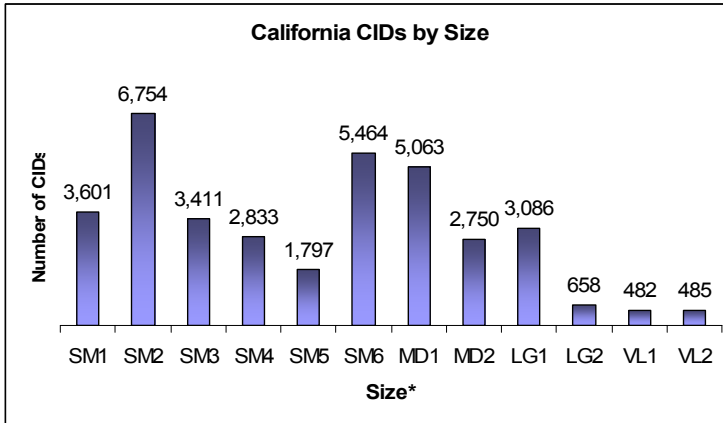


COMMON INTEREST DEVELOPMENTS DEMOGRAPHICS

STATE OF CALIFORNIA

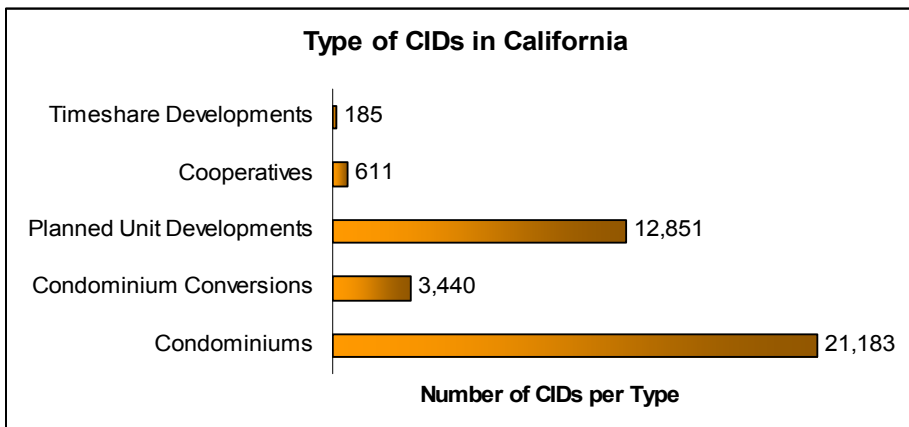
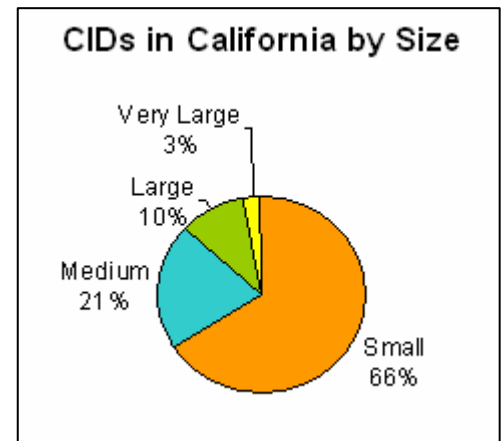
- ▶ There are more than 44,900 Common Interest Developments in California
- ▶ Approximately 11 million Californians live in CIDs – about 33% of the state’s population



*Size Labels are Defined as Follows:

SM1	2 – 5 Units
SM2	6 – 10 Units
SM3	11 – 15 Units
SM4	16 – 20 Units
SM5	21 – 25 Units
SM6	26 – 50 Units
MD1	51 – 100 Units
MD2	101 – 150 Units
LG1	151 – 325 Units
LG2	326 – 500 Units
VL1	501 – 1,000 Units
VL2	1,001 + Units

- ▶ The average size of a CID in California is 104 units.
- ▶ 53% of CIDs in the state have 50 units or less. These fit the definition of small developments.
- ▶ The average age of a CID is 17 years, and 66% are 16 years of age or older.
- ▶ The average annual revenue of a CID is \$188,000.



- ▶ Condominium-style developments are the most prominent, and make up 55% of all CIDs in California.
- ▶ Planned Unit Developments follow condos in popularity, and constitute 34% of all CIDs in the state.

Common Interest Development (CID) Statistics *(Estimated)*

The field of community association management is a sector of the real estate industry generally free of the peaks and valleys other professions experience. While many industries are experiencing cutbacks, layoffs and more challenges related to current economic conditions, the CID industry continues to grow.

Top 11 counties with CIDs	2007	2004	CID Growth
Los Angeles	13,724	12,082	12%
San Diego	6,192	5,189	16.2%
Orange	4,405	3,890	11.7%
San Francisco	2,159	1,794	17%
Santa Clara	2,096	1,835	14.2%
Riverside	2,081	1,656	20.4%
Alameda	1,720	1,452	15.6%
Contra Costa	1,184	1,050	11.3%
San Bernardino	960	793	17.4%
San Mateo	905	834	8%
Ventura	903	771	14.6%

	2007	2004	% increase
Number of CIDs	44,900	38,477	14.3%
AGGREGATE Annual Revenues	\$8.8 billion	\$6.9 billion	22%
Number of Planned Developments:	12,851	10,632	17.3%
Number of Condominiums	21,283	17,651	17%
Number of Condo Conversions	3,440	2,979	13.4%
Associations 25 units and smaller	18,396	14,784	19.6%
Associations 26-100 units	10,527	9,900	6%
Associations 101-150 units	2,750	2,335	15%
Associations 151-325 units	3,086	2,646	14%
Associations 326 – 500 units	658	537	18.4%
Associations 501 – 1,000 units	482	413	14.3%
Associations 1,000 unit ++	485	417	14 %