

## How The Statistics Were Gathered And Summarized

### Number

“Number” represents the number of associations physically located in the county indicated based upon information obtained from subdivision public reports (filed with the California Department of Real Estate), the State of California corporation master computer file tapes/annual statement of officers prepared by the community associations (and filed with the California Secretary of State), or other industry sources.

### Size

“Size” represents a stratification of associations according to their built-out number of units, as represented (primarily) in the subdivision public report filed with the California Department of Real Estate. The “average size” of an association is computed by dividing the aggregate number of units (for those associations of known size) by the number of associations of known size. The aggregate number of units (overall – estimated) is computed by multiplying the average size, just determined, by the total number of associations in the county.

### Age

“Age” represents a stratification of associations according to their approximate age as determined by reference to incorporation dates (from the Secretary of State) and subdivision public report filing dates (from the Department of Real Estate). The estimated “average age” of all associations within a county was determined, on a weighted average basis. For purposes of computing the weighted average, it was assumed that the average age of 21+ year-old associations was 25 years.

### Buying Power

“Buying power” (a.k.a. “annual revenues”) represents a stratification of associations according to their approximate annual gross revenue based upon a combination of actual current financial data, if available, and, otherwise, extrapolation of the original “built-out” budget (as represented in the subdivision public report and inflated, on a compounded basis, at 4% per annum). The estimated “average annual revenues” of all associations within a county was determined on a weighted average basis.

### Development Types

Development types are summarized by condominiums, condominium conversions, planned unit developments, cooperatives and timeshare developments. Included in the foregoing stratification are business or commercial condominium and planned development projects.