>Small Cities/Satellite Cities</i>			
Unibox Transferees	2,725	0	0.0%
Multi-Ethnic Families	310	0	0.0%
Uptown Families	3,410	5	3.2%
In-Town Families	615	0	0.0%
New American Strivers	1,550	0	0.0%
<i>Subtotal:</i>	<u>8,610</u>	<u>5</u>	<u>3.2%</u>
<i>Metropolitan Suburbs</i>			
Corporate Establishment	1,035	0	0.0%
Nouveau Money	2,120	0	0.0%
Button-Down Families	12,350	5	3.2%
Fiber-Optic Families	9,080	0	0.0%
Late-Nest Suburbanites	2,835	5	3.2%
Full-Nest Suburbanites	3,000	0	0.0%
Kids 'r' Us	2,940	0	0.0%
<i>Subtotal:</i>	<u>33,360</u>	<u>10</u>	<u>6.5%</u>
<i>Town &amp; Country/Exurbs</i>			
Ex-Urban Elite	2,260	0	0.0%
New Town Families	105	0	0.0%
Full-Nest Exurbanites	0	0	0.0%
Rural Families	0	0	0.0%
Traditional Families	115	0	0.0%
Small-Town Families	0	0	0.0%
Four-by-Four Families	75	0	0.0%
Rustic Families	0	0	0.0%
Hometown Families	0	0	0.0%
<i>Subtotal:</i>	<u>2,555</u>	<u>0</u>	<u>0.0%</u>

**Annual Average Number Of Households With The Potential  
To Move To The City Of Duluth Each Year Over The Next Five Years**  
*Ramsey County, Minnesota*

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	<i>Estimated Number</i>	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>73,205</b>	<b>95</b>	<b>61.3%</b>
<i>Metropolitan Cities</i>			
New Power Couples	8,375	5	3.2%
New Bohemians	7,020	15	9.7%
Cosmopolitan Elite	6,085	0	0.0%
Downtown Couples	13,475	15	9.7%
Downtown Proud	11,855	15	9.7%
<i>Subtotal:</i>	<u>46,810</u>	<u>50</u>	<u>32.3%</u>
<i>Small Cities/Satellite Cities</i>			
The VIPs	4,385	5	3.2%
Small-City Singles	3,125	5	3.2%
Twentysomethings	4,385	10	6.5%
Second-City Strivers	2,330	5	3.2%
Multi-Ethnic Singles	115	0	0.0%
<i>Subtotal:</i>	<u>14,340</u>	<u>25</u>	<u>16.1%</u>
<i>Metropolitan Suburbs</i>			
Fast-Track Professionals	2,330	5	3.2%
Suburban Achievers	3,180	0	0.0%
Suburban Strivers	6,480	15	9.7%
<i>Subtotal:</i>	<u>11,990</u>	<u>20</u>	<u>12.9%</u>
<i>Town &amp; Country/Exurbs</i>			
Hometown Sweethearts	65	0	0.0%
Blue-Collar Traditionalists	0	0	0.0%
Rural Couples	0	0	0.0%
Rural Strivers	0	0	0.0%
<i>Subtotal:</i>	<u>65</u>	<u>0</u>	<u>0.0%</u>

## Appendix Four Tables



Appendix Four, Table 1

**Annual Second Unit Sales To Out-Of-County Buyers**

*City of Duluth, St. Louis County, Minnesota*

**2018, 2019, 2020, 2021, 2022**

County of Origin	..... 2018 .....		..... 2019 .....		..... 2020 .....		..... 2021 .....		..... 2022 .....	
	Number	Share	Number	Share	Number	Share	Number	Share	Number	Share
Hennepin	31	25.6%	27	21.3%	21	17.8%	37	21.9%	28	18.2%
Ramsey	6	5.0%	5	3.9%	11	9.3%	12	7.1%	8	5.2%
Washington	4	3.3%	11	8.7%	4	3.4%	14	8.3%	5	3.2%
Dakota	5	4.1%	9	7.1%	7	5.9%	5	3.0%	8	5.2%
Douglas, WI	8	6.6%	9	7.1%	4	3.4%	3	1.8%	3	1.9%
Carlton	8	6.6%	4	3.1%	4	3.4%	2	1.2%	5	3.2%
Anoka	1	0.8%	7	5.5%	4	3.4%	4	2.4%	4	2.6%
Scott	0	0.0%	2	1.6%	2	1.7%	2	1.2%	5	3.2%
Los Angeles, CA	0	0.0%	4	3.1%	1	0.8%	3	1.8%	1	0.6%
Cook, IL	1	0.8%	3	2.4%	4	3.4%	1	0.6%	0	0.0%
Miami-Dade, FL	3	2.5%	1	0.8%	4	3.4%	0	0.0%	0	0.0%
Crow Wing	1	0.8%	0	0.0%	1	0.8%	1	0.6%	5	3.2%
Itasca	2	1.7%	0	0.0%	0	0.0%	2	1.2%	3	1.9%
Marin, CA	0	0.0%	1	0.8%	2	1.7%	3	1.8%	1	0.6%
Wright	0	0.0%	3	2.4%	0	0.0%	3	1.8%	1	0.6%
Maricopa, AZ	0	0.0%	0	0.0%	1	0.8%	4	2.4%	1	0.6%
DuPage, IL	0	0.0%	1	0.8%	1	0.8%	3	1.8%	1	0.6%
Contra Costa, CA	0	0.0%	1	0.8%	2	1.7%	1	0.6%	2	1.3%
Monterey, CA	2	1.7%	0	0.0%	0	0.0%	2	1.2%	2	1.3%
Pima, AZ	2	1.7%	0	0.0%	1	0.8%	0	0.0%	2	1.3%
Cook	2	1.7%	0	0.0%	1	0.8%	1	0.6%	1	0.6%
All Other Counties	45	37.2%	39	30.7%	43	36.4%	66	39.1%	68	44.2%
<b>Total Sales:</b>	<b>121</b>	<b>100.0%</b>	<b>127</b>	<b>100.0%</b>	<b>118</b>	<b>100.0%</b>	<b>169</b>	<b>100.0%</b>	<b>154</b>	<b>100.0%</b>

SOURCE: St. Louis County Assessor;  
Zimmerman/Volk Associates, Inc.



## 2023 Household Classification by Market Groups

*Hennepin County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>169,215</b>	<b>32.0%</b>
<i>Metropolitan Cities</i>	37,735	7.1%
<i>Small Cities/Satellite Cities</i>	37,910	7.2%
<i>Metropolitan Suburbs</i>	84,745	16.0%
<i>Town &amp; Country/Exurbs</i>	8,825	1.7%
<b>Traditional &amp; Non-Traditional Families</b>	<b>197,935</b>	<b>37.5%</b>
<i>Metropolitan Cities</i>	37,065	7.0%
<i>Small Cities/Satellite Cities</i>	22,070	4.2%
<i>Metropolitan Suburbs</i>	121,670	23.0%
<i>Town &amp; Country/Exurbs</i>	17,130	3.2%
<b>Younger Singles &amp; Couples</b>	<b>161,345</b>	<b>30.5%</b>
<i>Metropolitan Cities</i>	96,365	18.2%
<i>Small Cities/Satellite Cities</i>	31,610	6.0%
<i>Metropolitan Suburbs</i>	32,345	6.1%
<i>Town &amp; Country/Exurbs</i>	1,025	0.2%
<b>Total:</b>	<b>528,495</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$91,400</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$379,600</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

## 2023 Household Classification by Market Groups

Hennepin County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>169,215</b>	<b>32.0%</b>		
<i>Metropolitan Cities</i>				
The Social Register	13,390	2.5%	\$132,300	\$699,800
Urban Establishment	4,640	0.9%	\$110,500	\$874,000
Multi-Ethnic Empty Nesters	8,050	1.5%	\$78,600	\$364,600
Cosmopolitan Couples	11,655	2.2%	\$70,500	\$604,700
<i>Subtotal:</i>	<i>37,735</i>	<i>7.1%</i>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	12,400	2.3%	\$92,900	\$289,500
Blue-Collar Retirees	11,580	2.2%	\$58,400	\$153,500
Middle-Class Move-Downs	9,320	1.8%	\$56,600	\$180,800
Hometown Seniors	715	0.1%	\$40,400	\$100,400
Second City Seniors	3,895	0.7%	\$35,900	\$155,000
<i>Subtotal:</i>	<i>37,910</i>	<i>7.2%</i>		
<i>Metropolitan Suburbs</i>				
The One Percenters	16,855	3.2%	\$174,700	\$693,600
Old Money	10,775	2.0%	\$172,200	\$836,900
Affluent Empty Nesters	15,610	3.0%	\$138,500	\$541,200
Suburban Establishment	24,340	4.6%	\$114,000	\$381,700
Mainstream Empty Nesters	8,435	1.6%	\$76,100	\$226,600
Middle-American Retirees	8,730	1.7%	\$75,000	\$226,200
<i>Subtotal:</i>	<i>84,745</i>	<i>16.0%</i>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	2,695	0.5%	\$132,300	\$500,500
Pillars of the Community	190	0.0%	\$101,600	\$291,900
New Empty Nesters	2,770	0.5%	\$107,200	\$427,500
Traditional Couples	1,260	0.2%	\$102,300	\$337,000
RV Retirees	0	0.0%		
Country Couples	190	0.0%	\$75,000	\$218,800
Hometown Retirees	310	0.1%	\$65,400	\$170,300
Heartland Retirees	370	0.1%	\$63,800	\$209,500
Village Elders	530	0.1%	\$52,900	\$165,900
Small-Town Seniors	450	0.1%	\$51,200	\$142,700
Back Country Seniors	60	0.0%	\$46,700	\$127,600
<i>Subtotal:</i>	<i>8,825</i>	<i>1.7%</i>		

## 2023 Household Classification by Market Groups

Hennepin County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>197,935</b>	<b>37.5%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	18,850	3.6%	\$136,400	\$639,100
Multi-Cultural Families	6,260	1.2%	\$66,600	\$204,000
Inner-City Families	2,490	0.5%	\$53,500	\$305,700
Single-Parent Families	9,465	1.8%	\$50,200	\$241,100
<i>Subtotal:</i>	<u>37,065</u>	<u>7.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	7,705	1.5%	\$108,400	\$378,900
Multi-Ethnic Families	1,905	0.4%	\$81,800	\$267,700
Uptown Families	6,735	1.3%	\$76,200	\$239,700
In-Town Families	1,930	0.4%	\$49,100	\$135,200
New American Strivers	3,795	0.7%	\$45,700	\$164,000
<i>Subtotal:</i>	<u>22,070</u>	<u>4.2%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	17,790	3.4%	\$179,000	\$633,300
Nouveau Money	20,660	3.9%	\$134,900	\$441,000
Button-Down Families	27,250	5.2%	\$118,000	\$388,700
Fiber-Optic Families	26,520	5.0%	\$105,400	\$295,400
Late-Nest Suburbanites	12,600	2.4%	\$93,600	\$380,000
Full-Nest Suburbanites	10,515	2.0%	\$88,200	\$339,300
Kids 'r' Us	6,335	1.2%	\$80,900	\$240,900
<i>Subtotal:</i>	<u>121,670</u>	<u>23.0%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	10,025	1.9%	\$137,500	\$436,200
New Town Families	110	0.0%	\$105,400	\$283,600
Full-Nest Exurbanites	4,750	0.9%	\$105,700	\$349,500
Rural Families	0	0.0%		
Traditional Families	850	0.2%	\$82,800	\$245,900
Small-Town Families	375	0.1%	\$83,500	\$289,000
Four-by-Four Families	295	0.1%	\$78,100	\$226,900
Rustic Families	525	0.1%	\$64,900	\$166,100
Hometown Families	200	0.0%	\$53,700	\$172,300
<i>Subtotal:</i>	<u>17,130</u>	<u>3.2%</u>		

## 2023 Household Classification by Market Groups

Hennepin County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>161,345</b>	<b>30.5%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	20,680	3.9%	\$100,600	\$484,800
New Bohemians	31,290	5.9%	\$96,300	\$632,400
Cosmopolitan Elite	13,720	2.6%	\$91,900	\$527,600
Downtown Couples	7,980	1.5%	\$44,900	\$151,400
Downtown Proud	22,695	4.3%	\$42,400	\$316,800
<i>Subtotal:</i>	<u>96,365</u>	<u>18.2%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	11,430	2.2%	\$84,900	\$380,400
Small-City Singles	4,355	0.8%	\$45,700	\$111,700
Twentysomethings	8,525	1.6%	\$45,100	\$241,900
Second-City Strivers	5,595	1.1%	\$45,000	\$187,200
Multi-Ethnic Singles	1,705	0.3%	\$28,900	\$99,800
<i>Subtotal:</i>	<u>31,610</u>	<u>6.0%</u>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	7,555	1.4%	\$83,700	\$401,600
Suburban Achievers	7,225	1.4%	\$57,600	\$157,600
Suburban Strivers	17,565	3.3%	\$52,800	\$194,000
<i>Subtotal:</i>	<u>32,345</u>	<u>6.1%</u>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	480	0.1%	\$56,800	\$154,800
Blue-Collar Traditionalists	160	0.0%	\$52,900	\$133,600
Rural Couples	205	0.0%	\$42,400	\$105,000
Rural Strivers	180	0.0%	\$34,600	\$104,000
<i>Subtotal:</i>	<u>1,025</u>	<u>0.2%</u>		

## 2023 Household Classification by Market Groups

*Ramsey County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>66,410</b>	<b>30.8%</b>
<i>Metropolitan Cities</i>	20,865	9.7%
<i>Small Cities/Satellite Cities</i>	18,580	8.6%
<i>Metropolitan Suburbs</i>	23,995	11.1%
<i>Town &amp; Country/Exurbs</i>	2,970	1.4%
<b>Traditional &amp; Non-Traditional Families</b>	<b>75,945</b>	<b>35.2%</b>
<i>Metropolitan Cities</i>	31,420	14.6%
<i>Small Cities/Satellite Cities</i>	8,610	4.0%
<i>Metropolitan Suburbs</i>	33,360	15.5%
<i>Town &amp; Country/Exurbs</i>	2,555	1.2%
<b>Younger Singles &amp; Couples</b>	<b>73,205</b>	<b>34.0%</b>
<i>Metropolitan Cities</i>	46,810	21.7%
<i>Small Cities/Satellite Cities</i>	14,340	6.7%
<i>Metropolitan Suburbs</i>	11,990	5.6%
<i>Town &amp; Country/Exurbs</i>	65	0.0%
<b>Total:</b>	<b>215,560</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$75,000</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$308,000</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

## 2023 Household Classification by Market Groups

Ransey County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>66,410</b>	<b>30.8%</b>		
<i>Metropolitan Cities</i>				
The Social Register	5,880	2.7%	\$127,600	\$669,900
Urban Establishment	3,290	1.5%	\$106,400	\$834,400
Multi-Ethnic Empty Nesters	4,870	2.3%	\$75,800	\$349,400
Cosmopolitan Couples	6,825	3.2%	\$68,100	\$573,000
<i>Subtotal:</i>	<u>20,865</u>	<u>9.7%</u>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	6,250	2.9%	\$90,300	\$280,000
Blue-Collar Retirees	5,555	2.6%	\$56,500	\$147,900
Middle-Class Move-Downs	4,185	1.9%	\$54,500	\$172,100
Hometown Seniors	900	0.4%	\$38,900	\$96,100
Second City Seniors	1,690	0.8%	\$34,300	\$144,500
<i>Subtotal:</i>	<u>18,580</u>	<u>8.6%</u>		
<i>Metropolitan Suburbs</i>				
The One Percenters	990	0.5%	\$168,900	\$669,300
Old Money	605	0.3%	\$165,700	\$797,200
Affluent Empty Nesters	3,165	1.5%	\$134,400	\$512,900
Suburban Establishment	10,425	4.8%	\$110,600	\$369,200
Mainstream Empty Nesters	4,210	2.0%	\$73,700	\$216,400
Middle-American Retirees	4,600	2.1%	\$72,800	\$214,500
<i>Subtotal:</i>	<u>23,995</u>	<u>11.1%</u>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	1,675	0.8%	\$127,600	\$486,200
Pillars of the Community	175	0.1%	\$98,500	\$282,500
New Empty Nesters	0	0.0%		
Traditional Couples	880	0.4%	\$98,900	\$322,500
RV Retirees	0	0.0%		
Country Couples	65	0.0%	\$72,900	\$207,200
Hometown Retirees	0	0.0%		
Heartland Retirees	0	0.0%		
Village Elders	120	0.1%	\$50,700	\$155,500
Small-Town Seniors	55	0.0%	\$49,200	\$136,000
Back Country Seniors	0	0.0%		
<i>Subtotal:</i>	<u>2,970</u>	<u>1.4%</u>		

## 2023 Household Classification by Market Groups

Ramsey County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>75,945</b>	<b>35.2%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	8,575	4.0%	\$132,200	\$610,400
Multi-Cultural Families	8,915	4.1%	\$64,700	\$196,600
Inner-City Families	2,535	1.2%	\$51,400	\$289,900
Single-Parent Families	11,395	5.3%	\$48,500	\$224,000
<i>Subtotal:</i>	<u>31,420</u>	<u>14.6%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	2,725	1.3%	\$105,200	\$366,900
Multi-Ethnic Families	310	0.1%	\$79,300	\$257,300
Uptown Families	3,410	1.6%	\$73,900	\$229,000
In-Town Families	615	0.3%	\$47,800	\$128,500
New American Strivers	1,550	0.7%	\$44,500	\$154,400
<i>Subtotal:</i>	<u>8,610</u>	<u>4.0%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	1,035	0.5%	\$174,200	\$610,500
Nouveau Money	2,120	1.0%	\$131,200	\$427,200
Button-Down Families	12,350	5.7%	\$115,000	\$375,600
Fiber-Optic Families	9,080	4.2%	\$102,400	\$287,100
Late-Nest Suburbanites	2,835	1.3%	\$90,900	\$366,800
Full-Nest Suburbanites	3,000	1.4%	\$85,400	\$325,600
Kids 'r' Us	2,940	1.4%	\$78,500	\$231,800
<i>Subtotal:</i>	<u>33,360</u>	<u>15.5%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	2,260	1.0%	\$133,600	\$422,200
New Town Families	105	0.0%	\$102,500	\$275,400
Full-Nest Exurbanites	0	0.0%		
Rural Families	0	0.0%		
Traditional Families	115	0.1%	\$80,200	\$236,200
Small-Town Families	0	0.0%		
Four-by-Four Families	75	0.0%	\$75,600	\$216,600
Rustic Families	0	0.0%		
Hometown Families	0	0.0%		
<i>Subtotal:</i>	<u>2,555</u>	<u>1.2%</u>		

## 2023 Household Classification by Market Groups

Ramsey County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>73,205</b>	<b>34.0%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	8,375	3.9%	\$96,900	\$465,100
New Bohemians	7,020	3.3%	\$93,100	\$600,000
Cosmopolitan Elite	6,085	2.8%	\$89,000	\$498,600
Downtown Couples	13,475	6.3%	\$43,300	\$143,400
Downtown Proud	11,855	5.5%	\$40,800	\$295,900
<i>Subtotal:</i>	<i>46,810</i>	<i>21.7%</i>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	4,385	2.0%	\$82,200	\$366,100
Small-City Singles	3,125	1.4%	\$44,300	\$105,000
Twentysomethings	4,385	2.0%	\$43,600	\$229,500
Second-City Strivers	2,330	1.1%	\$43,600	\$179,200
Multi-Ethnic Singles	115	0.1%	\$27,700	\$95,400
<i>Subtotal:</i>	<i>14,340</i>	<i>6.7%</i>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	2,330	1.1%	\$81,200	\$389,000
Suburban Achievers	3,180	1.5%	\$55,700	\$152,000
Suburban Strivers	6,480	3.0%	\$50,700	\$186,400
<i>Subtotal:</i>	<i>11,990</i>	<i>5.6%</i>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	65	0.0%	\$54,700	\$148,500
Blue-Collar Traditionalists	0	0.0%		
Rural Couples	0	0.0%		
Rural Strivers	0	0.0%		
<i>Subtotal:</i>	<i>65</i>	<i>0.0%</i>		



## 2023 Household Classification by Market Groups

*Washington County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>41,595</b>	<b>40.4%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	7,010	6.8%
<i>Metropolitan Suburbs</i>	16,485	16.0%
<i>Town &amp; Country/Exurbs</i>	18,100	17.6%
<b>Traditional &amp; Non-Traditional Families</b>	<b>52,185</b>	<b>50.7%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	4,260	4.1%
<i>Metropolitan Suburbs</i>	25,925	25.2%
<i>Town &amp; Country/Exurbs</i>	22,000	21.4%
<b>Younger Singles &amp; Couples</b>	<b>9,115</b>	<b>8.9%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	2,505	2.4%
<i>Metropolitan Suburbs</i>	4,710	4.6%
<i>Town &amp; Country/Exurbs</i>	1,900	1.8%
<b>Total:</b>	<b>102,895</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$109,200</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$392,700</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

## 2023 Household Classification by Market Groups

Washington County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>41,595</b>	<b>40.4%</b>		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	1,845	1.8%	\$103,900	\$321,900
Blue-Collar Retirees	2,425	2.4%	\$64,900	\$173,900
Middle-Class Move-Downs	1,940	1.9%	\$63,400	\$203,900
Hometown Seniors	335	0.3%	\$45,500	\$119,600
Second City Seniors	465	0.5%	\$41,800	\$184,100
<i>Subtotal:</i>	<u>7,010</u>	<u>6.8%</u>		
<i>Metropolitan Suburbs</i>				
The One Percenters	3,260	3.2%	\$193,500	\$778,600
Old Money	1,240	1.2%	\$193,200	\$959,600
Affluent Empty Nesters	3,310	3.2%	\$154,500	\$623,500
Suburban Establishment	5,075	4.9%	\$127,600	\$421,000
Mainstream Empty Nesters	1,260	1.2%	\$84,800	\$252,500
Middle-American Retirees	2,340	2.3%	\$83,900	\$255,500
<i>Subtotal:</i>	<u>16,485</u>	<u>16.0%</u>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	4,555	4.4%	\$146,900	\$590,300
Pillars of the Community	2,065	2.0%	\$112,000	\$322,200
New Empty Nesters	3,925	3.8%	\$118,700	\$478,900
Traditional Couples	2,775	2.7%	\$113,500	\$376,800
RV Retirees	0	0.0%		
Country Couples	1,075	1.0%	\$83,900	\$247,600
Hometown Retirees	290	0.3%	\$71,700	\$195,900
Heartland Retirees	305	0.3%	\$70,200	\$247,500
Village Elders	1,610	1.6%	\$60,200	\$192,600
Small-Town Seniors	1,485	1.4%	\$58,600	\$162,800
Back Country Seniors	15	0.0%	\$53,300	\$149,800
<i>Subtotal:</i>	<u>18,100</u>	<u>17.6%</u>		

## 2023 Household Classification by Market Groups

Washington County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>52,185</b>	<b>50.7%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	690	0.7%	\$118,700	\$415,600
Multi-Ethnic Families	445	0.4%	\$89,800	\$294,700
Uptown Families	2,100	2.0%	\$84,800	\$267,400
In-Town Families	780	0.8%	\$56,000	\$152,800
New American Strivers	245	0.2%	\$50,800	\$188,600
<i>Subtotal:</i>	<u>4,260</u>	<u>4.1%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	3,815	3.7%	\$194,900	\$703,100
Nouveau Money	3,725	3.6%	\$148,300	\$480,800
Button-Down Families	5,545	5.4%	\$130,500	\$431,100
Fiber-Optic Families	4,045	3.9%	\$115,200	\$324,900
Late-Nest Suburbanites	3,655	3.6%	\$105,900	\$421,300
Full-Nest Suburbanites	3,565	3.5%	\$97,400	\$377,200
Kids 'r' Us	1,575	1.5%	\$88,800	\$264,600
<i>Subtotal:</i>	<u>25,925</u>	<u>25.2%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	10,540	10.2%	\$152,400	\$476,400
New Town Families	2,810	2.7%	\$114,800	\$308,300
Full-Nest Exurbanites	2,825	2.7%	\$116,400	\$385,700
Rural Families	0	0.0%		
Traditional Families	1,595	1.6%	\$91,300	\$271,300
Small-Town Families	1,875	1.8%	\$92,400	\$324,700
Four-by-Four Families	965	0.9%	\$86,400	\$253,100
Rustic Families	225	0.2%	\$71,200	\$190,300
Hometown Families	1,165	1.1%	\$60,500	\$194,200
<i>Subtotal:</i>	<u>22,000</u>	<u>21.4%</u>		

## 2023 Household Classification by Market Groups

Washington County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>9,115</b>	<b>8.9%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	750	0.7%	\$93,700	\$426,100
Small-City Singles	1,495	1.5%	\$51,200	\$129,000
Twentysomethings	40	0.0%	\$50,800	\$274,000
Second-City Strivers	110	0.1%	\$50,300	\$212,000
Multi-Ethnic Singles	110	0.1%	\$32,700	\$120,400
<i>Subtotal:</i>	<u>2,505</u>	<u>2.4%</u>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	615	0.6%	\$91,800	\$454,700
Suburban Achievers	2,005	1.9%	\$63,900	\$176,800
Suburban Strivers	2,090	2.0%	\$59,700	\$220,100
<i>Subtotal:</i>	<u>4,710</u>	<u>4.6%</u>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	1,665	1.6%	\$63,500	\$176,600
Blue-Collar Traditionalists	35	0.0%	\$60,400	\$152,900
Rural Couples	0	0.0%		
Rural Strivers	200	0.2%	\$40,100	\$122,900
<i>Subtotal:</i>	<u>1,900</u>	<u>1.8%</u>		

## 2023 Household Classification by Market Groups

*Dakota County, Minnesota*

Household Type/ Geographic Designation	<i>Estimated Number</i>	<i>Estimated Share</i>
<b>Empty Nesters &amp; Retirees</b>	<b>62,305</b>	<b>36.5%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	17,345	10.2%
<i>Metropolitan Suburbs</i>	32,770	19.2%
<i>Town &amp; Country/Exurbs</i>	12,190	7.1%
<b>Traditional &amp; Non-Traditional Families</b>	<b>82,405</b>	<b>48.2%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	10,970	6.4%
<i>Metropolitan Suburbs</i>	48,180	28.2%
<i>Town &amp; Country/Exurbs</i>	23,255	13.6%
<b>Younger Singles &amp; Couples</b>	<b>26,070</b>	<b>15.3%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	9,720	5.7%
<i>Metropolitan Suburbs</i>	14,300	8.4%
<i>Town &amp; Country/Exurbs</i>	2,050	1.2%
<b>Total:</b>	<b>170,780</b>	<b>100.0%</b>
<b>2023 Estimated Median Income:</b>	<b>\$98,900</b>	
<b>2023 Estimated National Median Income:</b>	<b>\$73,300</b>	
<b>2023 Estimated Median Home Value:</b>	<b>\$361,900</b>	
<b>2023 Estimated National Median Home Value:</b>	<b>\$305,400</b>	

## 2023 Household Classification by Market Groups

Dakota County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Empty Nesters &amp; Retirees</b>	<b>62,305</b>	<b>36.5%</b>		
<i>Metropolitan Cities</i>				
The Social Register	0	0.0%		
Urban Establishment	0	0.0%		
Multi-Ethnic Empty Nesters	0	0.0%		
Cosmopolitan Couples	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Second City Establishment	4,735	2.8%	\$102,000	\$315,400
Blue-Collar Retirees	5,300	3.1%	\$63,800	\$170,500
Middle-Class Move-Downs	4,465	2.6%	\$62,200	\$198,900
Hometown Seniors	825	0.5%	\$44,600	\$116,400
Second City Seniors	2,020	1.2%	\$40,800	\$179,100
<i>Subtotal:</i>	<u>17,345</u>	<u>10.2%</u>		
<i>Metropolitan Suburbs</i>				
The One Percenters	3,965	2.3%	\$190,400	\$758,100
Old Money	2,065	1.2%	\$189,800	\$936,100
Affluent Empty Nesters	4,775	2.8%	\$151,200	\$608,400
Suburban Establishment	13,040	7.6%	\$123,000	\$413,100
Mainstream Empty Nesters	4,200	2.5%	\$83,300	\$248,200
Middle-American Retirees	4,725	2.8%	\$82,400	\$250,600
<i>Subtotal:</i>	<u>32,770</u>	<u>19.2%</u>		
<i>Town &amp; Country/Exurbs</i>				
Small-Town Patriarchs	2,755	1.6%	\$144,600	\$574,000
Pillars of the Community	1,340	0.8%	\$110,300	\$316,400
New Empty Nesters	2,255	1.3%	\$116,800	\$469,500
Traditional Couples	2,425	1.4%	\$111,700	\$369,700
RV Retirees	15	0.0%	\$89,100	\$259,100
Country Couples	685	0.4%	\$82,500	\$242,800
Hometown Retirees	260	0.2%	\$70,600	\$191,400
Heartland Retirees	310	0.2%	\$69,100	\$241,200
Village Elders	1,180	0.7%	\$59,000	\$187,900
Small-Town Seniors	935	0.5%	\$57,400	\$159,000
Back Country Seniors	30	0.0%	\$52,000	\$145,800
<i>Subtotal:</i>	<u>12,190</u>	<u>7.1%</u>		

## 2023 Household Classification by Market Groups

Dakota County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>82,405</b>	<b>48.2%</b>		
<i>Metropolitan Cities</i>				
e-Type Families	0	0.0%		
Multi-Cultural Families	0	0.0%		
Inner-City Families	0	0.0%		
Single-Parent Families	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	985	0.6%	\$117,000	\$408,000
Multi-Ethnic Families	1,260	0.7%	\$88,400	\$291,100
Uptown Families	4,980	2.9%	\$83,300	\$262,700
In-Town Families	1,240	0.7%	\$54,800	\$149,200
New American Strivers	2,505	1.5%	\$49,700	\$184,300
<i>Subtotal:</i>	<u>10,970</u>	<u>6.4%</u>		
<i>Metropolitan Suburbs</i>				
Corporate Establishment	5,450	3.2%	\$192,200	\$690,100
Nouveau Money	6,775	4.0%	\$144,800	\$473,500
Button-Down Families	12,590	7.4%	\$128,400	\$422,900
Fiber-Optic Families	8,375	4.9%	\$113,600	\$319,400
Late-Nest Suburbanites	5,805	3.4%	\$103,800	\$413,000
Full-Nest Suburbanites	6,805	4.0%	\$95,900	\$370,400
Kids 'r' Us	2,380	1.4%	\$87,500	\$260,600
<i>Subtotal:</i>	<u>48,180</u>	<u>28.2%</u>		
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	9,770	5.7%	\$149,400	\$469,100
New Town Families	3,420	2.0%	\$113,300	\$302,700
Full-Nest Exurbanites	3,225	1.9%	\$114,600	\$379,200
Rural Families	120	0.1%	\$88,700	\$239,800
Traditional Families	2,375	1.4%	\$89,900	\$267,000
Small-Town Families	2,070	1.2%	\$91,000	\$317,600
Four-by-Four Families	1,055	0.6%	\$85,000	\$248,700
Rustic Families	420	0.2%	\$70,100	\$186,100
Hometown Families	800	0.5%	\$59,300	\$190,400
<i>Subtotal:</i>	<u>23,255</u>	<u>13.6%</u>		

## 2023 Household Classification by Market Groups

Dakota County, Minnesota

	<i>Estimated Number</i>	<i>Estimated Share</i>	<i>Estimated Median Income</i>	<i>Estimated Median Home Value</i>
<b>Younger Singles &amp; Couples</b>	<b>26,070</b>	<b>15.3%</b>		
<i>Metropolitan Cities</i>				
New Power Couples	0	0.0%		
New Bohemians	0	0.0%		
Cosmopolitan Elite	0	0.0%		
Downtown Couples	0	0.0%		
Downtown Proud	0	0.0%		
<i>Subtotal:</i>	<u>0</u>	<u>0.0%</u>		
<i>Small Cities/Satellite Cities</i>				
The VIPs	1,800	1.1%	\$92,300	\$416,900
Small-City Singles	5,410	3.2%	\$49,500	\$126,000
Twentysomethings	1,165	0.7%	\$49,200	\$268,500
Second-City Strivers	1,200	0.7%	\$48,900	\$206,500
Multi-Ethnic Singles	145	0.1%	\$32,100	\$116,900
<i>Subtotal:</i>	<u>9,720</u>	<u>5.7%</u>		
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	1,375	0.8%	\$90,400	\$445,200
Suburban Achievers	4,380	2.6%	\$62,900	\$173,600
Suburban Strivers	8,545	5.0%	\$58,600	\$215,100
<i>Subtotal:</i>	<u>14,300</u>	<u>8.4%</u>		
<i>Town &amp; Country/Exurbs</i>				
Hometown Sweethearts	1,670	1.0%	\$62,400	\$172,900
Blue-Collar Traditionalists	100	0.1%	\$59,100	\$150,800
Rural Couples	45	0.0%	\$46,800	\$121,700
Rural Strivers	235	0.1%	\$39,100	\$119,700
<i>Subtotal:</i>	<u>2,050</u>	<u>1.2%</u>		



**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Hennepin County, Minnesota*

<u>Household Type / Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>20</b>	<b>54.1%</b>
<i>Metropolitan Cities</i>	4	10.8%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	14	37.8%
<i>Town &amp; Country/Exurbs</i>	2	5.4%
<b>Traditional &amp; Non-Traditional Families</b>	<b>11</b>	<b>29.7%</b>
<i>Metropolitan Cities</i>	2	5.4%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	8	21.6%
<i>Town &amp; Country/Exurbs</i>	1	2.7%
<b>Younger Singles &amp; Couples</b>	<b>6</b>	<b>16.2%</b>
<i>Metropolitan Cities</i>	5	13.5%
<i>Small Cities/Satellite Cities</i>	1	2.7%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Total:</b>	<b>37</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Hennepin County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>20</b>	<b>54.1%</b>
 <i>Metropolitan Cities</i>		
The Social Register	3	8.1%
Multi-Ethnic Empty Nesters	1	2.7%
<i>Subtotal:</i>	4	10.8%
 <i>Metropolitan Suburbs</i>		
The One Percenters	3	8.1%
Old Money	2	5.4%
Affluent Empty Nesters	4	10.8%
Suburban Establishment	5	13.5%
<i>Subtotal:</i>	14	37.8%
 <i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	1	2.7%
New Empty Nesters	1	2.7%
<i>Subtotal:</i>	2	5.4%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Hennepin County, Minnesota*

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	<u>Potential</u>	<u>Share of Potential</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>11</b>	<b>29.7%</b>
<i>Metropolitan Cities</i>		
e-Type Families	<u>2</u>	<u>5.4%</u>
<i>Subtotal:</i>	<u>2</u>	<u>5.4%</u>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	2	5.4%
Nouveau Money	2	5.4%
Button-Down Families	3	8.1%
Late-Nest Suburbanites	<u>1</u>	<u>2.7%</u>
<i>Subtotal:</i>	<u>8</u>	<u>21.6%</u>
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	<u>1</u>	<u>2.7%</u>
<i>Subtotal:</i>	<u>1</u>	<u>2.7%</u>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Hennepin County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>6</b>	<b>16.2%</b>
 <i>Metropolitan Cities</i>		
New Power Couples	2	5.4%
New Bohemians	1	2.7%
Cosmopolitan Elite	2	5.4%
<i>Subtotal:</i>	5	13.5%
 <i>Small Cities/Satellite Cities</i>		
The VIPs	1	2.7%
<i>Subtotal:</i>	1	2.7%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Ramsey County, Minnesota*

<u>Household Type / Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>9</b>	<b>56.2%</b>
<i>Metropolitan Cities</i>	3	18.8%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	31.2%
<i>Town &amp; Country/Exurbs</i>	1	6.2%
<b>Traditional &amp; Non-Traditional Families</b>	<b>5</b>	<b>31.3%</b>
<i>Metropolitan Cities</i>	2	12.5%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	3	18.8%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Younger Singles &amp; Couples</b>	<b>2</b>	<b>12.5%</b>
<i>Metropolitan Cities</i>	2	12.5%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Total:</b>	<b>16</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Ramsey County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>9</b>	<b>56.2%</b>
<i>Metropolitan Cities</i>		
The Social Register	2	12.5%
Multi-Ethnic Empty Nesters	1	6.3%
<i>Subtotal:</i>	3	18.8%
<i>Metropolitan Suburbs</i>		
Affluent Empty Nesters	1	6.2%
Suburban Establishment	4	25.0%
<i>Subtotal:</i>	5	31.2%
<i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	1	6.2%
<i>Subtotal:</i>	1	6.2%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Ramsey County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>5</b>	<b>31.3%</b>
<i>Metropolitan Cities</i>		
e-Type Families	2	12.5%
<i>Subtotal:</i>	2	12.5%
<i>Metropolitan Suburbs</i>		
Button-Down Families	3	18.8%
<i>Subtotal:</i>	3	18.8%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Ramsey County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>2</b>	<b>12.5%</b>
<i>Metropolitan Cities</i>		
New Power Couples	1	6.3%
Cosmopolitan Elite	1	6.3%
<i>Subtotal:</i>	<b>2</b>	<b>12.5%</b>



**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Washington County, Minnesota*

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<u>Household Type / Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>6</b>	<b>60.0%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	3	30.0%
<i>Town &amp; Country/Exurbs</i>	3	30.0%
<b>Traditional &amp; Non-Traditional Families</b>	<b>4</b>	<b>40.0%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	2	20.0%
<i>Town &amp; Country/Exurbs</i>	2	20.0%
<b>Younger Singles &amp; Couples</b>	<b>0</b>	<b>0.0%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Total:</b>	<b>10</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Washington County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>6</b>	<b>60.0%</b>
 <i>Metropolitan Suburbs</i>		
The One Percenters	1	10.0%
Affluent Empty Nesters	1	10.0%
Suburban Establishment	1	10.0%
<i>Subtotal:</i>	3	30.0%
 <i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	1	10.0%
New Empty Nesters	1	10.0%
Traditional Couples	1	10.0%
<i>Subtotal:</i>	3	30.0%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Washington County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>4</b>	<b>40.0%</b>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	1	10.0%
Button-Down Families	1	10.0%
<i>Subtotal:</i>	2	20.0%
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	2	20.0%
<i>Subtotal:</i>	2	20.0%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Dakota County, Minnesota*

<u>Household Type / Geographic Designation</u>	<u>Potential</u>	<u>Share of Potential</u>
<b>Empty Nesters &amp; Retirees</b>	<b>6</b>	<b>66.7%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	5	55.6%
<i>Town &amp; Country/Exurbs</i>	1	11.1%
<b>Traditional &amp; Non-Traditional Families</b>	<b>3</b>	<b>33.3%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	2	22.2%
<i>Town &amp; Country/Exurbs</i>	1	11.1%
<b>Younger Singles &amp; Couples</b>	<b>0</b>	<b>0.0%</b>
<i>Metropolitan Cities</i>	0	0.0%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	0	0.0%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Total:</b>	<b>9</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Dakota County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>6</b>	<b>66.7%</b>
 <i>Metropolitan Suburbs</i>		
The One Percenters	1	11.1%
Affluent Empty Nesters	1	11.1%
Suburban Establishment	3	33.3%
<i>Subtotal:</i>	5	55.6%
 <i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	1	11.1%
<i>Subtotal:</i>	1	11.1%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Home Values Above \$350,000  
*Dakota County, Minnesota*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>3</b>	<b>33.3%</b>
<i>Metropolitan Suburbs</i>		
Corporate Establishment	1	11.1%
Button-Down Families	1	11.1%
<i>Subtotal:</i>	2	22.2%
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	1	11.1%
<i>Subtotal:</i>	1	11.1%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Homes Values Above \$350,000  
*Balance of the United States*

Household Type/ Geographic Designation	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>61</b>	<b>59.8%</b>
<i>Metropolitan Cities</i>	11	10.8%
<i>Small Cities/Satellite Cities</i>	0	0.0%
<i>Metropolitan Suburbs</i>	27	26.5%
<i>Town &amp; Country/Exurbs</i>	23	22.5%
<b>Traditional &amp; Non-Traditional Families</b>	<b>32</b>	<b>31.4%</b>
<i>Metropolitan Cities</i>	4	3.9%
<i>Small Cities/Satellite Cities</i>	1	1.0%
<i>Metropolitan Suburbs</i>	17	16.7%
<i>Town &amp; Country/Exurbs</i>	10	9.8%
<b>Younger Singles &amp; Couples</b>	<b>9</b>	<b>8.8%</b>
<i>Metropolitan Cities</i>	6	5.9%
<i>Small Cities/Satellite Cities</i>	2	2.0%
<i>Metropolitan Suburbs</i>	1	1.0%
<i>Town &amp; Country/Exurbs</i>	0	0.0%
<b>Total:</b>	<b>102</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Homes Values Above \$350,000  
*Balance of the United States*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Empty Nesters &amp; Retirees</b>	<b>61</b>	<b>59.8%</b>
<i>Metropolitan Cities</i>		
The Social Register	7	6.9%
Urban Establishment	1	1.0%
Multi-Ethnic Empty Nesters	3	2.9%
<i>Subtotal:</i>	11	10.8%
<i>Metropolitan Suburbs</i>		
The One Percenters	5	4.9%
Old Money	5	4.9%
Affluent Empty Nesters	6	5.9%
Suburban Establishment	11	10.8%
<i>Subtotal:</i>	27	26.5%
<i>Town &amp; Country/Exurbs</i>		
Small-Town Patriarchs	8	7.8%
New Empty Nesters	9	8.8%
Traditional Couples	6	5.9%
<i>Subtotal:</i>	23	22.5%



**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Homes Values Above \$350,000  
*Balance of the United States*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>32</b>	<b>31.4%</b>
<i>Metropolitan Cities</i>		
e-Type Families	4	3.9%
<i>Subtotal:</i>	4	3.9%
<i>Small Cities/Satellite Cities</i>		
Unibox Transferees	1	1.0%
<i>Subtotal:</i>	1	1.0%
<i>Metropolitan Suburbs</i>		
Corporate Establishment	3	2.9%
Nouveau Money	2	2.0%
Button-Down Families	7	6.9%
Late-Nest Suburbanites	3	2.9%
Full-Nest Suburbanites	2	2.0%
<i>Subtotal:</i>	17	16.7%
<i>Town &amp; Country/Exurbs</i>		
Ex-Urban Elite	6	5.9%
Full-Nest Exurbanites	4	3.9%
<i>Subtotal:</i>	10	9.8%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**  
Households With Homes Values Above \$350,000  
*Balance of the United States*

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	<i>Potential</i>	<i>Share of Potential</i>
<b>Younger Singles &amp; Couples</b>	<b>9</b>	<b>8.8%</b>
<i>Metropolitan Cities</i>		
New Power Couples	2	2.0%
New Bohemians	1	1.0%
Cosmopolitan Elite	3	2.9%
<i>Subtotal:</i>	6	5.9%
<i>Small Cities/Satellite Cities</i>		
The VIPs	2	2.0%
<i>Subtotal:</i>	2	2.0%
<i>Metropolitan Suburbs</i>		
Fast-Track Professionals	1	1.0%
<i>Subtotal:</i>	1	1.0%

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Four, Tables 6 Through 10

Households With Home Values Above \$350,000

*Hennepin County, Ramsey County, Washington County,*

*Dakota County, and Other Counties in the United States*

<u>Household Type/ Geographic Designation</u>	<u>Hennepin County</u>	<u>Ramsey County</u>	<u>Washington County</u>	<u>Dakota County</u>	<u>Other Counties</u>	<u>Total</u>
<b>Empty Nesters &amp; Retirees</b>	<b>20</b>	<b>9</b>	<b>6</b>	<b>6</b>	<b>61</b>	<b>102</b>
<i>Metropolitan Cities</i>	4	3	0	0	11	18
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	14	5	3	5	27	54
<i>Town &amp; Country/Exurbs</i>	2	1	3	1	23	30
<b>Traditional &amp; Non-Traditional Families</b>	<b>11</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>32</b>	<b>55</b>
<i>Metropolitan Cities</i>	2	2	0	0	4	8
<i>Small Cities/Satellite Cities</i>	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>	8	3	2	2	17	32
<i>Town &amp; Country/Exurbs</i>	1	0	2	1	10	14
<b>Younger Singles &amp; Couples</b>	<b>6</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>17</b>
<i>Metropolitan Cities</i>	5	2	0	0	6	13
<i>Small Cities/Satellite Cities</i>	1	0	0	0	2	3
<i>Metropolitan Suburbs</i>	0	0	0	0	1	1
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>37</b>	<b>16</b>	<b>10</b>	<b>9</b>	<b>102</b>	<b>174</b>
<b>Percent:</b>	<b>21.3%</b>	<b>9.2%</b>	<b>5.7%</b>	<b>5.2%</b>	<b>58.6%</b>	<b>100.0%</b>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Four, Tables 6 Through 10

Households With Home Values Above \$350,000

*Hennepin County, Ramsey County, Washington County,*

*Dakota County, and Other Counties in the United States*

	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	<i>Total</i>
<b>Empty Nesters &amp; Retirees</b>	<b>20</b>	<b>9</b>	<b>6</b>	<b>6</b>	<b>61</b>	<b>102</b>
<i>Metropolitan Cities</i>						
The Social Register	3	2	0	0	7	12
Urban Establishment	0	0	0	0	1	1
Multi-Ethnic Empty Nesters	1	1	0	0	3	5
<i>Subtotal:</i>	<u>4</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>11</u>	<u>18</u>
<i>Metropolitan Suburbs</i>						
The One Percenters	3	0	1	1	5	10
Old Money	2	0	0	0	5	7
Affluent Empty Nesters	4	1	1	1	6	13
Suburban Establishment	5	4	1	3	11	24
<i>Subtotal:</i>	<u>14</u>	<u>5</u>	<u>3</u>	<u>5</u>	<u>27</u>	<u>54</u>
<i>Town &amp; Country/Exurbs</i>						
Small-Town Patriarchs	1	1	1	1	8	12
New Empty Nesters	1	0	1	0	9	11
Traditional Couples	0	0	1	0	6	7
<i>Subtotal:</i>	<u>2</u>	<u>1</u>	<u>3</u>	<u>1</u>	<u>23</u>	<u>30</u>

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Four, Tables 6 Through 10

Households With Home Values Above \$350,000

*Hennepin County, Ramsey County, Washington County,*

*Dakota County, and Other Counties in the United States*

	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	<i>Total</i>
<b>Traditional &amp; Non-Traditional Families</b>	<b>11</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>32</b>	<b>55</b>
<i>Metropolitan Cities</i>						
e-Type Families	2	2	0	0	4	8
<i>Subtotal:</i>	2	2	0	0	4	8
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	1	1
<i>Subtotal:</i>	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>						
Corporate Establishment	2	0	1	1	3	7
Nouveau Money	2	0	0	0	2	4
Late-Nest Suburbanites	1	0	0	0	3	4
Full-Nest Suburbanites	0	0	0	0	2	2
Button-Down Families	3	3	1	1	7	15
<i>Subtotal:</i>	8	3	2	2	17	32
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	1	0	2	1	6	10
Full-Nest Exurbanites	0	0	0	0	4	4
<i>Subtotal:</i>	1	0	2	1	10	14

**Annual Average Number Of Households With The Potential To Purchase  
A Second Home In The City Of Duluth Each Year Over The Next Five Years**

Summary: Appendix Four, Tables 6 Through 10

Households With Home Values Above \$350,000

*Hennepin County, Ramsey County, Washington County,*

*Dakota County, and Other Counties in the United States*

	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	<i>Total</i>
<b>Younger Singles &amp; Couples</b>	<b>6</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>17</b>
<i>Metropolitan Cities</i>						
New Power Couples	2	1	0	0	2	5
New Bohemians	1	0	0	0	1	2
Cosmopolitan Elite	2	1	0	0	3	6
<i>Subtotal:</i>	<u>5</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>6</u>	<u>13</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	0	0	0	2	3
<i>Subtotal:</i>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2</u>	<u>3</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>

## Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years

Households With Home Values Above \$350,000  
Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States

Household Type/ Geographic Designation	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	Total
<b>Empty Nesters &amp; Retirees</b>						
	<b>13</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>34</b>	<b>64</b>
<i>Metropolitan Cities</i>	3	2	0	0	7	12
<i>Small Cities/Satellite Cities</i>	0	0	0	0	0	0
<i>Metropolitan Suburbs</i>	8	3	3	4	15	33
<i>Town &amp; Country/Exurbs</i>	2	1	3	1	12	19
<b>Traditional &amp; Non-Traditional Families</b>						
	<b>7</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>18</b>	<b>34</b>
<i>Metropolitan Cities</i>	1	1	0	0	2	4
<i>Small Cities/Satellite Cities</i>	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>	5	2	2	2	10	21
<i>Town &amp; Country/Exurbs</i>	1	0	1	1	5	8
<b>Younger Singles &amp; Couples</b>						
	<b>4</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>12</b>
<i>Metropolitan Cities</i>	3	2	0	0	4	9
<i>Small Cities/Satellite Cities</i>	1	0	0	0	1	2
<i>Metropolitan Suburbs</i>	0	0	0	0	1	1
<i>Town &amp; Country/Exurbs</i>	0	0	0	0	0	0
<b>Total:</b>	<b>24</b>	<b>11</b>	<b>9</b>	<b>8</b>	<b>58</b>	<b>110</b>
<b>Percent:</b>	<b>21.8%</b>	<b>10.0%</b>	<b>8.2%</b>	<b>7.3%</b>	<b>52.7%</b>	<b>100.0%</b>

## Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years

Households With Home Values Above \$350,000  
Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States

	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	Total
<b>Empty Nesters &amp; Retirees</b>	<b>13</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>34</b>	<b>64</b>
<i>Metropolitan Cities</i>						
The Social Register	2	1	0	0	4	7
Urban Establishment	0	0	0	0	1	1
Multi-Ethnic Empty Nesters	1	1	0	0	2	4
<i>Subtotal:</i>	<u>3</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>7</u>	<u>12</u>
<i>Metropolitan Suburbs</i>						
The One Percenters	2	0	1	1	3	7
Old Money	1	0	0	0	3	4
Affluent Empty Nesters	2	1	1	1	3	8
Suburban Establishment	3	2	1	2	6	14
<i>Subtotal:</i>	<u>8</u>	<u>3</u>	<u>3</u>	<u>4</u>	<u>15</u>	<u>33</u>
<i>Town &amp; Country/Exurbs</i>						
Small-Town Patriarchs	1	1	1	1	4	8
New Empty Nesters	1	0	1	0	5	7
Traditional Couples	0	0	1	0	3	4
<i>Subtotal:</i>	<u>2</u>	<u>1</u>	<u>3</u>	<u>1</u>	<u>12</u>	<u>19</u>



## Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years

Households With Home Values Above \$350,000  
Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States

	<u>Hennepin County</u>	<u>Ramsey County</u>	<u>Washington County</u>	<u>Dakota County</u>	<u>Other Counties</u>	<u>Total</u>
<b>Traditional &amp; Non-Traditional Families</b>	<b>7</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>18</b>	<b>34</b>
<i>Metropolitan Cities</i>						
e-Type Families	1	1	0	0	2	4
Subtotal:	1	1	0	0	2	4
<i>Small Cities/Satellite Cities</i>						
Unibox Transferees	0	0	0	0	1	1
Subtotal:	0	0	0	0	1	1
<i>Metropolitan Suburbs</i>						
Corporate Establishment	1	0	1	1	2	5
Nouveau Money	1	0	0	0	1	2
Late-Nest Suburbanites	1	0	0	0	2	3
Full-Nest Suburbanites	0	0	0	0	1	1
Button-Down Families	2	2	1	1	4	10
Subtotal:	5	2	2	2	10	21
<i>Town &amp; Country/Exurbs</i>						
Ex-Urban Elite	1	0	1	1	3	6
Full-Nest Exurbanites	0	0	0	0	2	2
Subtotal:	1	0	1	1	5	8

**Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years**

Households With Home Values Above \$350,000  
*Hennepin County, Ramsey County, Washington County,  
 Dakota County, and Other Counties in the United States*

	<i>Hennepin County</i>	<i>Ramsey County</i>	<i>Washington County</i>	<i>Dakota County</i>	<i>Other Counties</i>	<b>Total</b>
<b>Younger Singles &amp; Couples</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>12</b>
<i>Metropolitan Cities</i>						
New Power Couples	1	1	0	0	1	3
New Bohemians	1	0	0	0	1	2
Cosmopolitan Elite	1	1	0	0	2	4
<i>Subtotal:</i>	<u>3</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>4</u>	<u>9</u>
<i>Small Cities/Satellite Cities</i>						
The VIPs	1	0	0	0	1	2
<i>Subtotal:</i>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>2</u>
<i>Metropolitan Suburbs</i>						
Fast-Track Professionals	0	0	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years  
Households With Home Values Above \$350,000  
*Hennepin County, Ramsey County, Washington County, Dakota County, and Other Counties in the United States*

Household Type/ Geographic Designation	Multi- Family	Single- Family		Total
		Attached	Detached	
<b>Empty Nesters &amp; Retirees</b>	<b>13</b>	<b>8</b>	<b>43</b>	<b>64</b>
<i>Metropolitan Cities</i>	6	2	4	12
<i>Small Cities/Satellite Cities</i>	0	0	0	0
<i>Metropolitan Suburbs</i>	5	3	25	33
<i>Town &amp; Country/Exurbs</i>	2	3	14	19
<b>Traditional &amp; Non-Traditional Families</b>	<b>6</b>	<b>5</b>	<b>23</b>	<b>34</b>
<i>Metropolitan Cities</i>	2	1	1	4
<i>Small Cities/Satellite Cities</i>	0	0	1	1
<i>Metropolitan Suburbs</i>	3	3	15	21
<i>Town &amp; Country/Exurbs</i>	1	1	6	8
<b>Younger Singles &amp; Couples</b>	<b>9</b>	<b>1</b>	<b>2</b>	<b>12</b>
<i>Metropolitan Cities</i>	6	1	2	9
<i>Small Cities/Satellite Cities</i>	2	0	0	2
<i>Metropolitan Suburbs</i>	1	0	0	1
<i>Town &amp; Country/Exurbs</i>	0	0	0	0
<b>Total:</b>	<b>28</b>	<b>14</b>	<b>68</b>	<b>110</b>
<b>Percent:</b>	<b>25.5%</b>	<b>12.7%</b>	<b>61.8%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years  
Households With Home Values Above \$350,000  
*Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States*

Empty Nesters & Retirees	Single-Family			Total
	Multi-Family	Attached	Detached	
<b>Metropolitan Cities</b>				
The Social Register	3	1	3	7
Urban Establishment	1	0	0	1
Multi-Ethnic Empty Nesters	2	1	1	4
<i>Subtotal:</i>	<u>6</u>	<u>2</u>	<u>4</u>	<u>12</u>
<b>Metropolitan Suburbs</b>				
The One Percenters	0	0	7	7
Old Money	0	0	4	4
Affluent Empty Nesters	2	1	5	8
Suburban Establishment	3	2	9	14
<i>Subtotal:</i>	<u>5</u>	<u>3</u>	<u>25</u>	<u>33</u>
<b>Town &amp; Country/Exurbs</b>				
Small-Town Patriarchs	0	2	6	8
New Empty Nesters	1	1	5	7
Traditional Couples	1	0	3	4
<i>Subtotal:</i>	<u>2</u>	<u>3</u>	<u>14</u>	<u>19</u>
<b>Total:</b>	<b>13</b>	<b>8</b>	<b>43</b>	<b>64</b>
<b>Percent:</b>	<b>20.3%</b>	<b>12.5%</b>	<b>67.2%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years  
Households With Home Values Above \$350,000  
*Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States*

Traditional & Non-Traditional Families	Multi- Family	Single- Family		Total
		Attached	Detached	
<i>Metropolitan Cities</i>				
e-Type Families	2	1	1	4
<i>Subtotal:</i>	<u>2</u>	<u>1</u>	<u>1</u>	<u>4</u>
<i>Small Cities/Satellite Cities</i>				
Unibox Transferees	0	0	1	1
<i>Subtotal:</i>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
<i>Metropolitan Suburbs</i>				
Corporate Establishment	0	0	5	5
Nouveau Money	0	0	2	2
Button-Down Families	1	3	6	10
Late-Nest Suburbanites	2	0	1	3
Full-Nest Suburbanites	0	0	1	1
<i>Subtotal:</i>	<u>3</u>	<u>3</u>	<u>15</u>	<u>21</u>
<i>Town &amp; Country/Exurbs</i>				
Ex-Urban Elite	1	1	4	6
Full-Nest Exurbanites	0	0	2	2
<i>Subtotal:</i>	<u>1</u>	<u>1</u>	<u>6</u>	<u>8</u>
<b>Total:</b>	<b>6</b>	<b>5</b>	<b>23</b>	<b>34</b>
<b>Percent:</b>	<b>17.6%</b>	<b>14.7%</b>	<b>67.6%</b>	<b>100.0%</b>

### Purchase Propensity By Housing Type

Annual Average Number Of Households With The Potential To Purchase A Second Home In The Greater Downtown Study Area Each Year Over The Next Five Years  
Households With Home Values Above \$350,000  
*Hennepin County, Ramsey County, Washington County,  
Dakota County, and Other Counties in the United States*

Younger Singles & Couples	Single- Family			Total
	Multi- Family	Attached	Detached	
<i>Metropolitan Cities</i>				
New Power Couples	2	0	1	3
New Bohemians	2	0	0	2
Cosmopolitan Elite	2	1	1	4
<i>Subtotal:</i>	<u>6</u>	<u>1</u>	<u>2</u>	<u>9</u>
<i>Small Cities/Satellite Cities</i>				
The VIPs	2	0	0	2
<i>Subtotal:</i>	<u>2</u>	<u>0</u>	<u>0</u>	<u>2</u>
<i>Metropolitan Suburbs</i>				
Fast-Track Professionals	1	0	0	1
<i>Subtotal:</i>	<u>1</u>	<u>0</u>	<u>0</u>	<u>1</u>
<b>Total:</b>	<b>9</b>	<b>1</b>	<b>2</b>	<b>12</b>
<b>Percent:</b>	<b>75.0%</b>	<b>8.3%</b>	<b>16.7%</b>	<b>100.0%</b>



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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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