

Northern California (45 Counties)

Number
15,413 assns

Size

SM1	2 -	5 units	1,292	assns		
SM2	6 -	10 units	1,939	assns		
SM3	11 -	15 units	1,143	assns		
SM4	16 -	20 units	921	assns		
SM5	21 -	25 units	<u>631</u>	<u>assns</u>	5,926	assns 49 %
SM6	26 -	50 units			2,111	assns 17 %
MD1	51 -	100 units			1,868	assns 15 %
MD2	101 -	150 units			896	assns 7 %
LG1	151 -	325 units			1,018	assns 8 %
LG2	326 -	500 units			214	assns 2 %
VL1	501 -	1,000 units			170	assns 1 %
VL2	1,001+ -	units			171	assns 1 %
Unclassified					3,039	assns na %
Average size					101	units
Aggregate number (estimated)					1.6 million	units

Age

NEW	0 -	5 years			2,478	assns 17 %
YNG	6 -	10 years			1,615	assns 11 %
ADL	11 -	15 years			1,277	assns 9 %
MAT	16 -	20 years			1,404	assns 9 %
OLD	21 +				8,162	assns 54 %
Unclassified					477	assns na %
Average age (estimated)					17	years

Annual Revenues

25K	\$	0 -	\$ 25,000	1,967	assns	
50K	\$	25,001 -	\$ 50,000	1,775	assns	
75K	\$	50,001 -	\$ 75,000	1,054	assns	
100K	\$	75,001 -	\$ 100,000	<u>726</u>	<u>assns</u>	5,522 assns 60 %
200K	\$	100,001 -	\$ 200,000			1,523 assns 17 %
300K	\$	200,001 -	\$ 300,000			687 assns 7 %
400K	\$	300,001 -	\$ 400,000			407 assns 4 %
500K	\$	400,001 -	\$ 500,000			249 assns 3 %
501K	\$	500,001 +				831 assns 9 %
Unclassified						6,194 assns na %
Average annual revenues (estimated)					\$ 185,000	
Aggregate annual revenues (estimated)					\$ 2.9 billion	

Development Types

Condominiums					6,023	assns 46 %
Condominium conversions					897	assns 7 %
Planned unit developments					5,891	assns 45 %
Cooperatives					192	assns 1 %
Timeshare developments					74	assns 1 %
Unclassified					2,336	assns na %
