



Sierra Mobile Home Park

Dothan, AL

Exclusively Listed by Maxwell Baker

Lee & Associates | One Alliance Center | 3500 Lenox Road, Suite 200, Atlanta, GA 30326

P. 404.442.2807 | Email: mbaker@leeatlanta.com

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Sierra Mobile Home Park

501 Alex Circle
Dothan, AL 36305

Price	\$1,600,000
Down Payment 25%	\$400,000
Number of Spaces	84
Price Per Pad	\$19,048
CAP Current	14.83%
Year Built	2000
Lot Size	13.76 acres
Type of Ownership	Fee Simple
Parcel Number	9.0932E+14
Zoning	No Zoning

FINANCING

Loan Type	Conventional Financing
Loan Amount	\$1,200,000
Interest Rate Estimate	5.75%
Amortization	30 Years
Payments Per Year	12
Total Number of Payments	360
Monthly Payment	\$7,002.87
Total Annual Payment	\$84,034.49
Total Principal in Year One	\$16,165.10
Balloon	3-5-7-10 Years
Loan to Value	75%
Net Operating Income	\$237,292.00
Cash on Cash	38.31%
Cash on Cash with Principal Reduction	42.36%

INFRASTRUCTURE

Number of Spaces	84	
Vacant Park Owned Homes	9	
Number of Park-Owned Homes	79	80's, 90's models
Single-Wide Homes	74	
Double-Wide Homes	5	
Vacant Lots	2	
Number of Lot Renters	4	
Road Type	Paved	Maintained by park
Flood Plane	N/A	
Topography	Flat	
Parking Spaces	Individual Driveways	
Mowing Responsibilities	Landlord Responsibility	
Storage Shed	N/A	

UTILITIES

Water	City Water	Submetered to Tenants DIRECTLY by the county
Electric	Sub-metered and Above Ground	200 amp, trash included in electric
Gas	N/A	
Sewer	City Sewer	Included in Tenants water bill; lift system
Trash	Tenant Responsibility	Individual trash cans for each unit
Cable TV	Billed Directly to Tenants	

Sierra Mobile Home Park							
Profit and Loss							
	2015 P&L ESTIMATED				2014 P&L		
Income From Operations	From Homes	From Lots	Total Income		From Homes	From Lots	Total Income
Lot Rent	\$0	\$155,400	\$155,400		\$0	\$152,508	\$152,508
SMHP - Bond for Title	\$195,744	\$0	\$195,744		\$190,000	\$0	\$190,000
Total Income	\$195,744	\$155,400	\$351,144		\$190,000	\$152,508	\$342,508
Expense From Operations							
Appliances	\$5,602	\$0	\$5,602		\$11,004	\$0	\$11,004
Storage	\$0	\$800	\$800		\$0	\$800	\$800
Grounds Maintenance	\$0	\$2,487	\$2,487		\$0	\$2,276	\$2,276
Office	\$0	\$9,784	\$9,784		\$0	\$6,651	\$6,651
Evictions	\$0	\$2,776	\$2,776		\$0	\$2,169	\$2,169
Mobile Home Repairs	\$18,305	\$0	\$18,305		\$26,046	\$0	\$26,046
Advertising	\$0	\$1,461	\$1,461		\$0	\$1,644	\$1,644
Automobile	\$0	\$1,065	\$1,065		\$0	\$700	\$700
Insurance	\$19,017	\$3,530	\$22,547		\$11,487	\$3,530	\$15,017
Gasoline	\$0	\$7,514	\$7,514		\$0	\$9,944	\$9,944
Professional Fees	\$0	\$1,037	\$1,037		\$0	\$1,211	\$1,211
Utilities	\$0	\$1,015	\$1,015		\$0	\$274	\$274
Taxes	\$3,213	\$3,946	\$7,159		\$3,905	\$3,787	\$7,692
Management	\$0	\$30,000	\$30,000		\$0	\$30,000	\$30,000
Misc.	\$1,150	\$1,150	\$2,300		\$1,062	\$1,062	\$2,124
Total Expense	\$47,287	\$66,565	\$113,852		\$53,504	\$64,048	\$117,552
Net Operating Income	\$148,457	\$88,835	\$237,292				\$224,956
Expense Ratio		32.42%				34.32%	
Cap Rate		14.83%				14.06%	
List Price		\$1,600,000				\$1,600,000	

Sierra Mobile Home Park

Address	Lot Rent Collected	Bond for Title	Total Rent Collected	Bond for Title Balance	Make	Year	Size	Layout
14 Alex	\$185.00	\$280	\$465	\$16,594	Fleetwood	89	16x80	3B2B
23 Alex	\$185.00	\$290	\$475	\$14,546	Southridge	95	16x80	3B2B
35 Alex	\$185.00	\$260	\$445	\$14,884	Northriver	89	14x70	2B2B
48 Alex	\$185.00	\$215	\$400	\$15,006	Fleetwood	96	16x76	2B2B
54 Alex	\$185.00	\$194	\$379	\$8,509	Sterling	86	14x65	3B1.5B
55 Alex	\$185.00	\$300	\$485	\$20,661	Rive	97	16x76	3B2B
134 Alex	\$185.00	\$215	\$400	\$12,990	Destiny	96	28x54	3B2B
158 Alex	\$185.00	\$194	\$379	\$13,146	Fleetwood	97	14x70	3B2B
170 Alex	\$185.00	\$210	\$395	\$16,502	Chandeleur	96	16x76	3B2B
190 Alex	\$185.00	\$270	\$455	\$8,756	Southern	95	16x80	3B2B
443 Alex	\$185.00	\$254	\$439	\$21,391	Fleetwood	96	16x80	4B2B
456 Alex	\$185.00	\$305	\$490	\$18,545	Gateway	N/A	16x80	3B2B
466 Alex	\$185.00	\$210	\$395	\$21,391	Southern	93	28x52	3B2B
480 Alex	\$185.00	\$240	\$425	\$18,545	Pioneer	95	14x72	2B2B
484 Alex	\$185.00	\$265	\$450	\$14,423	Brilliant	90	16x80	3B2B
72 Alex	\$185.00	\$230	\$415	\$15,707	Horton	90	27x66	3B2B
73 Alex	\$185.00	\$248	\$433	\$15,225	Redman	89	16x80	3B2B
85 Alex	\$185.00	\$260	\$445	\$18,900	Redman	89	26x44	3B2B
93 Alex	\$185.00	\$265	\$450	\$15,952	Clayton	89	16x80	3B2B
114 Alex	\$185.00	\$0	\$185	\$0	Destiny	96	14x52	2B1B
122 Alex	\$185.00	\$260	\$445	\$13,410	Clayton	93	14x66	2B2B
142 Alex	\$185.00	\$280	\$465	\$14,551	Belmont	96	14x70	3B2B
162 Alex	\$185.00	\$290	\$475	\$17,078	Fleetwood	95	16x76	3B2B
182 Alex	\$185.00	\$210	\$395	\$19,245	Clayton	89	28x60	3B2B
314 Alex	\$185.00	\$215	\$400	\$12,045	Clayton	97	16x80	3B2B
402 Alex	\$185.00	\$250	\$435	\$15,459	Chandeleur	91	14x72	2B2B
410 Alex	\$185.00	\$250	\$435	\$16,208	Fleetwood	94	16x76	3B2B
15 Alex	\$185.00	\$392	\$577	\$13,292	Fleetwood	95	28x66	3B2B
24 Alex	\$185.00	\$290	\$475	\$15,900	Redman	89	16x80	3B2B
65 Alex	\$185.00	\$265	\$450	\$19,268	Champion	82	28x66	3B2B
84 Alex	\$185.00	\$290	\$475	\$16,425	Fleetwood	89	16x80	3B2B
102 Alex	\$185.00	\$165	\$350	\$12,084	Westgate	88	14x70	3B2B
198 Alex	\$185.00	\$265	\$450	\$15,642	Southern	99	16x80	3B2B
210 Alex	\$185.00	\$125	\$310	\$12,688	Fleetwood	99	14x60	2B1B
218 Alex	\$185.00	\$265	\$450	\$16,077	PalmHrbr	89	14x80	3B2B
242 Alex	\$185.00	\$305	\$490	\$22,312	Fleetwood	89	24x44	3B2B
281 Alex	\$185.00	\$240	\$425	\$13,307	Redman	88	14x66	3B2B
286 Alex	\$185.00	\$240	\$425	\$18,467	Fleetwood	87	26x60	3B2B
289 Alex	\$185.00	\$255	\$440	\$7,304	Anvil	86	14x70	3B2b
294 Alex	\$185.00	\$285	\$470	\$18,281	Redman	87	26x48	3B2B
301 Alex	\$185.00	\$207	\$392	\$8,550	Vintage	90	14x70	2B2B
306 Alex	\$185.00	\$265	\$450	\$16,000	Destiny	97	14x70	3B2B
309 Alex	\$185.00	\$236	\$421	\$10,602	Fleetwood	97	14x70	4B2B
324 Alex	\$185.00	\$280	\$465	\$15,743	Legend	94	14x70	3B2B
327 Alex	\$185.00	\$220	\$405	\$12,378	Riveroak	98	14x70	3B2B
332 Alex	\$185.00	\$200	\$385	\$12,432	Legend	94	14x70	3B2B
339 Alex	\$185.00	\$190	\$375	\$12,658	Dero	84	14x56	2B1B
352 Alex	\$185.00	\$220	\$405	\$10,606	Pioneer	96	14x70	3B2B
359 Alex	\$185.00	\$114	\$299	\$4,525	Southern	89	14x54	2B1B
362 Alex	\$185.00	\$210	\$395	\$12,935	Southern	95	16x80	3B2B
367 Alex	\$185.00	\$240	\$425	\$17,011	Spiral	94	16x80	3B2B
370 Alex	\$185.00	\$240	\$425	\$10,795	Delta	93	16x80	3B2B
375 Alex	\$185.00	\$215	\$400	\$13,366	Fleetwood	85	14x66	3B2B
378 Alex	\$185.00	\$165	\$350	\$13,700	Peachstate	93	14x66	3B2B
383 Alex	\$185.00	\$225	\$410	\$12,118	Fleetwood	89	14x70	3B2B
392 Alex	\$185.00	\$150	\$335	\$14,961	Statler	86	14x70	2B2B
401 Alex	\$185.00	\$165	\$350	\$14,565	Fleetwood	95	14x70	2B2B
415 Alex	\$185.00	\$225	\$410	\$15,262	Liberty	87	14x77	2B2B
418 Alex	\$185.00	\$223	\$408	\$10,631	Marion	88	14x70	2B2B
423 Alex	\$185.00	\$165	\$350	\$5,103	Forest Dale	87	14x70	2B2B
431 Alex	\$185.00	\$290	\$475	\$16,900	Challenger	93	14x70	3B2B
436 Alex	\$185.00	\$85	\$270	\$5,992	Homestead	85	14x52	2B1B
444 Alex	\$185.00	\$275	\$460	\$16,013	Fleetwood	97	14x70	3B2B
449 Alex	\$185.00	\$240	\$425	\$15,068	Redman	96	16x80	3B2B
467 Alex	\$185.00	\$290	\$475	\$15,934	Fleetwood	89	16x80	3B2B
472 Alex	\$185.00	\$225	\$410	\$13,281	Clayton	89	14x66	3B2B
481 Alex	\$185.00	\$215	\$400	\$13,281	Fleetwood	96	16x80	3B2B
491 Alex	\$185.00	\$165	\$350	\$8,324	Pioneer	96	14x52	2B1B
495 Alex	\$185.00	\$290	\$475	\$15,891	Royal	90	14x80	3B2B
498 Alex	\$185.00	\$240	\$425	\$10,648	Fleetwood	93	16x66	2B2B
Monthly Totals	\$12,950	\$16,312	\$29,262					
Annual Totals	\$155,400	\$195,744	\$351,144					

Property Description

Investment Highlights

- Close proximity to Dothan, AL
- Sub-metered City Water and Sewer
- Mix of Park Owned Homes and Lot Rental
- Paved Roads Throughout
- Best School System in Houston County
- Small Storage Sheds Available for Rental

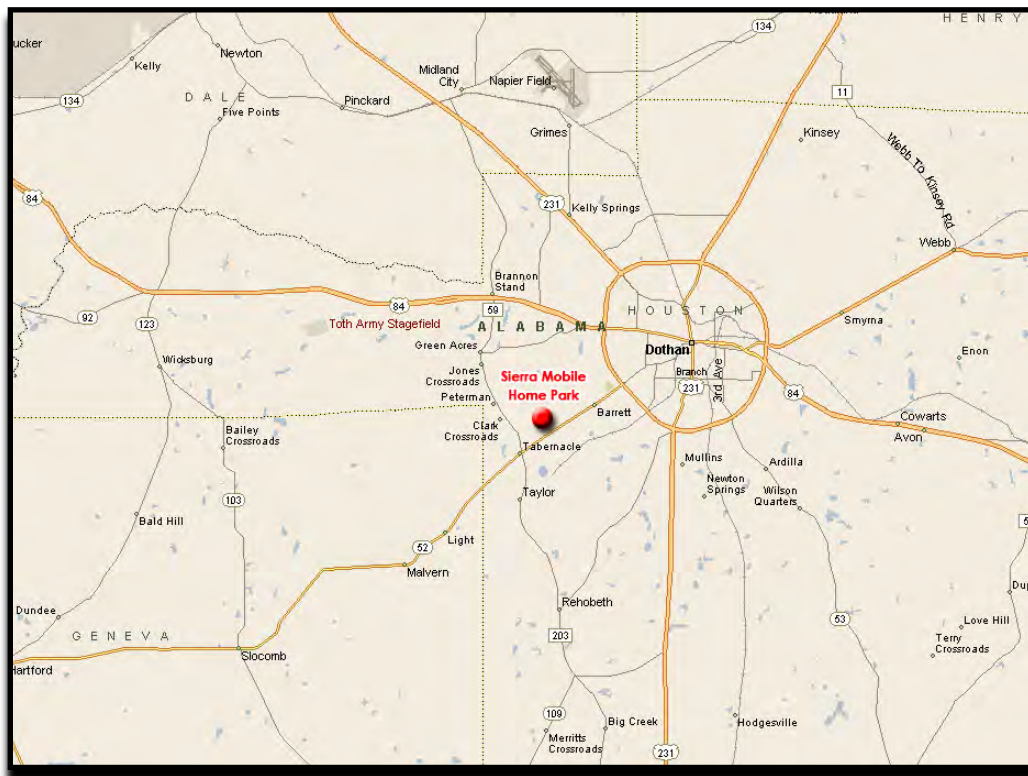
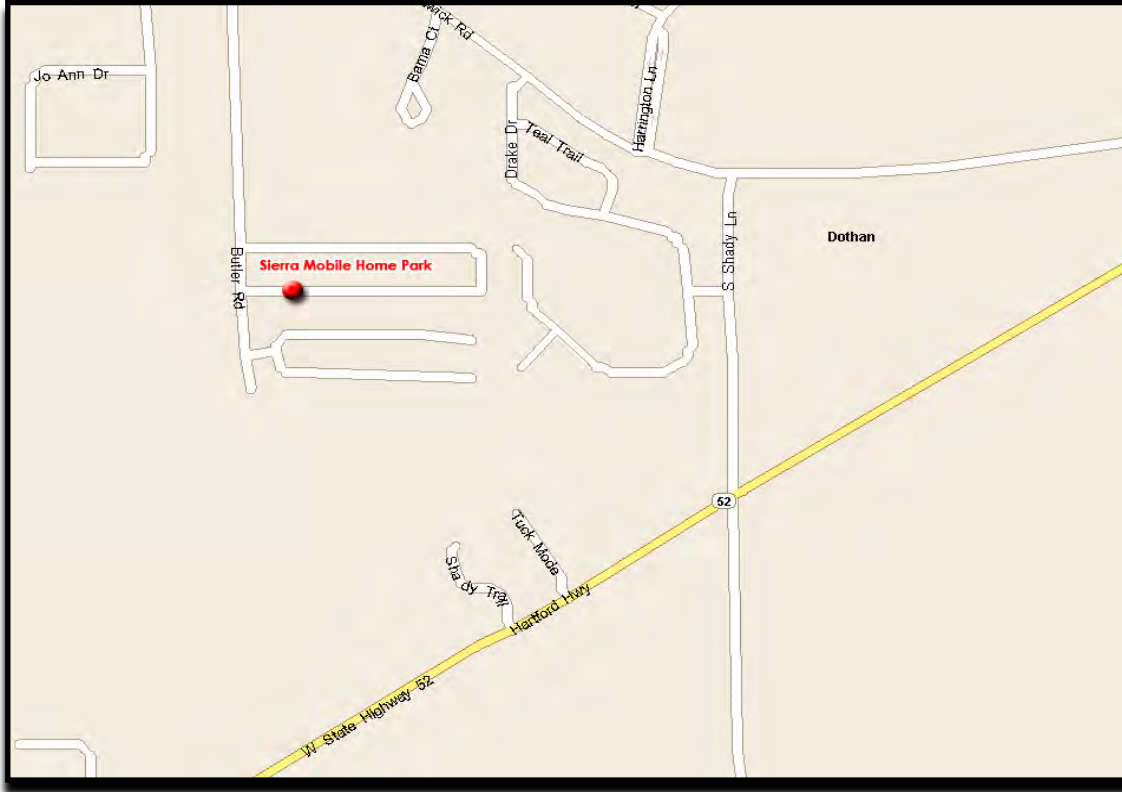


Lee & Associates is pleased to present the sale of Sierra Mobile Home Park. The park is located just outside the southwestern city limits of Dothan, AL. Currently, the park has 53 park owned homes and 31 lot rentals, with nearly 90% occupancy. The park is on sub-metered city water and sewer, and Tenants are billed directly by Houston County. Recently, the owners rehabbed several of the park owned homes in an effort to improve units in the park and encourage long term tenancy. In addition, Sierra Mobile Home Park is in the strongest school system in Houston County, which has been a factor in attracting long term, stable Tenants. Sierra Mobile Home Park is an excellent investment for those looking for a medium to large community with high occupancy and strong rents. Bank financing is available for qualified investors.

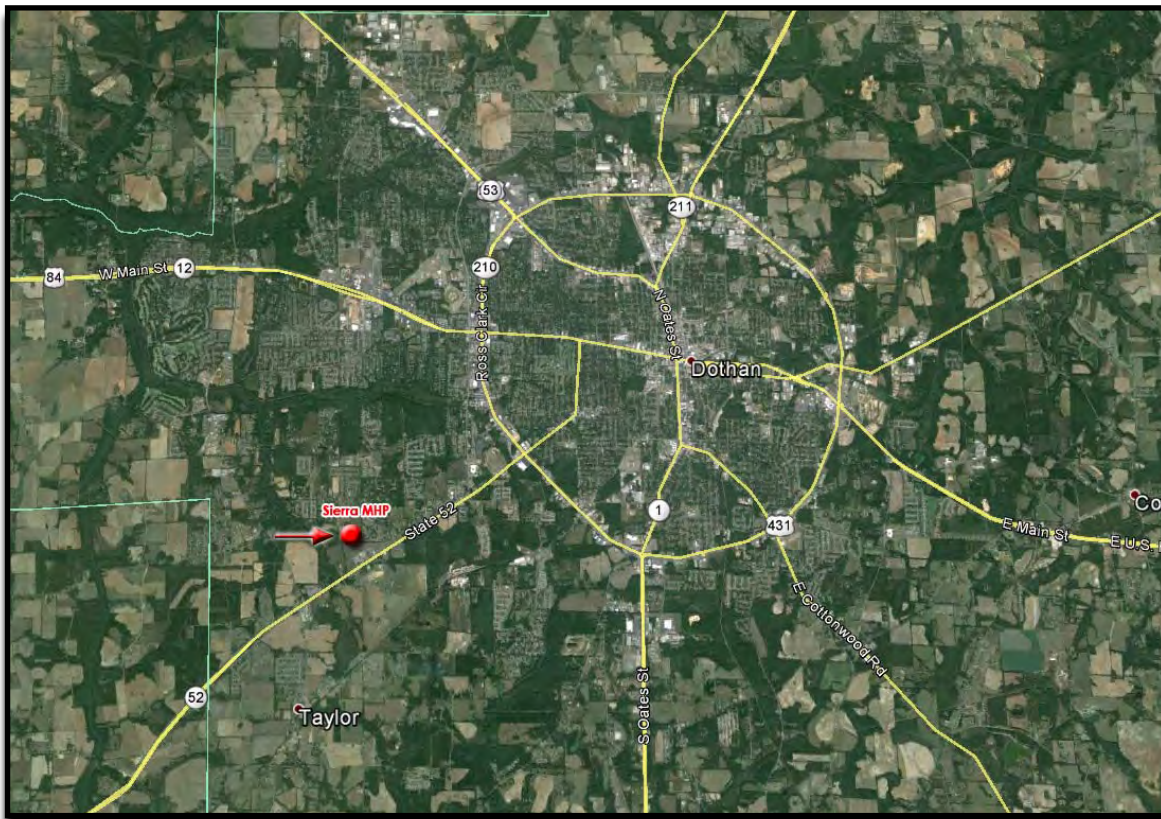
Property Photos



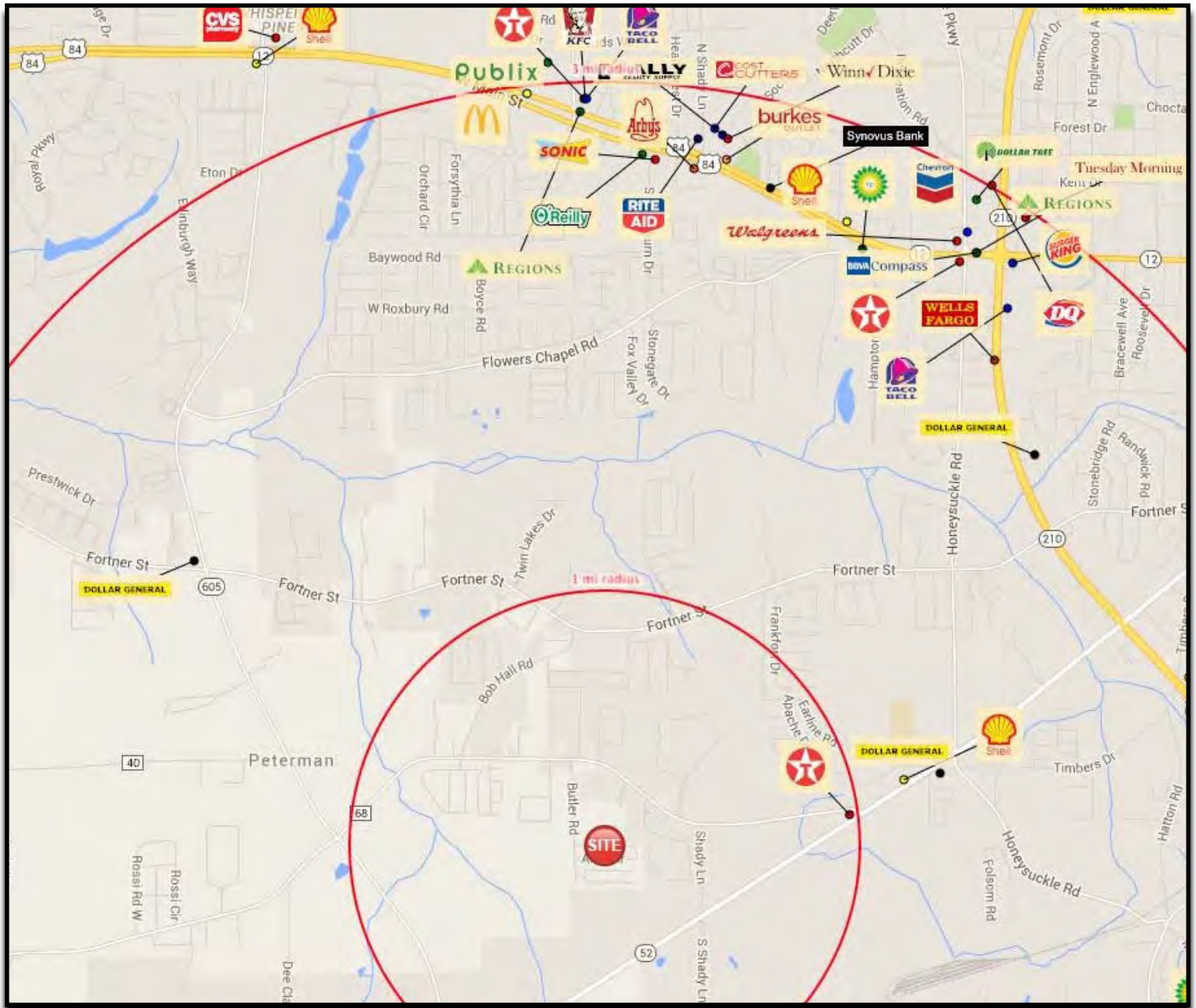
Location Maps



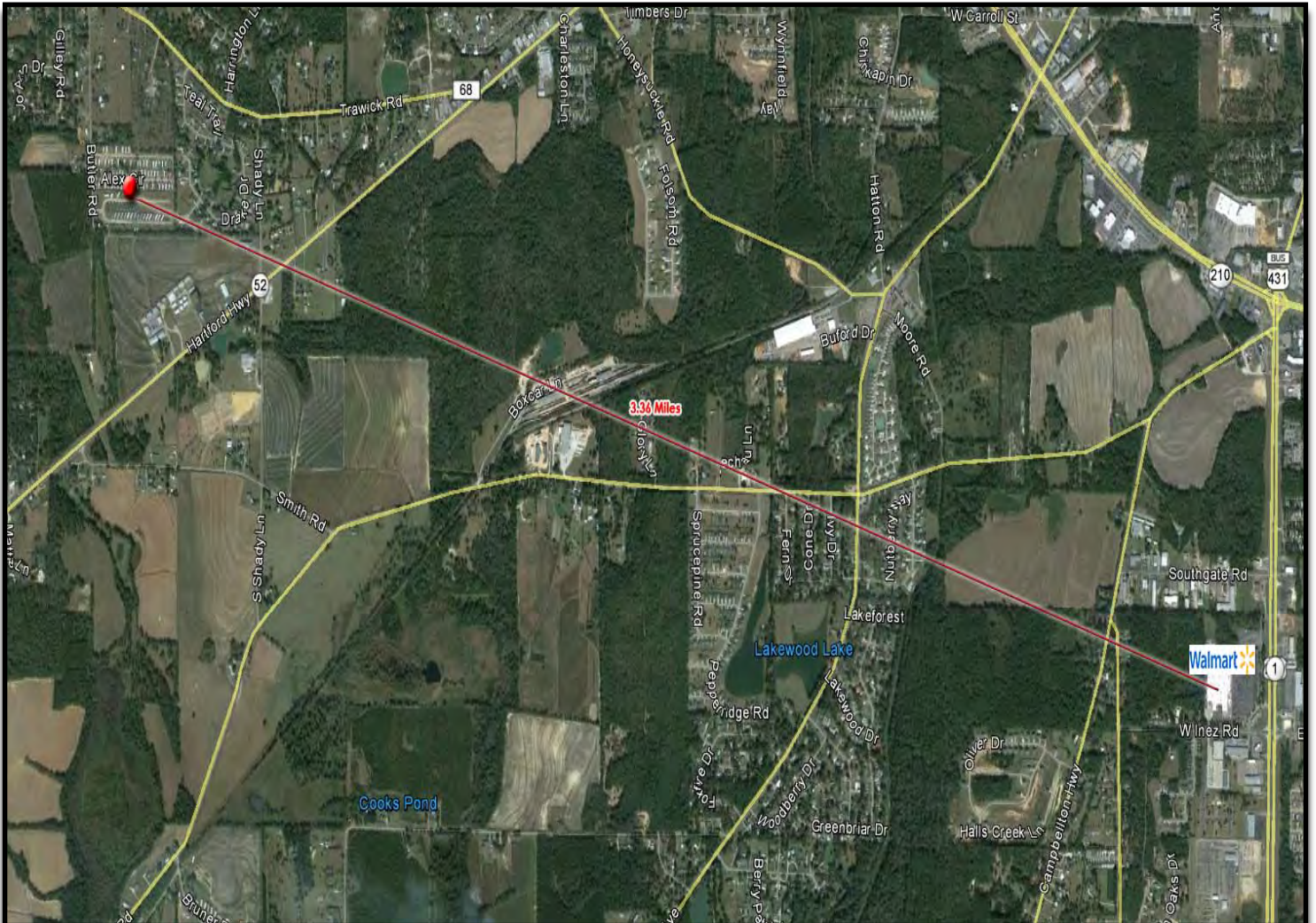
Aerial Map



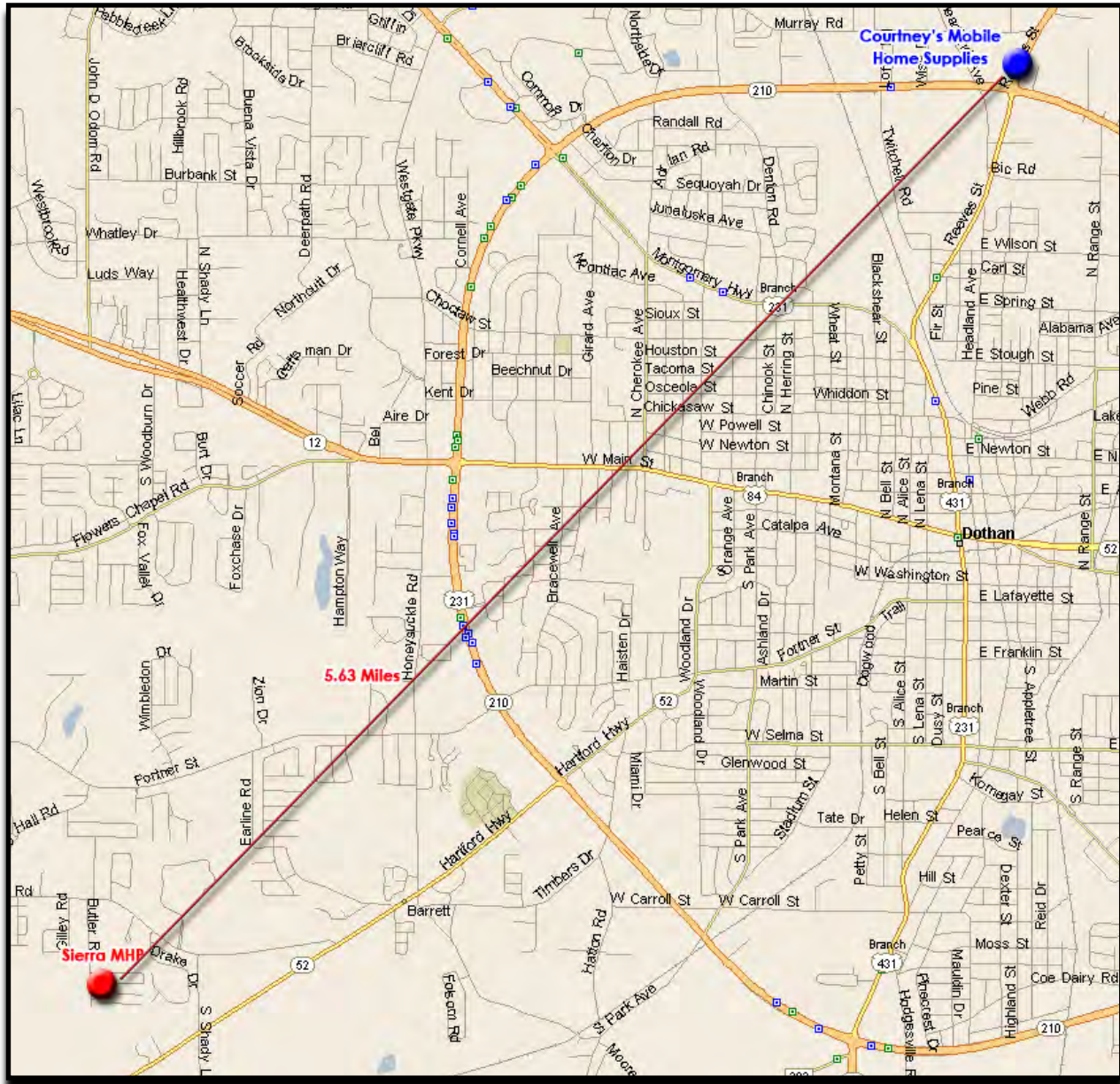
Retail Map



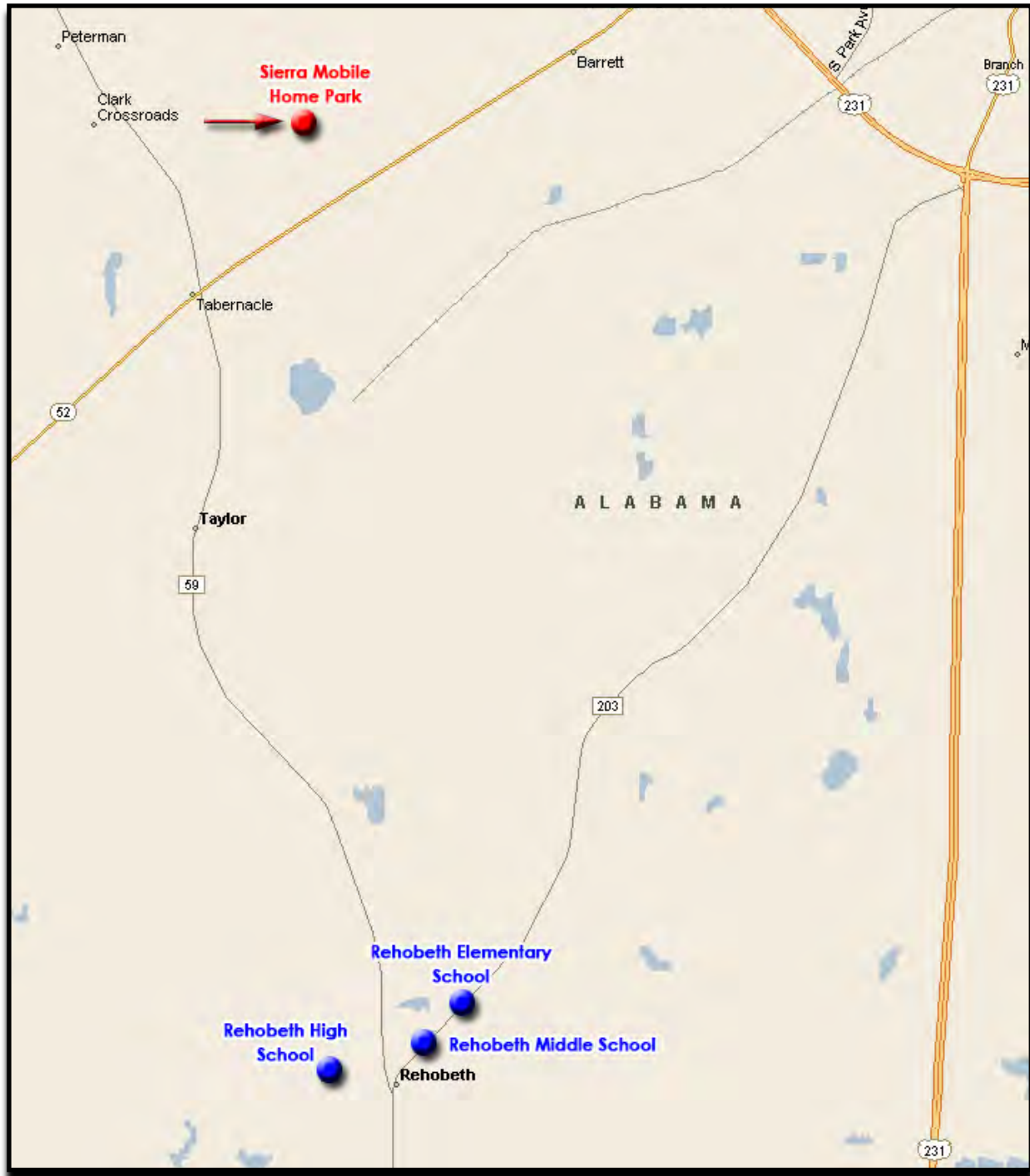
Walmart Map



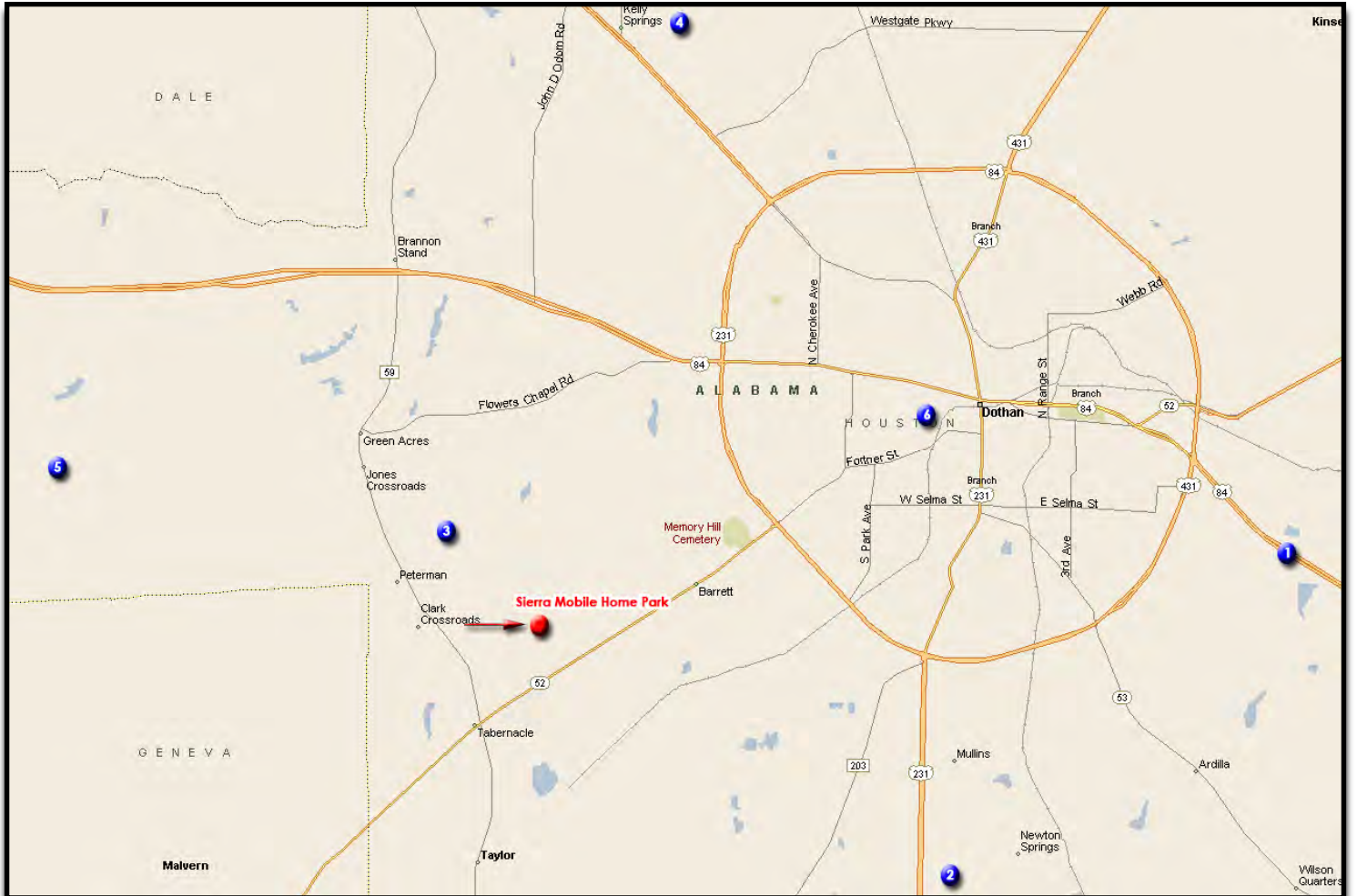
MHP Supply Map



School Map



Rent Comparables Map



Rent Comparables



Subject Property

Sierra Mobile Home Park
501 Alex Circle, Dothan, AL 36031

1.



Palms Mobile Estates
Lot Rent: \$150

2.



Pointe South Mobile Home Park
Lot Rent: \$150

3.



Pettitway Trace Mobile Home Park
Lot Rent: \$150

4.



Deer Run Mobile Home Park
Lot Rent: \$150

5.



Country Living Mobile Home Park
Lot Rent: \$150

6.



Downtown Mobile Home Park
Lot Rent: \$150

COMPLETE PROFILE

2000-2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Maxwell Baker

Lat/Lon: 31.1950/-85.4584

RFULL9

501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Population

Estimated Population (2015)	20,554		55,863		96,464	
Projected Population (2020)	21,108		57,424		99,090	
Census Population (2010)	20,234		54,565		94,383	
Census Population (2000)	15,688		47,815		82,292	
Projected Annual Growth (2015-2020)	554	0.5%	1,560	0.6%	2,626	0.5%
Historical Annual Growth (2010-2015)	320	0.3%	1,298	0.5%	2,081	0.4%
Historical Annual Growth (2000-2010)	4,546	2.9%	6,750	1.4%	12,091	1.5%
Estimated Population Density (2015)	727	psm	712	psm	307	psm
Trade Area Size	28.3	sq mi	78.5	sq mi	314.0	sq mi

Households

Estimated Households (2015)	8,870		23,705		40,502	
Projected Households (2020)	9,266		24,793		42,337	
Census Households (2010)	8,376		22,252		38,079	
Census Households (2000)	6,408		19,654		33,359	
Projected Annual Growth (2015-2020)	396	0.9%	1,088	0.9%	1,834	0.9%
Historical Annual Change (2000-2015)	2,461	2.6%	4,051	1.4%	7,143	1.4%

Average Household Income

Estimated Average Household Income (2015)	\$75,604		\$64,823		\$58,368	
Projected Average Household Income (2020)	\$79,963		\$68,460		\$61,615	
Census Average Household Income (2010)	\$68,888		\$60,528		\$55,471	
Census Average Household Income (2000)	\$62,088		\$52,533		\$46,923	
Projected Annual Change (2015-2020)	\$4,359	1.2%	\$3,637	1.1%	\$3,247	1.1%
Historical Annual Change (2000-2015)	\$13,516	1.5%	\$12,290	1.6%	\$11,445	1.6%

Median Household Income

Estimated Median Household Income (2015)	\$57,196		\$48,949		\$45,289	
Projected Median Household Income (2020)	\$59,029		\$50,584		\$46,723	
Census Median Household Income (2010)	\$52,168		\$46,219		\$43,110	
Census Median Household Income (2000)	\$47,689		\$40,208		\$36,675	
Projected Annual Change (2015-2020)	\$1,833	0.6%	\$1,635	0.7%	\$1,434	0.6%
Historical Annual Change (2000-2015)	\$9,507	1.3%	\$8,741	1.4%	\$8,614	1.6%

Per Capita Income

Estimated Per Capita Income (2015)	\$32,691		\$27,657		\$24,649	
Projected Per Capita Income (2020)	\$35,165		\$29,704		\$26,464	
Census Per Capita Income (2010)	\$28,516		\$24,684		\$22,380	
Census Per Capita Income (2000)	\$25,397		\$21,434		\$18,922	
Projected Annual Change (2015-2020)	\$2,474	1.5%	\$2,047	1.5%	\$1,815	1.5%
Historical Annual Change (2000-2015)	\$7,294	1.9%	\$6,223	1.9%	\$5,727	2.0%
Estimated Average Household Net Worth (2015)	\$433,715		\$382,659		\$354,863	

This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

COMPLETE PROFILE

2000-2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Maxwell Baker

Lat/Lon: 31.1950/-85.4584

RFULL9

501 Alex Cir	3 mi radius		5 mi radius		10 mi radius	
Dothan, AL 36305						
Race and Ethnicity						
Total Population (2015)	20,554		55,863		96,464	
White (2015)	17,168	83.5%	39,747	71.2%	65,279	67.7%
Black or African American (2015)	2,309	11.2%	13,187	23.6%	26,393	27.4%
American Indian or Alaska Native (2015)	66	0.3%	214	0.4%	364	0.4%
Asian (2015)	376	1.8%	742	1.3%	986	1.0%
Hawaiian or Pacific Islander (2015)	13	0.1%	39	0.1%	47	-
Other Race (2015)	209	1.0%	780	1.4%	1,408	1.5%
Two or More Races (2015)	414	2.0%	1,155	2.1%	1,987	2.1%
Population < 18 (2015)	4,701	22.9%	13,356	23.9%	23,199	24.0%
White Not Hispanic	3,410	72.5%	7,821	58.6%	13,055	56.3%
Black or African American	717	15.3%	4,055	30.4%	7,741	33.4%
Asian	91	1.9%	178	1.3%	232	1.0%
Other Race Not Hispanic	197	4.2%	563	4.2%	915	3.9%
Hispanic	286	6.1%	739	5.5%	1,256	5.4%
Not Hispanic or Latino Population (2015)	19,787	96.3%	53,813	96.3%	93,018	96.4%
Not Hispanic White	16,720	84.5%	38,798	72.1%	63,795	68.6%
Not Hispanic Black or African American	2,275	11.5%	13,082	24.3%	26,226	28.2%
Not Hispanic American Indian or Alaska Native	60	0.3%	183	0.3%	313	0.3%
Not Hispanic Asian	369	1.9%	731	1.4%	969	1.0%
Not Hispanic Hawaiian or Pacific Islander	13	0.1%	33	0.1%	41	-
Not Hispanic Other Race	10	-	42	0.1%	88	0.1%
Not Hispanic Two or More Races	342	1.7%	944	1.8%	1,586	1.7%
Hispanic or Latino Population (2015)	767	3.7%	2,050	3.7%	3,446	3.6%
Hispanic White	448	58.4%	948	46.3%	1,483	43.0%
Hispanic Black or African American	34	4.5%	105	5.1%	167	4.8%
Hispanic American Indian or Alaska Native	6	0.8%	31	1.5%	51	1.5%
Hispanic Asian	6	0.8%	11	0.6%	17	0.5%
Hispanic Hawaiian or Pacific Islander	-	-	6	0.3%	6	0.2%
Hispanic Other Race	199	26.0%	738	36.0%	1,320	38.3%
Hispanic Two or More Races	72	9.5%	211	10.3%	401	11.6%
Not Hispanic or Latino Population (2010)	19,577	96.8%	52,761	96.7%	91,310	96.7%
Hispanic or Latino Population (2010)	657	3.2%	1,804	3.3%	3,073	3.3%
Not Hispanic or Latino Population (2000)	15,432	98.4%	47,138	98.6%	81,143	98.6%
Hispanic or Latino Population (2000)	256	1.6%	677	1.4%	1,149	1.4%
Not Hispanic or Latino Population (2020)	20,205	95.7%	55,058	95.9%	95,121	96.0%
Hispanic or Latino Population (2020)	903	4.3%	2,366	4.1%	3,968	4.0%
Projected Annual Growth (2015-2020)	136	3.6%	316	3.1%	522	3.0%
Historical Annual Growth (2000-2010)	401	15.7%	1,127	16.6%	1,924	16.7%

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2000-2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Maxwell Baker

Lat/Lon: 31.1950/-85.4584

RFULL9

501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Total Age Distribution (2015)

Total Population	20,554		55,863		96,464	
Age Under 5 Years	1,300	6.3%	3,693	6.6%	6,381	6.6%
Age 5 to 9 Years	1,327	6.5%	3,659	6.6%	6,379	6.6%
Age 10 to 14 Years	1,344	6.5%	3,806	6.8%	6,577	6.8%
Age 15 to 19 Years	1,158	5.6%	3,447	6.2%	6,137	6.4%
Age 20 to 24 Years	1,197	5.8%	3,404	6.1%	6,030	6.3%
Age 25 to 29 Years	1,466	7.1%	3,720	6.7%	6,396	6.6%
Age 30 to 34 Years	1,429	7.0%	3,620	6.5%	6,261	6.5%
Age 35 to 39 Years	1,331	6.5%	3,495	6.3%	6,025	6.2%
Age 40 to 44 Years	1,299	6.3%	3,513	6.3%	6,134	6.4%
Age 45 to 49 Years	1,282	6.2%	3,521	6.3%	6,178	6.4%
Age 50 to 54 Years	1,433	7.0%	3,806	6.8%	6,561	6.8%
Age 55 to 59 Years	1,314	6.4%	3,671	6.6%	6,476	6.7%
Age 60 to 64 Years	1,181	5.7%	3,251	5.8%	5,720	5.9%
Age 65 to 69 Years	1,029	5.0%	2,809	5.0%	4,858	5.0%
Age 70 to 74 Years	844	4.1%	2,192	3.9%	3,739	3.9%
Age 75 to 79 Years	627	3.1%	1,675	3.0%	2,751	2.9%
Age 80 to 84 Years	508	2.5%	1,298	2.3%	1,996	2.1%
Age 85 Years or Over	486	2.4%	1,282	2.3%	1,864	1.9%
Median Age	38.2		37.8		37.6	
Age 19 Years or Less	5,128	25.0%	14,606	26.1%	25,474	26.4%
Age 20 to 64 Years	11,932	58.1%	32,001	57.3%	55,781	57.8%
Age 65 Years or Over	3,494	17.0%	9,256	16.6%	15,209	15.8%

Female Age Distribution (2015)

Female Population	10,802	52.6%	29,272	52.4%	50,327	52.2%
Age Under 5 Years	634	5.9%	1,798	6.1%	3,133	6.2%
Age 5 to 9 Years	659	6.1%	1,769	6.0%	3,051	6.1%
Age 10 to 14 Years	645	6.0%	1,852	6.3%	3,213	6.4%
Age 15 to 19 Years	569	5.3%	1,676	5.7%	3,001	6.0%
Age 20 to 24 Years	648	6.0%	1,820	6.2%	3,197	6.4%
Age 25 to 29 Years	765	7.1%	1,942	6.6%	3,305	6.6%
Age 30 to 34 Years	752	7.0%	1,911	6.5%	3,329	6.6%
Age 35 to 39 Years	685	6.3%	1,809	6.2%	3,149	6.3%
Age 40 to 44 Years	663	6.1%	1,813	6.2%	3,164	6.3%
Age 45 to 49 Years	681	6.3%	1,849	6.3%	3,185	6.3%
Age 50 to 54 Years	736	6.8%	1,932	6.6%	3,354	6.7%
Age 55 to 59 Years	705	6.5%	1,957	6.7%	3,489	6.9%
Age 60 to 64 Years	595	5.5%	1,687	5.8%	2,979	5.9%
Age 65 to 69 Years	572	5.3%	1,538	5.3%	2,638	5.2%
Age 70 to 74 Years	480	4.4%	1,234	4.2%	2,082	4.1%
Age 75 to 79 Years	364	3.4%	994	3.4%	1,585	3.1%
Age 80 to 84 Years	306	2.8%	796	2.7%	1,202	2.4%
Age 85 Years or Over	341	3.2%	894	3.1%	1,271	2.5%
Female Median Age	39.6		39.3		38.9	
Age 19 Years or Less	2,508	23.2%	7,095	24.2%	12,398	24.6%
Age 20 to 64 Years	6,230	57.7%	16,721	57.1%	29,151	57.9%
Age 65 Years or Over	2,064	19.1%	5,456	18.6%	8,778	17.4%

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COMPLETE PROFILE

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Maxwell Baker

Lat/Lon: 31.1950/-85.4584

RFULL9

501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Male Age Distribution (2015)

Male Population	9,752	47.4%	26,592	47.6%	46,137	47.8%
Age Under 5 Years	666	6.8%	1,895	7.1%	3,248	7.0%
Age 5 to 9 Years	667	6.8%	1,890	7.1%	3,328	7.2%
Age 10 to 14 Years	699	7.2%	1,954	7.3%	3,364	7.3%
Age 15 to 19 Years	588	6.0%	1,771	6.7%	3,136	6.8%
Age 20 to 24 Years	549	5.6%	1,584	6.0%	2,833	6.1%
Age 25 to 29 Years	701	7.2%	1,778	6.7%	3,091	6.7%
Age 30 to 34 Years	677	6.9%	1,709	6.4%	2,932	6.4%
Age 35 to 39 Years	646	6.6%	1,686	6.3%	2,876	6.2%
Age 40 to 44 Years	635	6.5%	1,700	6.4%	2,970	6.4%
Age 45 to 49 Years	601	6.2%	1,672	6.3%	2,994	6.5%
Age 50 to 54 Years	698	7.2%	1,874	7.0%	3,207	7.0%
Age 55 to 59 Years	609	6.2%	1,713	6.4%	2,987	6.5%
Age 60 to 64 Years	585	6.0%	1,565	5.9%	2,741	5.9%
Age 65 to 69 Years	457	4.7%	1,272	4.8%	2,220	4.8%
Age 70 to 74 Years	364	3.7%	958	3.6%	1,657	3.6%
Age 75 to 79 Years	263	2.7%	682	2.6%	1,166	2.5%
Age 80 to 84 Years	202	2.1%	501	1.9%	794	1.7%
Age 85 Years or Over	144	1.5%	388	1.5%	593	1.3%
Male Median Age	36.7		36.1		36.1	
Age 19 Years or Less	2,620	26.9%	7,511	28.2%	13,077	28.3%
Age 20 to 64 Years	5,702	58.5%	15,281	57.5%	26,630	57.7%
Age 65 Years or Over	1,430	14.7%	3,801	14.3%	6,430	13.9%

Males per 100 Females (2015)

Overall Comparison	90		91		92	
Age Under 5 Years	105	51.2%	105	51.3%	104	50.9%
Age 5 to 9 Years	101	50.3%	107	51.7%	109	52.2%
Age 10 to 14 Years	108	52.0%	106	51.3%	105	51.2%
Age 15 to 19 Years	103	50.8%	106	51.4%	105	51.1%
Age 20 to 24 Years	85	45.9%	87	46.5%	89	47.0%
Age 25 to 29 Years	92	47.8%	92	47.8%	93	48.3%
Age 30 to 34 Years	90	47.4%	89	47.2%	88	46.8%
Age 35 to 39 Years	94	48.5%	93	48.2%	91	47.7%
Age 40 to 44 Years	96	48.9%	94	48.4%	94	48.4%
Age 45 to 49 Years	88	46.9%	90	47.5%	94	48.5%
Age 50 to 54 Years	95	48.7%	97	49.2%	96	48.9%
Age 55 to 59 Years	86	46.4%	88	46.7%	86	46.1%
Age 60 to 64 Years	98	49.6%	93	48.1%	92	47.9%
Age 65 to 69 Years	80	44.4%	83	45.3%	84	45.7%
Age 70 to 74 Years	76	43.2%	78	43.7%	80	44.3%
Age 75 to 79 Years	72	42.0%	69	40.7%	74	42.4%
Age 80 to 84 Years	66	39.7%	63	38.6%	66	39.8%
Age 85 Years or Over	42	29.7%	43	30.3%	47	31.8%
Age 19 Years or Less	104	51.1%	106	51.4%	105	51.3%
Age 20 to 39 Years	90	47.4%	90	47.5%	90	47.5%
Age 40 to 64 Years	93	48.1%	92	48.0%	92	48.0%
Age 65 Years or Over	69	40.9%	70	41.1%	73	42.3%

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RFULL9

501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Household Type (2015)

Total Households	8,870		23,705		40,502	
Households with Children	2,686	30.3%	7,314	30.9%	12,912	31.9%
Average Household Size	2.3		2.3		2.3	
Household Density per Square Mile	314		302		129	
Population Family	15,607	75.9%	42,231	75.6%	74,323	77.0%
Population Non-Family	4,691	22.8%	12,661	22.7%	20,753	21.5%
Population Group Quarters	257	1.2%	971	1.7%	1,388	1.4%
Family Households	5,846	65.9%	15,380	64.9%	26,852	66.3%
Married Couple Households	4,563	78.0%	10,856	70.6%	18,482	68.8%
Other Family Households	1,283	22.0%	4,524	29.4%	8,370	31.2%
Family Households with Children	2,660	45.5%	7,253	47.2%	12,805	47.7%
Married Couple with Children	1,816	68.3%	4,237	58.4%	7,276	56.8%
Other Family Households with Children	844	31.7%	3,016	41.6%	5,529	43.2%
Family Households No Children	3,186	54.5%	8,127	52.8%	14,047	52.3%
Married Couple No Children	2,747	86.2%	6,619	81.4%	11,206	79.8%
Other Family Households No Children	439	13.8%	1,509	18.6%	2,841	20.2%
Non-Family Households	3,023	34.1%	8,325	35.1%	13,651	33.7%
Non-Family Households with Children	26	0.9%	61	0.7%	107	0.8%
Non-Family Households No Children	2,997	99.1%	8,264	99.3%	13,544	99.2%
Average Family Household Size	2.7		2.7		2.8	
Average Family Income	\$95,929		\$82,087		\$71,981	
Median Family Income	\$71,872		\$62,378		\$56,788	
Average Non-Family Household Size	1.6		1.5		1.5	

Marital Status (2015)

Population Age 15 Years or Over	16,584		44,705		77,127	
Never Married	3,743	22.6%	11,846	26.5%	21,154	27.4%
Currently Married	8,619	52.0%	20,653	46.2%	35,236	45.7%
Previously Married	4,222	25.5%	12,206	27.3%	20,736	26.9%
Separated	666	15.8%	2,320	19.0%	3,960	19.1%
Widowed	1,277	30.3%	3,460	28.3%	5,622	27.1%
Divorced	2,279	54.0%	6,426	52.6%	11,154	53.8%

Educational Attainment (2015)

Adult Population Age 25 Years or Over	16,914		45,973		79,099	
Elementary (Grade Level 0 to 8)	632	3.7%	2,971	6.5%	6,042	7.6%
Some High School (Grade Level 9 to 11)	1,696	10.0%	6,510	14.2%	12,790	16.2%
High School Graduate	3,850	22.8%	11,511	25.0%	21,208	26.8%
Some College	3,395	20.1%	8,573	18.6%	14,555	18.4%
Associate Degree Only	1,607	9.5%	3,437	7.5%	6,091	7.7%
Bachelor Degree Only	2,644	15.6%	5,996	13.0%	8,655	10.9%
Graduate Degree	3,090	18.3%	6,975	15.2%	9,759	12.3%
Any College (Some College or Higher)	10,736	63.5%	24,981	54.3%	39,059	49.4%
College Degree + (Bachelor Degree or Higher)	5,734	33.9%	12,971	28.2%	18,414	23.3%

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501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Housing

Total Housing Units (2015)	9,297		24,985		42,840	
Total Housing Units (2010)	8,956		24,271		41,796	
Historical Annual Growth (2010-2015)	342	0.8%	714	0.6%	1,043	0.5%
Housing Units Occupied (2015)	8,870	95.4%	23,705	94.9%	40,502	94.5%
Housing Units Owner-Occupied	6,007	67.7%	14,722	62.1%	25,570	63.1%
Housing Units Renter-Occupied	2,863	32.3%	8,983	37.9%	14,933	36.9%
Housing Units Vacant (2015)	428	4.8%	1,280	5.4%	2,337	5.8%

Household Size (2015)

Total Households	8,870		23,705		40,502	
1 Person Households	2,650	29.9%	7,251	30.6%	11,870	29.3%
2 Person Households	3,289	37.1%	8,340	35.2%	14,393	35.5%
3 Person Households	1,344	15.1%	3,632	15.3%	6,363	15.7%
4 Person Households	1,038	11.7%	2,783	11.7%	4,863	12.0%
5 Person Households	386	4.4%	1,173	4.9%	2,050	5.1%
6 Person Households	100	1.1%	349	1.5%	630	1.6%
7 or More Person Households	63	0.7%	177	0.7%	335	0.8%

Household Income Distribution (2015)

HH Income \$200,000 or More	385	4.3%	793	3.3%	951	2.3%
HH Income \$150,000 to \$199,999	403	4.5%	818	3.4%	1,186	2.9%
HH Income \$125,000 to \$149,999	350	4.0%	798	3.4%	1,192	2.9%
HH Income \$100,000 to \$124,999	713	8.0%	1,642	6.9%	2,550	6.3%
HH Income \$75,000 to \$99,999	1,268	14.3%	2,570	10.8%	4,154	10.3%
HH Income \$50,000 to \$74,999	1,657	18.7%	4,116	17.4%	6,984	17.2%
HH Income \$35,000 to \$49,999	1,287	14.5%	3,469	14.6%	6,230	15.4%
HH Income \$25,000 to \$34,999	1,079	12.2%	2,861	12.1%	5,212	12.9%
HH Income \$15,000 to \$24,999	892	10.1%	2,839	12.0%	5,060	12.5%
HH Income \$10,000 to \$14,999	398	4.5%	1,627	6.9%	3,022	7.5%
HH Income Under \$10,000	437	4.9%	2,173	9.2%	3,961	9.8%

Household Vehicles (2015)

Households 0 Vehicles Available	278	3.1%	1,549	6.5%	2,565	6.3%
Households 1 Vehicle Available	2,930	33.0%	8,451	35.6%	14,601	36.0%
Households 2 Vehicles Available	3,931	44.3%	9,492	40.0%	15,714	38.8%
Households 3 or More Vehicles Available	1,730	19.5%	4,213	17.8%	7,622	18.8%
Total Vehicles Available	16,493		41,514		71,563	
Average Vehicles per Household	1.9		1.8		1.8	
Owner-Occupied Household Vehicles	12,105	73.4%	29,491	71.0%	51,585	72.1%
Average Vehicles per Owner-Occupied Household	2.0		2.0		2.0	
Renter-Occupied Household Vehicles	4,388	26.6%	12,023	29.0%	19,979	27.9%
Average Vehicles per Renter-Occupied Household	1.5		1.3		1.3	

Travel Time (2010)

Worker Base Age 16 years or Over	9,250		23,159		39,848	
Travel to Work in 14 Minutes or Less	3,658	39.5%	9,830	42.4%	15,123	38.0%
Travel to Work in 15 to 29 Minutes	3,753	40.6%	8,862	38.3%	16,311	40.9%
Travel to Work in 30 to 59 Minutes	1,379	14.9%	3,341	14.4%	6,572	16.5%
Travel to Work in 60 Minutes or More	241	2.6%	620	2.7%	1,058	2.7%
Work at Home	218	2.4%	505	2.2%	784	2.0%
Average Minutes Travel to Work	16.0		15.5		16.7	

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Dothan, AL 36305						
Transportation To Work (2010)						
Worker Base Age 16 years or Over	9,250		23,159		39,848	
Drive to Work Alone	8,136	88.0%	20,273	87.5%	34,993	87.8%
Drive to Work in Carpool	768	8.3%	1,812	7.8%	3,085	7.7%
Travel to Work by Public Transportation	17	0.2%	67	0.3%	153	0.4%
Drive to Work on Motorcycle	7	0.1%	22	0.1%	59	0.1%
Bicycle to Work	-	-	31	0.1%	51	0.1%
Walk to Work	57	0.6%	162	0.7%	262	0.7%
Other Means	45	0.5%	288	1.2%	462	1.2%
Work at Home	218	2.4%	505	2.2%	784	2.0%
Daytime Demographics (2015)						
Total Businesses	1,217		4,403		6,424	
Total Employees	11,126		44,519		70,153	
Company Headquarter Businesses	1	0.1%	10	0.2%	21	0.3%
Company Headquarter Employees	18	0.2%	1,908	4.3%	5,096	7.3%
Employee Population per Business	9.1 to 1		10.1 to 1		10.9 to 1	
Residential Population per Business	16.9 to 1		12.7 to 1		15.0 to 1	
Adj. Daytime Demographics Age 16 Years or Over	17,546		63,527		103,221	
Labor Force						
Labor Population Age 16 Years or Over (2015)	16,339		44,014		75,898	
Labor Force Total Males (2015)	7,589	46.4%	20,476	46.5%	35,539	46.8%
Male Civilian Employed	5,039	66.4%	12,750	62.3%	21,743	61.2%
Male Civilian Unemployed	188	2.5%	684	3.3%	1,253	3.5%
Males in Armed Forces	91	1.2%	165	0.8%	214	0.6%
Males Not in Labor Force	2,270	29.9%	6,878	33.6%	12,329	34.7%
Labor Force Total Females (2015)	8,750	53.6%	23,538	53.5%	40,359	53.2%
Female Civilian Employed	4,786	54.7%	12,089	51.4%	20,859	51.7%
Female Civilian Unemployed	197	2.2%	678	2.9%	1,305	3.2%
Females in Armed Forces	2	-	4	-	14	-
Females Not in Labor Force	3,765	43.0%	10,768	45.7%	18,181	45.0%
Unemployment Rate	2.4%		3.1%		3.4%	
Labor Force Growth (2010-2015)	600	6.5%	1,580	6.8%	2,311	5.7%
Male Labor Force Growth (2010-2015)	240	5.0%	717	6.0%	923	4.4%
Female Labor Force Growth (2010-2015)	360	8.1%	863	7.7%	1,388	7.1%
Occupation (2010)						
Occupation Population Age 16 Years or Over	9,225		23,259		40,291	
Occupation Total Males	4,800	52.0%	12,033	51.7%	20,820	51.7%
Occupation Total Females	4,426	48.0%	11,226	48.3%	19,471	48.3%
Management, Business, Financial Operations	1,304	14.1%	2,910	12.5%	4,437	11.0%
Professional, Related	2,095	22.7%	4,967	21.4%	7,817	19.4%
Service	1,397	15.1%	4,021	17.3%	7,397	18.4%
Sales, Office	2,610	28.3%	6,392	27.5%	10,677	26.5%
Farming, Fishing, Forestry	40	0.4%	125	0.5%	271	0.7%
Construction, Extraction, Maintenance	881	9.5%	2,012	8.7%	3,919	9.7%
Production, Transport, Material Moving	899	9.7%	2,832	12.2%	5,772	14.3%
White Collar Workers	6,009	65.1%	14,269	61.3%	22,931	56.9%
Blue Collar Workers	3,217	34.9%	8,990	38.7%	17,360	43.1%

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Dothan, AL 36305						
Units In Structure (2010)						
Total Units	8,376		22,252		38,079	
1 Detached Unit	6,135	73.2%	16,094	72.3%	26,856	70.5%
1 Attached Unit	133	1.6%	322	1.4%	490	1.3%
2 Units	179	2.1%	638	2.9%	949	2.5%
3 to 4 Units	353	4.2%	946	4.3%	1,573	4.1%
5 to 9 Units	384	4.6%	1,101	4.9%	1,788	4.7%
10 to 19 Units	208	2.5%	545	2.4%	814	2.1%
20 to 49 Units	107	1.3%	253	1.1%	392	1.0%
50 or More Units	121	1.4%	349	1.6%	503	1.3%
Mobile Home or Trailer	747	8.9%	1,980	8.9%	4,682	12.3%
Other Structure	10	0.1%	24	0.1%	31	0.1%
Homes Built By Year (2010)						
Homes Built 2005 or later	923	11.0%	1,807	8.1%	3,197	8.4%
Homes Built 2000 to 2004	810	9.7%	1,667	7.5%	2,927	7.7%
Homes Built 1990 to 1999	1,988	23.7%	4,131	18.6%	7,152	18.8%
Homes Built 1980 to 1989	1,354	16.2%	3,260	14.6%	5,800	15.2%
Homes Built 1970 to 1979	1,638	19.6%	4,755	21.4%	8,451	22.2%
Homes Built 1960 to 1969	751	9.0%	2,698	12.1%	4,218	11.1%
Homes Built 1950 to 1959	528	6.3%	2,068	9.3%	3,129	8.2%
Homes Built 1940 to 1949	186	2.2%	1,029	4.6%	1,741	4.6%
Homes Built Before 1939	199	2.4%	837	3.8%	1,463	3.8%
Median Age of Homes	30.7	yrs	35.7	yrs	35.1	yrs
Home Values (2010)						
Owner Specified Housing Units	5,707		13,961		24,289	
Home Values \$1,000,000 or More	56	1.0%	88	0.6%	145	0.6%
Home Values \$750,000 to \$999,999	51	0.9%	86	0.6%	118	0.5%
Home Values \$500,000 to \$749,999	130	2.3%	253	1.8%	328	1.4%
Home Values \$400,000 to \$499,999	158	2.8%	328	2.4%	471	1.9%
Home Values \$300,000 to \$399,999	334	5.9%	829	5.9%	1,207	5.0%
Home Values \$250,000 to \$299,999	414	7.3%	992	7.1%	1,430	5.9%
Home Values \$200,000 to \$249,999	665	11.7%	1,417	10.2%	2,260	9.3%
Home Values \$175,000 to \$199,999	428	7.5%	977	7.0%	1,438	5.9%
Home Values \$150,000 to \$174,999	846	14.8%	1,616	11.6%	2,638	10.9%
Home Values \$125,000 to \$149,999	639	11.2%	1,478	10.6%	2,274	9.4%
Home Values \$100,000 to \$124,999	579	10.2%	1,445	10.4%	2,387	9.8%
Home Values \$90,000 to \$99,999	308	5.4%	790	5.7%	1,480	6.1%
Home Values \$80,000 to \$89,999	239	4.2%	787	5.6%	1,401	5.8%
Home Values \$70,000 to \$79,999	260	4.6%	712	5.1%	1,445	5.9%
Home Values \$60,000 to \$69,999	111	1.9%	444	3.2%	1,097	4.5%
Home Values \$50,000 to \$59,999	94	1.6%	337	2.4%	917	3.8%
Home Values \$35,000 to \$49,999	102	1.8%	389	2.8%	872	3.6%
Home Values \$25,000 to \$34,999	75	1.3%	323	2.3%	794	3.3%
Home Values \$10,000 to \$24,999	159	2.8%	442	3.2%	1,015	4.2%
Home Values Under \$10,000	57	1.0%	228	1.6%	571	2.4%
Owner-Occupied Median Home Value	\$158,942		\$148,581		\$132,659	
Renter-Occupied Median Rent	\$545		\$480		\$451	

This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

COMPLETE PROFILE

2000-2010 Census, 2015 Estimates with 2020 Projections

Calculated using Weighted Block Centroid from Block Groups

Maxwell Baker

Lat/Lon: 31.1950/-85.4584

RFULL9

501 Alex Cir

Dothan, AL 36305

3 mi radius

5 mi radius

10 mi radius

Total Annual Consumer Expenditure (2015)

Total Household Expenditure	\$513 M	\$1.23 B	\$1.95 B
Total Non-Retail Expenditure	\$278 M	\$662 M	\$1.05 B
Total Retail Expenditure	\$235 M	\$564 M	\$900 M
Apparel	\$17.8 M	\$42.5 M	\$67.6 M
Contributions	\$22.0 M	\$51.0 M	\$79.1 M
Education	\$18.2 M	\$42.9 M	\$66.4 M
Entertainment	\$28.7 M	\$68.1 M	\$108 M
Food and Beverages	\$75.6 M	\$182 M	\$292 M
Furnishings and Equipment	\$17.6 M	\$41.2 M	\$64.9 M
Gifts	\$12.5 M	\$29.4 M	\$45.8 M
Health Care	\$41.8 M	\$101 M	\$163 M
Household Operations	\$14.4 M	\$33.7 M	\$52.7 M
Miscellaneous Expenses	\$7.62 M	\$18.3 M	\$29.3 M
Personal Care	\$6.66 M	\$15.9 M	\$25.4 M
Personal Insurance	\$3.74 M	\$8.75 M	\$13.7 M
Reading	\$1.14 M	\$2.71 M	\$4.31 M
Shelter	\$106 M	\$253 M	\$402 M
Tobacco	\$3.24 M	\$8.00 M	\$13.1 M
Transportation	\$97.9 M	\$234 M	\$373 M
Utilities	\$39.0 M	\$94.5 M	\$152 M

Monthly Household Consumer Expenditure (2015)

Total Household Expenditure	\$4,824		\$4,313		\$4,018
Total Non-Retail Expenditure	\$2,613	54.2%	\$2,328	54.0%	\$2,165
Total Retail Expenditures	\$2,211	45.8%	\$1,984	46.0%	\$1,852
Apparel	\$167	3.5%	\$149	3.5%	\$139
Contributions	\$207	4.3%	\$179	4.2%	\$163
Education	\$171	3.5%	\$151	3.5%	\$137
Entertainment	\$270	5.6%	\$239	5.6%	\$222
Food and Beverages	\$710	14.7%	\$640	14.8%	\$600
Furnishings and Equipment	\$165	3.4%	\$145	3.4%	\$134
Gifts	\$118	2.4%	\$103	2.4%	\$94
Health Care	\$393	8.1%	\$355	8.2%	\$335
Household Operations	\$135	2.8%	\$118	2.7%	\$108
Miscellaneous Expenses	\$72	1.5%	\$64	1.5%	\$60
Personal Care	\$63	1.3%	\$56	1.3%	\$52
Personal Insurance	\$35	0.7%	\$31	0.7%	\$28
Reading	\$11	0.2%	\$10	0.2%	\$9
Shelter	\$993	20.6%	\$889	20.6%	\$828
Tobacco	\$30	0.6%	\$28	0.7%	\$27
Transportation	\$920	19.1%	\$821	19.0%	\$768
Utilities	\$366	7.6%	\$332	7.7%	\$313

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Maxwell Baker
Senior Director

Office **404.442.2807**

Cell **404.386.7173**

Fax **1.866.366.8176**

mbaker@leeatlanta.com

3500 Lenox Road, Suite 200
Atlanta, Georgia 30326

PARTIAL CLIENT LIST

- *Beal Bank*
- *Colony Capital*
- *Market Street Capital*
- *Affordable Housing Communities Inc.*
- *Capital Square Holdings LLC*
- *The Reach Group LLC*

Specializing in

MOBILE HOME PARKS

brokerage

PROFILE

Maxwell R. Baker is a commercial real estate broker that specializes in purchasing and selling mobile home communities in the Southeast. His family has been involved with mobile home parks for more than 10 years and he has been a part of management, rehabilitation, and disposing mobile home parks since his family purchased their first park more than a decade ago.

Last year he completed approximately 80% of all the Georgia transactions and is currently expanding into other states in the Southeast. Max's core competencies include structuring complicated transactions, owner financing, research and outsourcing, and his "deal-making" capabilities.

A team of Virtual Assistants in Guatemala, Philippines, and India do all of Max's rent comparables, sales comparables, and research in Georgia, Tennessee, Alabama, North Carolina, and South Carolina. He plans to expand in to Mississippi, West Virginia, and Virginia in the future.

EXPERIENCE

- Marcus & Millichap, Associate Director
- Vici Real Estate Leasing/Sales Agent

EDUCATION

- Georgia State University