

The greater estimated need for general assisted living may reflect the conversion of beds/units to memory care as one way to fill accommodations during the economic downturn when those who need less support migrated to other alternatives, in particular informal/family care.

ASSUMPTIONS AND CALCULATIONS

Assumptions

a) *Market Area*

Assisted living units (ALU) typically draw the vast majority from a localized area of about 8-10 miles. The study area used here is slightly larger north to south reflecting the characteristics and travel patterns of the region.

b) *Individuals in Nursing Homes*

- Individuals in nursing homes are counted in population data, and are also among those with disabilities, which serves as the basis for the market universe for assisted living. Therefore, a portion of the nursing home population is removed from the potential market.
- California has a significantly lower number of beds per 1,000 population age 65+ than the nation overall: 28 compared to 42. San Mateo County has an even lower ratio, somewhere between 10 and 20.² Applying the high rate of 20 per 1,000 results in an estimated 1,176 beds in the study area in 2017.³ The Claritas data indicate that there were 1,106 population in nursing home beds. The Claritas number will be used in this methodology because it counts only the study area.
- Further refining these data, a rate of 66% Medicaid (MediCal) residents are removed from the nursing home population that might be among the target market for this project, which targets a high income population. This would leave 376 beds occupied by individuals utilizing other payor sources⁴.

c) *Age*

- Data sources indicate that the average age in assisted living nationally is over 86. Therefore this estimate of need is based on the population age 75+, who will represent the vast majority of the resident populations. This group is split by those ages 75-84 and 85+.

d) *Income*

- Those with incomes of \$75,000+ are considered to be the primary market for this project. This income would allow \$5,000/month for fees assuming 80% of their income went toward their "care" in this setting.

² The SCAN Foundation, "Long Term Care Fundamentals", Technical Brief Series, January 2012, No. 10

³ Population age 65+ in San Mateo County in 2017 projected to be 58,871=58.8 X 20 beds per 1,000=1,176

⁴ Kaiser Family, StateHealthFacts.org (data for 2010)

- Those with incomes of \$50,000-\$75,000 are also included because the data do not consider assets. This group represents only about a third of the total group with incomes of \$50,000 or more. The pricing at many of the existing facilities would allow many people in this income group to opt for assisted living.

e) *Need for Assistance*

General Care AL

- 16% of the population age 75-84 has a severe disability and needs assistance due to the disability
- 29% of the population age 85+ has a severe disability and needs assistance due to the disability⁵
- While it is known that family provides much care informally, no factor is applied for this in the estimates for general care AL. Any community has the opportunity to market to the whole population that needs assistance.
- The data source used for the rates of disability with need for assistance include those with severe disabilities in activities of daily living, instrumental activities of daily living and cognition/memory impairment.

Dementia Care. Two measures are utilized to estimate need for residential dementia care:

- Percent of the population (by age) afflicted with moderate to severe dementia by age: 6.5% age 75-84, and 24.3% age 85+.⁶
- One third of the estimated afflicted population is estimated to utilize formal care.⁷

f) *Competition*

There is a wide array of choice available throughout the study area. However, much of the existing stock consists of rooms, many with shared baths. Among a higher income group these accommodations are less competitive, or primarily serve the memory impaired. Most of the existing stock was built in the late 1980s and early to mid 2000s so it is not especially old, but there is virtually no new stock. For purposes of estimating the number of people (potential market) expected to occupy existing units in the future, current rates of occupancy are applied.

The labeling of accommodations that are licensed RCFE as independent or assisted is very fluid. As noted elsewhere in this report most facilities charge a base fee, and assisted living services (assistance with ADLs/hands-on assistance) carries an extra charge. Units are usually designate IL and AL by the provider. However, they do not provide full kitchens, and they do include three meals per day. For purposes of this analysis, these are considered to be "congregate" and are included in the counts of occupied AL units.

⁵ Brault, Mathew W., Americans With Disabilities: 2005 Household Economic Studies. Current Population Reports, Issued December 2008, P70-117

⁶ Percentage of the population with moderate to severe dementia: from "Alzheimer's Disease: Estimates of Prevalence in the United States. United States General Accounting Office, Report to the Secretary of Health and Human Services, January 1009. The reported source for the data is an "integration of prevalence rates from 18 studies in the literature and the U.S. Bureau of the Census population estimates in Statistical Abstract of the United States: 1996

⁷ It is estimated that two-thirds of the care given to people with Alzheimer's disease is provided by families. Therefore it is assumed that the probable utilization rate for formal/residential care is 33%.

There are only two communities with full apartments, that is, kitchens that include full cooking capacity as indicated by the inclusion of an oven in addition to a cooktop. Magnolia of Millbrae and Marymount Greenhills. For these communities, the unit counts are adjusted to include only those who are receiving assisted living services. Magnolia of Millbrae staff indicated that the percentage utilizing assisted living stays relatively constant at 35%.

All independent living residences in CCRCs are also licensed RCFE. There are two in this study area: Peninsula Regent and Stratford. Both of these have designated assisted living components. The independent living units are not included in the "assisted living" population for this analysis. The following are the unit counts of the Assisted and Congregate Living populations.

No proposed Assisted Living or Memory Care facilities that are *moving forward* were identified in the area. The Sunrise project (79 ALU) at 1818 Trousdale in Burlingame, partially constructed, has not had any activity for several years, with no buyer yet identified.

RCFE BEDS ACCOUNTED FOR IN THE ESTIMATES OF NEED (20+ Beds)

	Estimated Occupied Beds	
	# AL ⁸	# Memory Care
Aegis, South San Francisco	67	18
Atria, Burlingame	46	20
Atria, Hillsdale	84	24
Bayview Villa, San Carlos		41
Bougainvilleas Care, South San Francisco	17	
Burlingame Villa, Burlingame		25
Gordon Manor, Redwood City		66
Hopkins Manor, Redwood City		47
Magnolia at Millbrae	55 ⁹	
Marymount Greenhills, Millbrae	139	10
Millbrae Manor, Millbrae	43	
Mills Estates Villas, Burlingame	45	
Nazareth Vista, Belmont	43	
Palm Villas, Redwood City		42
Peninsula Regency	20	
San Carlos Elms, San Carlos	64	23
Silverado Belmont		98
Sterling Court, San Mateo	20	
Stratford, San Mateo	10	
Sunrise, Belmont	55	20
Sunrise, San Mateo	46	25
Westborough Royale	84	
Woodside Terrace, Redwood City	95	
TOTAL	886	459

⁸ Number of occupied beds/units based on staff reports.

⁹ "Affordable units" are not subtracted; 158 units @ 35% use AL Services

Calculations

Projected Need for Dementia Care: Year 2017			
Population ages 75-84	16,765	64%	
Population ages 85+	9,537	36%	
Total ages 75+	26,302		
Less Nursing Home beds	376 ^{10,11,12}		
= Available Population			
Population ages 75-84	16,593 x 6.5% dementia		= 1,078
	x 33% utilize formal care		1,078 x 33% = 356
	Private Pay income qualifiers:	356 x 17% (\$50K-\$75K)=	60
		356 x 30% (\$75K+)=	<u>107</u>
		<i>Subtotal age 75-84=</i>	<u>167</u>
Population ages 85+	9,402 x 24.3% dementia		= 2,285
	X 33% utilize formal care		2,285 x 33%= 754
	Private Pay income qualifiers:	754 x 14% (\$50K-\$75K)=	106
		754 x 24% (\$75K+)=	<u>181</u>
		<i>Subtotal age 85+=</i>	<u>287</u>
Total Estimated Private Pay Need for Residential Dementia Care			454
COMPETITIVE INFORMATION			
Existing Occupied Memory Care RCFE beds			459

¹⁰ Distributed to reflect the population by age or 65% (241 beds) to ages 75-84 and 36% (135 beds) to 85+

¹¹ The number in nursing home beds are subtracted from the market universe before applying disability rates because disability rates are based on the non-institutionalized population and would be higher if they included those in nursing homes.

¹² 64% or 241 of the nursing beds are subtracted from the population ages 75-84
36% or 135 of the nursing beds are subtracted from the population ages 75+

Projected Need for Assisted Living: Year 2017			
Population ages 75-84	16,765	64%	
Population ages 85+	9,537	36%	
Total ages 75+	26,302		
Less Nursing Home beds	376 ^{13,14,15}		
= Available Population			
Population ages 75-84	16,593 x 16% disability		26,655
	<i>Private pay income qualifiers:</i>	2,655 x 17% ¹⁶ (\$50-\$75K)=	451
		2655 x 30% (\$75K+) =	797
Population ages 85+	9,402 x 29% disability		
	<i>Private pay income qualifiers:</i>	2,727x 14% (\$50-\$75K)=	382
		2,727x 24% (\$75K) =	654
Total Estimated Private Pay Need			= 2,284
Less Estimated Private Pay Need for Dementia Care			- 454
= Need for General Assisted Living			= 1,830
COMPETITIVE INFORMATION: General Care Assisted Living			
Estimated Existing Occupied Supply			886
Total Estimated Operating Capacity			962

¹³ Distributed to reflect the population by age or 65% (241 beds) to ages 75-84 and 36% (135 beds) to 85+

¹⁴ The number in nursing home beds are subtracted from the market universe before applying disability rates because disability rates are based on the non-institutionalized population and would be higher if they included those in nursing homes.

¹⁵ 64% or 241 of the nursing beds are subtracted from the population ages 75-84
36% or 135 of the nursing beds are subtracted from the population ages 75+

¹⁶ The percentage of all households in each age group that has the income specified is applied to the population: e.g. 17% of all households ages 75-84 have incomes of \$50K-\$75K and 30% have incomes of \$75K+.

APPENDIX

Market Assessment

Burlingame, CA

March, 2013



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APPENDIX: DEMOGRAPHIC DATA

BURLINGAME MARKET AREA

	Year						% Growth		
	2000		2012		2017		2000-2012	2012-2017	2000-2017
	#		#		#				
POPULATION									
Total Population (all ages)	354,957		371,649		377,277		4.7%	1.5%	6.3%
Total 65+									
Age 65-74	24,217	50%	25,889	49%	32,569	55%	6.9%	25.8%	34.5%
75-84	18,050	37%	17,676	34%	16,765	28%	-2.1%	-5.2%	-7.1%
85+	6,602	14%	8,901	17%	9,537	16%	34.8%	7.1%	44.5%
Age 65+ All	48,869	100%	52,466	100%	58,871	100%	7.4%	12.2%	20.5%
% of Total Pop		13.8%		14.1%		15.6%			
Male 65+									
Age 65-74	10,833		11,952		14,952		10.3%	25.1%	38.0%
75-84	7,246		7,224		6,914		-0.3%	-4.3%	-4.6%
85+	1,983		2,910		3,060		46.7%	5.2%	54.3%
Age 65+ Male	20,062		22,086		24,926		10.1%	12.9%	24.2%
Female 65+									
Age 65-74	13,384		13,937		17,617		4.1%	26.4%	31.6%
75-84	10,804		10,452		9,851		-3.3%	-5.8%	-8.8%
85+	4,619		5,991		6,477		29.7%	8.1%	40.2%
Age 65+ Female	28,807		30,380		33,945		5.5%	11.7%	17.8%
Population-Single Race: All Ages									
Total White	226,903	64%	199,970	54%	188,902	50%	-11.9%	-5.5%	-16.7%
Total Black	6,956	2%	6,976	2%	6,750	2%	0.3%	-3.2%	-3.0%
Total Native American/Alaskan	1,341	0%	1,488	0%	1,505	0%	11.0%	1.1%	12.2%
Total Asian	71,176	20%	103,318	28%	115,825	31%	45.2%	12.1%	62.7%
Total Pacific Isl.	4,508	1%	5,553	1%	5,919	2%	23.2%	6.6%	31.3%
Total Other	25,735	7%	33,279	9%	36,282	10%	29.3%	9.0%	41.0%
Total 2+ Races	18,338	5%	21,065	6%	22,094	6%	14.9%	4.9%	20.5%
Total ALL	354,957	100%	371,649	100%	377,277	100%	4.7%	1.5%	6.3%
Hispanic: All Ages	60,961	17%	78,850	21%	85,845	23%	29.3%	8.9%	40.8%
Population-Single Race Age 65+									
Age 65+ white	39,676	81%	36,377	69%	38,289	65%	-8.3%	5.3%	-3.5%
Age 65+ Black	684	1%	902	2%	939	2%	31.9%	4.1%	37.3%
Age 65+ Native Amer	89	0%	73	0%	96	0%	-18.0%	31.5%	7.9%
Age 65+ Asian	6,195	13%	10,689	20%	14,243	24%	72.5%	33.2%	129.9%
Age 65+ Pacific Isl.	266	1%	527	1%	638	1%	98.1%	21.1%	139.8%
Age 65+ Other	979	2%	1,939	4%	2,462	4%	98.1%	27.0%	151.5%
Age 65+ 2+ Races	980	2%	1,959	4%	2,204	4%	99.9%	12.5%	124.9%
Total ALL	48,869	100%	52,466	100%	58,871	100%	7.4%	12.2%	20.5%
Hispanic: Age 65+	3,670	8%	6,696	13%	8,311	14%	82.5%	24.1%	126.5%

	2000		2012		2017	
	#	%	#	%	#	%
HOUSEHOLDS						
Householders by Age and Income						
All 65-74	14,650		14,906		18,817	
<\$35K	4,799	0	3,964	0	4,812	26%
\$35-50K	2,434	17%	2,175	15%	2,632	14%
\$50-75K	2,734	19%	2,745	18%	3,489	19%
\$75-100K	1,803	12%	1,872	13%	2,366	13%
\$100K+	2,880	20%	4,150	28%	5,518	29%
Sub \$50K+	7,417	51%	8,767	59%	11,373	60%
Sub \$75K+	4,683	32%	6,022	40%	7,884	42%
Total	14,650		14,906		18,817	
Median HH \$	\$50,841		\$61,967		\$64,076	
Age 75-84	12,613		11,107		10,529	
<\$35K	5,986	47%	4,324	39%	3,863	37%
\$35-50K	2,174	17%	1,795	16%	1,705	16%
\$50-75K	1,601	13%	1,855	17%	1,782	17%
\$75-100K	994	8%	968	9%	964	9%
\$100K+	1,858	15%	2,165	19%	2,215	21%
Sub \$50K+	4,453	35%	4,988	45%	4,961	47%
Sub \$75K+	2,852	23%	3,133	28%	3,179	30%
Total	12,613	100%	11,107	100%	10,529	100%
Median HH \$	\$37,211		\$45,274		\$47,330	
Age 85+	3,197		5,078		5,483	
<\$35K	1,782	56%	2,459	48%	2,572	47%
\$35-50K	482	15%	750	15%	821	15%
\$50-75K	343	11%	711	14%	776	14%
\$75-100K	190	6%	349	7%	390	7%
\$100K+	400	13%	809	16%	924	17%
Sub \$50K+	933	29%	1,869	37%	2,090	38%
Sub \$75K+	590	18%	1,158	23%	1,314	24%
Total	3,197	100%	5,078	100%	5,483	100%
Median \$	\$31,037		\$36,600		\$38,097	
Age 75+						
<\$35K	7,768	49%	6,783	42%	6,435	40%
\$35-50K	2,656	17%	2,545	16%	2,526	16%
\$50-75K	1,944	12%	2,566	16%	2,558	16%
\$75-100K	1,184	7%	1,317	8%	1,354	8%
\$100K+	2,258	14%	2,974	18%	3,139	20%
Sub \$50K+	5,386	34%	6,857	42%	7,051	44%
Sub \$75K+	3,442	22%	4,291	27%	4,493	28%
Total	15,810	100%	16,185	100%	16,012	100%
Age 65+						
<\$35K	12,567	41%	10,747	35%	11,247	32%
\$35-50K	5,090	17%	4,720	15%	5,158	15%
\$50-75K	4,678	15%	5,311	17%	6,047	17%
\$75-100K	2,987	10%	3,189	10%	3,720	11%

\$100K+	5,138	17%	7,124	23%	8,657	25%
Sub \$50K+	12,803	42%	15,624	50%	18,424	53%
Sub \$75K+	8,125	27%	10,313	33%	12,377	36%
Total 65+	30,460	100%	31,091	100%	34,829	100%
LIVING ARRANGEMENTS						
Owner Occ. Housing Unit Values	84,531		85,873		87,259	
<\$100K	1,813		1,711		1,672	
\$100-199K	2,981		1,267		1,157	
\$200-299K	7,942		3,902		3,324	
\$300-499K	33,334		19,614		16,857	
\$500-750K	22,982		28,790		28,718	
\$750-999K	8,966		18,463		20,731	
\$1M+	6,513		12,126		14,800	
Sub \$300K+	84,531		85,873		87,259	
Median Owner Occ Value	\$477,127		\$642,780		\$679,500	
Group Quarters Population						
Group Quarters Population	0		4078		3907	
Correctional Institutions	0		3		3	
Nursing Homes	0		1106		1048	
Juvenile	0		220		210	
Other Institutions	0		49		47	
College Dormitories	0		325		309	
Military Quarters	0		0		0	
Other No institutional Quarters	0		2375		2290	
Tenure of Occupied Housing Units						
Tenure of Occupied Housing Units	137822		141834		144600	
Owner-Occupied	84597		85873		87259	
Renter-Occupied	53225		55961		57341	

2000 Tenure by Age of Householder	Owner	% Owner	Renter	% Renter
Owner-Occupied	84,538	61%	53,255	39%
55 to 59 years	8,049	75%	2,704	25%
60 to 64 years	6,757	80%	1,688	20%
65 to 74 years	12,037	81%	2,824	19%
75 to 84 years	9,375	78%	2,570	22%
85 years and over	2,755	68%	1,308	32%
Age 75+	12,130	76%	3,878	24%
Age 65+	24,167	78%	6,702	22%

SELECTED DEMOGRAPHICS: 5 & 10 MILE RADIUS from 1660 Trousdale Drive, Burlingame 94010

	5 mile ring			10 mile ring		
	2000 %	2012 %	2017 %	2000 %	2012 %	2017 %
POPULATION						
Population all Ages	156,681	162,053	163,674	674,153	697,577	707,663
% Growth 1990 -2017	4.83%	3.43%	1.00%	10.06%	3.47%	1.45%
Population by Age						
Total Population	156,681	162,053	163,674	674,153	697,577	707,663
Age 45 to 54	22,738 14.51%	24,964 15.40%	24,196 14.78%	98,047 14.54%	103,659 14.86%	103,484 14.62%
Age 55 to 64	14,362 9.17%	20,360 12.56%	22,758 13.90%	61,924 9.19%	83,926 12.03%	92,192 13.03%
Age 65 to 74	11,058 7.06%	11,475 7.08%	14,396 8.80%	45,643 6.77%	47,267 6.78%	58,569 8.28%
Age 75 to 84	9,062 5.78%	8,486 5.24%	7,902 4.83%	30,821 4.57%	31,213 4.47%	29,797 4.21%
Age 85 and over	3,588 2.29%	4,624 2.85%	4,864 2.97%	10,734 1.59%	14,878 2.13%	16,282 2.30%
Age 65 and over	23,708 15.13%	24,585 15.17%	27,162 16.60%	87,198 12.93%	93,358 13.38%	104,648 14.79%
Total Population, Male	76,184	79,669	80,542	330,384	344,539	349,580
Age 45 to 54	11,013 14.46%	12,350 15.50%	11,926 14.81%	47,456 14.36%	51,538 14.96%	51,911 14.85%
Age 55 to 64	6,795 8.92%	9,788 12.29%	11,124 13.81%	28,993 8.78%	39,925 11.59%	44,641 12.77%
Age 65 to 74	4,883 6.41%	5,260 6.60%	6,590 8.18%	20,337 6.16%	21,552 6.26%	26,709 7.64%
Age 75 to 84	3,611 4.74%	3,415 4.29%	3,202 3.98%	12,332 3.73%	12,716 3.69%	12,145 3.47%
Age 85 and over	1,067 1.40%	1,471 1.85%	1,527 1.90%	3,242 0.98%	4,880 1.42%	5,249 1.50%
Age 65 and over	9,561 12.55%	10,146 12.74%	11,319 14.05%	35,911 10.87%	39,148 11.36%	44,103 12.62%
Total Population, Female	80,497	82,384	83,132	343,769	353,038	358,083
Age 45 to 54	11,725 14.57%	12,614 15.31%	12,270 14.76%	50,591 14.72%	52,121 14.76%	51,573 14.40%
Age 55 to 64	7,567 9.40%	10,572 12.83%	11,634 13.99%	32,931 9.58%	44,001 12.46%	47,551 13.28%
Age 65 to 74	6,175 7.67%	6,215 7.54%	7,806 9.39%	25,306 7.36%	25,715 7.28%	31,860 8.90%
Age 75 to 84	5,451 6.77%	5,071 6.16%	4,700 5.65%	18,489 5.38%	18,497 5.24%	17,652 4.93%
Age 85 and over	2,521 3.13%	3,153 3.83%	3,337 4.01%	7,492 2.18%	9,998 2.83%	11,033 3.08%
Age 65 and over	9,561 12.55%	10,146 12.74%	11,319 14.05%	35,911 10.87%	39,148 11.36%	44,103 12.62%
Population by Single Race						
White Alone	102,636	88,764	83,228	334,688	300,635	287,529
Age 65 and over	19,721 19.21%	17,645 19.88%	18,365 22.07%	57,337 17.13%	53,288 17.73%	56,612 19.69%
Black or African American	3,016	2,998	2,890	39,272	29,128	25,210
Age 65 and over	353 11.70%	374 12.47%	378 13.08%	5,030 12.81%	4,223 14.50%	4,000 15.87%
American Indian and Alaska Native	628	669	683	2,722	3,252	3,319
Age 65 and over	42 6.69%	29 4.33%	38 5.56%	196 7.20%	177 5.44%	237 7.14%
Asian	27,355	40,347	45,221	194,237	246,418	266,989
Age 65 and over	2,521 9.22%	4,365 10.82%	5,754 12.72%	19,134 9.85%	26,047 10.57%	32,873 12.31%
Native Hawaiian and Other Pacific Islander	2,719	3,354	3,567	8,085	8,510	8,661
Age 65 and over	178 6.55%	344 10.26%	417 11.69%	461 5.70%	759 8.92%	902 10.41%
Some Other Race	12,291	16,882	18,664	59,603	72,722	78,267

	5 mile ring			10 mile ring		
	2000	%	2012	%	2017	%
Age 65 and over	478	3.89%	989	5.86%	1,260	6.75%
Two or More Races	8,036		9,039		9,421	
Age 65 and over	415	5.16%	839	9.28%	950	10.08%
Population by Hispanic or Latino						
Hispanic or Latino	28,890		37,664		41,051	
Age 65 and over	1,595	5.52%	3,070	8.15%	3,822	9.31%
Not Hispanic or Latino	127,791		124,389		122,623	
HOUSEHOLDS						
Income by Age						
Age 45 to 54	12,442		13,627		13,294	
Less than \$15-	611	4.91%	526	3.86%	490	3.69%
\$15- \$24.9K	515	4.14%	501	3.68%	467	3.51%
\$25- \$34.9K	727	5.84%	609	4.47%	551	4.14%
\$35- \$49.9K	1,365	10.97%	1,232	9.04%	1,157	8.70%
\$50- \$74.9K	2,191	17.61%	2,239	16.43%	2,182	16.41%
\$75- \$99.9K	1,883	15.13%	1,944	14.27%	1,915	14.40%
\$100- \$124.9K	1,480	11.90%	1,693	12.42%	1,660	12.49%
\$125- \$149.9K	902	7.25%	1,199	8.80%	1,203	9.05%
\$150- \$199.9K	1,097	8.82%	1,337	9.81%	1,343	10.10%
\$200K+	1,671	13.43%	2,347	17.22%	2,326	17.50%
Median	\$85,781		\$96,946		\$98,499	
Age 55 to 64	8,071		11,415		12,827	
Less than \$15-	450	5.58%	535	4.69%	592	4.62%
\$15- \$24.9K	395	4.89%	436	3.82%	476	3.71%
\$25- \$34.9K	692	8.57%	635	5.56%	678	5.29%
\$35- \$49.9K	854	10.58%	1,265	11.08%	1,368	10.67%
\$50- \$74.9K	1,631	20.21%	1,874	16.42%	2,065	16.10%
\$75- \$99.9K	1,235	15.30%	1,764	15.45%	1,951	15.21%
\$100- \$124.9K	740	9.17%	1,324	11.60%	1,500	11.69%
\$125- \$149.9K	463	5.74%	835	7.31%	991	7.73%
\$150- \$199.9K	608	7.53%	909	7.96%	1,058	8.25%
\$200K+	1,003	12.43%	1,838	16.10%	2,148	16.75%
Median	\$75,273		\$88,641		\$90,819	
Age 65 to 74	6,491		6,460		8,133	
Less than \$15-	661	10.18%	524	8.11%	660	8.12%
\$15- \$24.9K	681	10.49%	593	9.18%	720	8.85%
\$25- \$34.9K	664	10.23%	470	7.28%	595	7.32%
\$35- \$49.9K	911	14.03%	949	14.69%	1,164	14.31%
\$50- \$74.9K	1,315	20.26%	1,141	17.66%	1,438	17.68%
Age 75 and over	2,208	6.21%	3,955	10.71%	4,190	11.12%
Age 75 and over	2,832	4.75%	4,909	6.75%	5,834	7.45%
Age 75 and over	35,546		36,912		37,688	
Age 75 and over	544,309		537,467		535,515	
Age 75 and over	51,231		54,957		54,744	
Age 75 and over	2,301	4.49%	1,953	3.55%	1,849	3.38%
Age 75 and over	1,963	3.83%	1,491	2.71%	1,392	2.54%
Age 75 and over	2,825	5.51%	2,063	3.75%	1,928	3.52%
Age 75 and over	6,034	11.78%	4,987	9.07%	4,616	8.43%
Age 75 and over	10,448	20.39%	9,665	17.59%	9,342	17.06%
Age 75 and over	9,184	17.93%	8,887	16.17%	8,723	15.93%
Age 75 and over	6,469	12.63%	7,681	13.98%	7,600	13.88%
Age 75 and over	3,908	7.63%	5,586	10.16%	5,722	10.45%
Age 75 and over	3,838	7.49%	5,611	10.21%	5,850	10.69%
Age 75 and over	4,261	8.32%	7,033	12.80%	7,722	14.11%
Age 75 and over	\$80,565		\$95,590		\$98,630	
Age 75 and over	32,946		45,421		50,094	
Age 75 and over	2,003	6.08%	2,225	4.90%	2,323	4.64%
Age 75 and over	1,718	5.21%	1,910	4.21%	1,991	3.97%
Age 75 and over	2,290	6.95%	2,413	5.31%	2,523	5.04%
Age 75 and over	3,941	11.96%	4,513	9.94%	4,792	9.57%
Age 75 and over	6,826	20.72%	7,929	17.46%	8,512	16.99%
Age 75 and over	5,389	16.36%	7,396	16.28%	8,058	16.09%
Age 75 and over	3,586	10.88%	5,649	12.44%	6,314	12.60%
Age 75 and over	2,362	7.17%	3,965	8.73%	4,511	9.01%
Age 75 and over	2,498	7.58%	4,255	9.37%	4,898	9.78%
Age 75 and over	2,333	7.08%	5,166	11.37%	6,172	12.32%
Age 75 and over	\$73,883		\$87,576		\$90,221	
Age 75 and over	25,518		25,658		31,824	
Age 75 and over	3,227	12.65%	2,551	9.94%	3,037	9.54%
Age 75 and over	2,987	11.71%	2,495	9.72%	2,939	9.24%
Age 75 and over	2,746	10.76%	2,241	8.73%	2,684	8.43%
Age 75 and over	4,154	16.28%	3,662	14.27%	4,409	13.85%
Age 75 and over	4,759	18.65%	4,879	19.02%	6,044	18.99%

	5 mile ring			10 mile ring		
	2000	%	2012	%	2017	%
\$75- \$99.9K	827	12.74%	863	13.36%	1,070	13.16%
\$100- \$124.9K	520	8.01%	610	9.44%	773	9.50%
\$125- \$149.9K	264	4.07%	401	6.21%	523	6.43%
\$150- \$199.9K	218	3.36%	324	5.02%	432	5.31%
\$200K+	430	6.62%	585	9.06%	758	9.32%
Median	\$56,245		\$65,206		\$66,125	
Age 75 to 84	6,649		5,376		5,009	
Less than \$15-	1,106	16.63%	691	12.85%	612	12.22%
\$15- \$24.9K	993	14.93%	766	14.25%	673	13.44%
\$25- \$34.9K	810	12.18%	562	10.45%	510	10.18%
\$35- \$49.9K	1,153	17.34%	794	14.77%	729	14.55%
\$50- \$74.9K	842	12.66%	857	15.94%	816	16.29%
\$75- to \$99.9K	553	8.32%	486	9.04%	452	9.02%
\$100- to \$124.9K	390	5.87%	352	6.55%	347	6.93%
\$125- to \$149.9K	248	3.73%	269	5.00%	262	5.23%
\$150- to \$199.9K	194	2.92%	222	4.13%	228	4.55%
\$200K+	360	5.41%	377	7.01%	380	7.59%
Median	\$40,405		\$47,639		\$49,599	
Age 85 and over	1,690		2,763		2,927	
Less than \$15-	394	23.31%	525	19.00%	525	17.94%
\$15- to \$24.9K	291	17.22%	494	17.88%	514	17.56%
\$25- to \$34.9K	200	11.83%	313	11.33%	339	11.58%
\$35- to \$49.9K	255	15.09%	350	12.67%	380	12.98%
\$50- to \$74.9K	183	10.83%	362	13.10%	379	12.95%
\$75- to \$99.9K	104	6.15%	198	7.17%	210	7.17%
\$100- to \$124.9K	63	3.73%	136	4.92%	149	5.09%
\$125- to \$149.9K	79	4.67%	105	3.80%	119	4.07%
\$150- to \$199.9K	45	2.66%	128	4.63%	141	4.82%
\$200K +	76	4.50%	152	5.50%	171	5.84%
Median	\$33,000		\$37,121		\$38,375	
Total	61,080		61,594		62,493	
Less than \$15-	4,502	7.37%	3,698	6.00%	3,661	5.86%
\$15- to \$24.9K	4,160	6.81%	3,613	5.87%	3,578	5.73%
\$25- to \$34.9K	4,962	8.12%	3,762	6.11%	3,720	5.95%
\$35- to \$49.9K	8,052	13.18%	7,086	11.50%	6,970	11.15%
\$50- to \$74.9K	11,844	19.39%	10,604	17.22%	10,649	17.04%
\$75- to \$99.9K	8,754	14.33%	8,972	14.57%	9,006	14.41%
\$100- to \$124.9K	6,007	9.83%	6,816	11.07%	6,941	11.11%
\$125- to \$149.9K	3,563	5.83%	4,771	7.75%	4,944	7.91%
\$150- to \$199.9K	3,595	5.89%	4,583	7.44%	4,848	7.76%
\$200- to \$499.9K	3,900	6.39%	5,765	9.36%	6,123	9.80%
	233,021		242,103		246,846	
	18,792	8.06%	15,716	6.49%	15,554	6.30%
	15,613	6.70%	13,482	5.57%	13,387	5.42%
	18,361	7.88%	14,277	5.90%	14,123	5.72%
	30,433	13.06%	26,893	11.11%	26,564	10.76%
	46,629	20.01%	42,868	17.71%	42,985	17.41%
	35,631	15.29%	36,554	15.10%	36,868	14.94%
	24,518	10.52%	28,662	11.84%	29,288	11.86%
	14,433	6.19%	20,506	8.47%	21,334	8.64%
	14,205	6.10%	19,539	8.07%	20,931	8.48%
	11,525	4.95%	19,318	7.98%	21,018	8.51%

	5 mile ring						10 mile ring					
	2000	%	2012	%	2017	%	2000	%	2012	%	2017	%
\$500K+	1,741	2.85%	1,924	3.12%	2,053	3.29%	2,881	1.24%	4,288	1.77%	4,794	1.94%
Average Household Income	\$98,373		\$112,477		\$114,981		\$87,920		\$104,706		\$107,625	
Median Household Income	\$68,710		\$80,668		\$82,408		\$67,860		\$80,345		\$82,330	
Per Capita Income	\$39,493		\$43,276		\$44,406		\$30,665		\$36,850		\$38,043	
Total All Owner-Occupied Housing Unit Values	35,876		35,672		36,022		146,321		150,019		152,635	
Less than \$20,000	50	0.14%	33	0.09%	33	0.09%	691	0.47%	502	0.33%	473	0.31%
\$20,000 to \$39,999	133	0.37%	39	0.11%	34	0.09%	2,860	1.95%	1,387	0.92%	1,095	0.72%
\$40,000 to \$59,999	216	0.60%	142	0.40%	120	0.33%	1,130	0.77%	2,259	1.51%	2,286	1.50%
\$60,000 to \$79,999	171	0.48%	169	0.47%	150	0.42%	619	0.42%	965	0.64%	1,146	0.75%
\$80,000 to \$99,999	108	0.30%	113	0.32%	124	0.34%	599	0.41%	475	0.32%	567	0.37%
\$100,000 to \$149,999	636	1.77%	331	0.93%	311	0.86%	2,005	1.37%	1,139	0.76%	1,165	0.76%
\$150,000 to \$199,999	1,151	3.21%	534	1.50%	493	1.37%	4,947	3.38%	1,491	0.99%	1,264	0.83%
\$200,000 to \$299,999	3,051	8.50%	1,877	5.26%	1,643	4.56%	24,619	16.83%	8,244	5.50%	6,615	4.33%
\$300,000 to \$399,999	6,343	17.68%	2,500	7.01%	2,255	6.26%	38,514	26.32%	19,198	12.80%	16,399	10.74%
\$400,000 to \$499,999	6,729	18.76%	4,553	12.76%	3,754	10.42%	26,228	17.92%	29,060	19.37%	25,001	16.38%
\$500,000 to \$749,999	8,101	22.58%	10,630	29.80%	10,422	28.93%	27,306	18.66%	49,958	33.30%	52,476	34.38%
\$750,000 to \$999,999	3,965	11.05%	6,984	19.58%	7,784	21.61%	9,713	6.64%	21,903	14.60%	27,482	18.01%
\$1,000,000 or more	5,222	14.56%	7,767	21.77%	8,899	24.70%	7,090	4.85%	13,438	8.96%	16,666	10.92%
Median All Owner-Occupied	\$490,340		\$677,446		\$718,144		\$392,669		\$551,491		\$596,742	
Group Quarters Population			2,135		2,039				6,904		6,732	
Correctional Institutions			0	0.00%	0	0.00%			26	0.38%	26	0.39%
Nursing Homes			741	34.71%	702	34.43%			2,269	32.87%	2,177	32.34%
Juvenile			192	8.99%	182	8.93%			297	4.30%	291	4.32%
Other Institutions			24	1.12%	23	1.13%			52	0.75%	50	0.74%
College Dormitories			0	0.00%	0	0.00%			325	4.71%	309	4.59%
Military Quarters			0	0.00%	0	0.00%			0	0.00%	0	0.00%
Other Noninstitutional Quarters			1,178	55.18%	1,132	55.52%			3,935	57.00%	3,879	57.62%
Tenure of Occupied Housing Units	61,129		61,594		62,493		233,248		242,103		246,846	
Owner-Occupied	35,942	58.80%	35,672	57.91%	36,022	57.64%	146,289	62.72%	150,019	61.96%	152,635	61.83%
Renter-Occupied	25,187	41.20%	25,922	42.09%	26,471	42.36%	86,959	37.28%	92,084	38.04%	94,211	38.17%

Home Sale Activity for Year 2012

Source: Dqnews.com

Reporting resale single family residences and condos as well as new homes

* % Change is from last year

Community	Zip	Sales	% Chg	Median Price	% Chg	High Price	\$/SqFt	% Chg
Belmont	94002	294	34.20%	\$875,000	4.20%	\$2,250,000	\$534	8.60%
Brisbane	94005	66	37.50%	\$535,000	30.20%	\$1,050,000	\$390	5.70%
Burlingame	94010	562	20.10%	\$1,435,000	-0.70%	\$6,825,000	\$706	7.60%
Millbrae	94030	259	-1.50%	\$790,000	5.10%	\$1,900,000	\$545	7.20%
Redwood City	94065	191	14.40%	\$745,000	2.60%	\$2,080,000	\$515	6.00%
San Bruno	94066	459	10.60%	\$440,000	3.50%	\$998,000	\$390	0.90%
San Carlos	94070	463	11.80%	\$873,250	8.00%	\$2,680,000	\$599	8.10%
South San Francisco	94080	629	30.50%	\$445,000	2.30%	\$5,890,000	\$368	5.10%
San Mateo	94401	415	24.30%	\$450,000	12.50%	\$3,340,900	\$416	10.20%
San Mateo	94402	313	18.60%	\$985,000	10.80%	\$3,062,500	\$591	10.40%
San Mateo	94403	428	18.20%	\$651,750	3.50%	\$1,650,000	\$504	8.20%
San Mateo	94404	387	6.30%	\$676,000	4.00%	\$1,520,000	\$473	7.60%