

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Capital Beltway 495 and Ritchie Marlboro Road, 2009

This table reveals that in 2009 among the age-and home-value qualified households (home values of \$80,000 or more), there are an estimated 376 households within the PMA likely to move and likely to choose an age-qualified community. There are 40 households with a home valued between \$100,000 and \$199,999; and 332 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

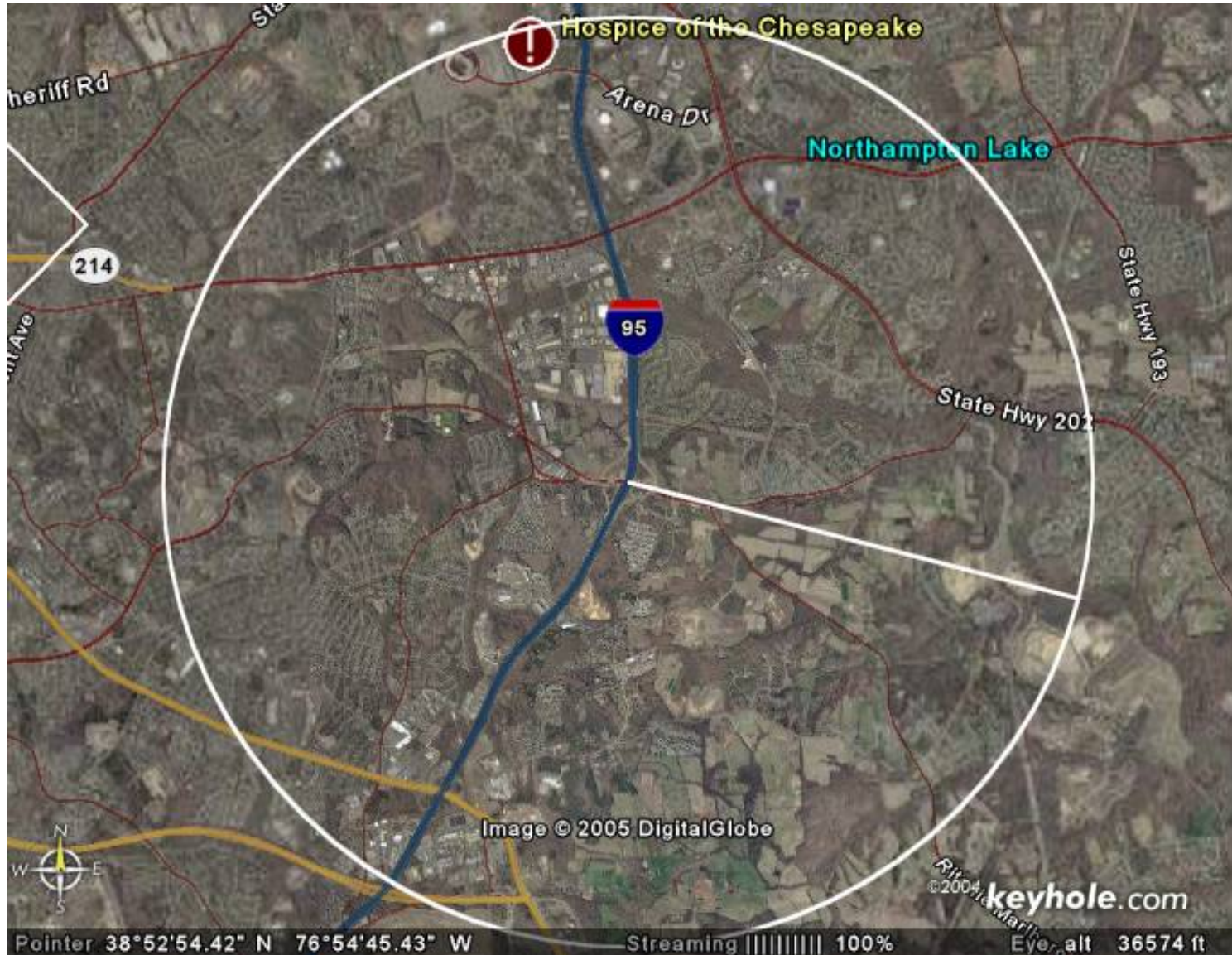
Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
376	40	332

Demand for Active Adult Communities in a 3-Mile Radius from Capitol Beltway 495 and Ritchie Marlboro Road, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	26,178							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	8,072.27							
% of Households with a Qualified Existing Home Value	97.8%	0.6%	2.2%	8.2%	24.3%	50.3%	9.0%	3.2%
Number of Age- and Home-Value-Qualified Households	17,758	104	400	1,489	4,416	9,133	1,628	588
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	1,705	10	38	143	424	877	156	56
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,534	9	35	129	382	789	141	51
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	376	2	8	32	93	193	34	12

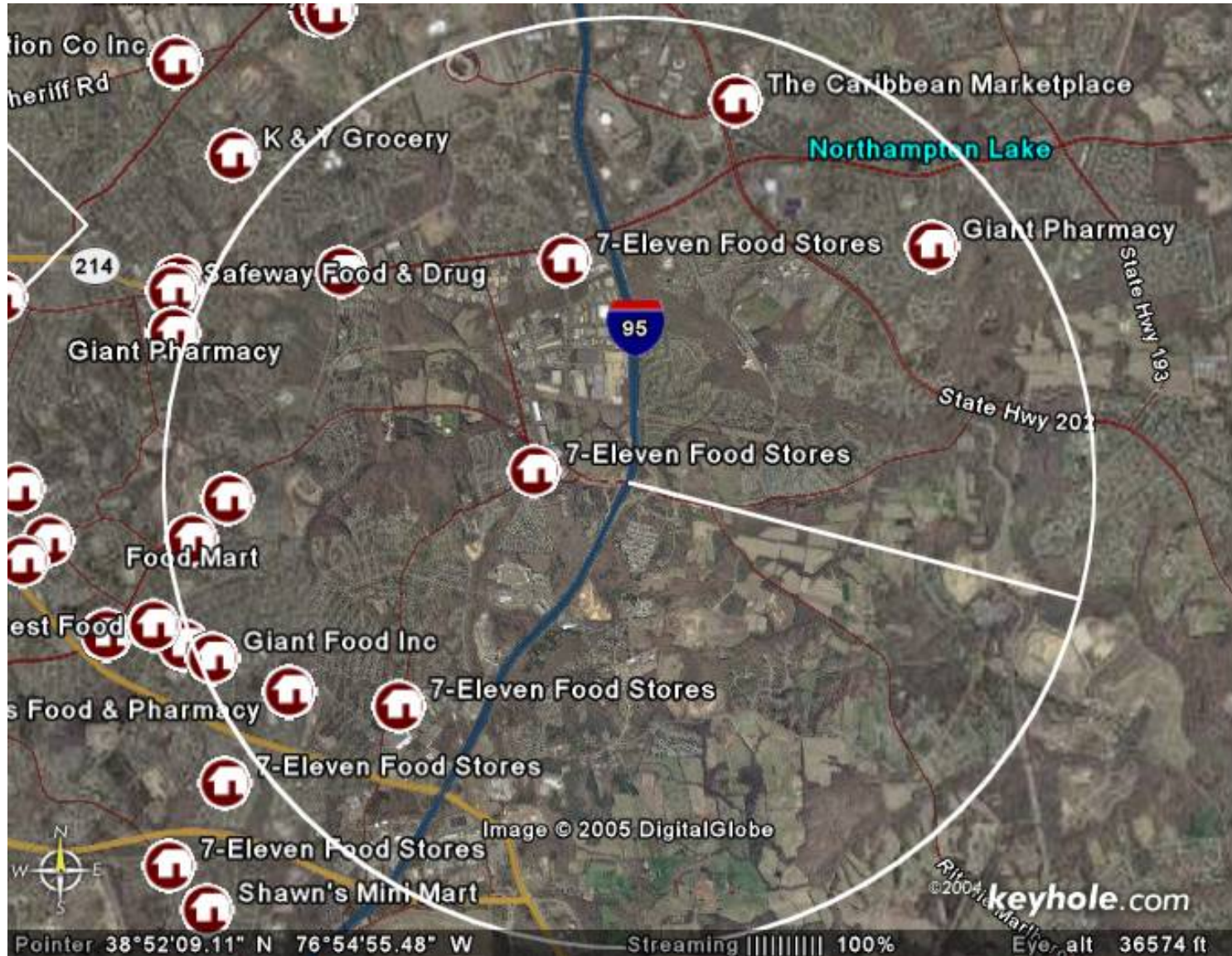
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Ritchie Marlboro Road Hospital and Fire (1)



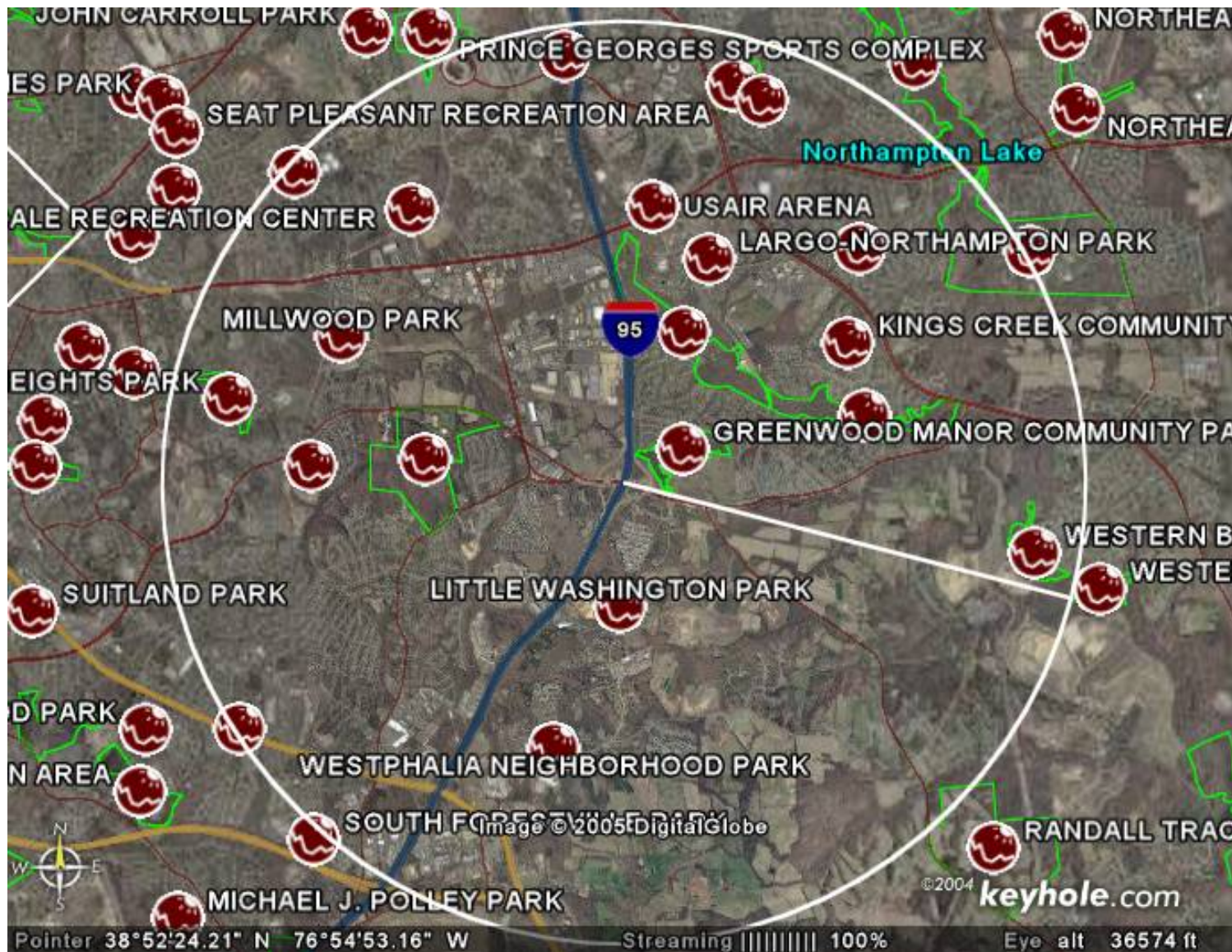
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Ritchie Marlboro Road Grocery Stores (11)



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Potential for Active Adult Communities

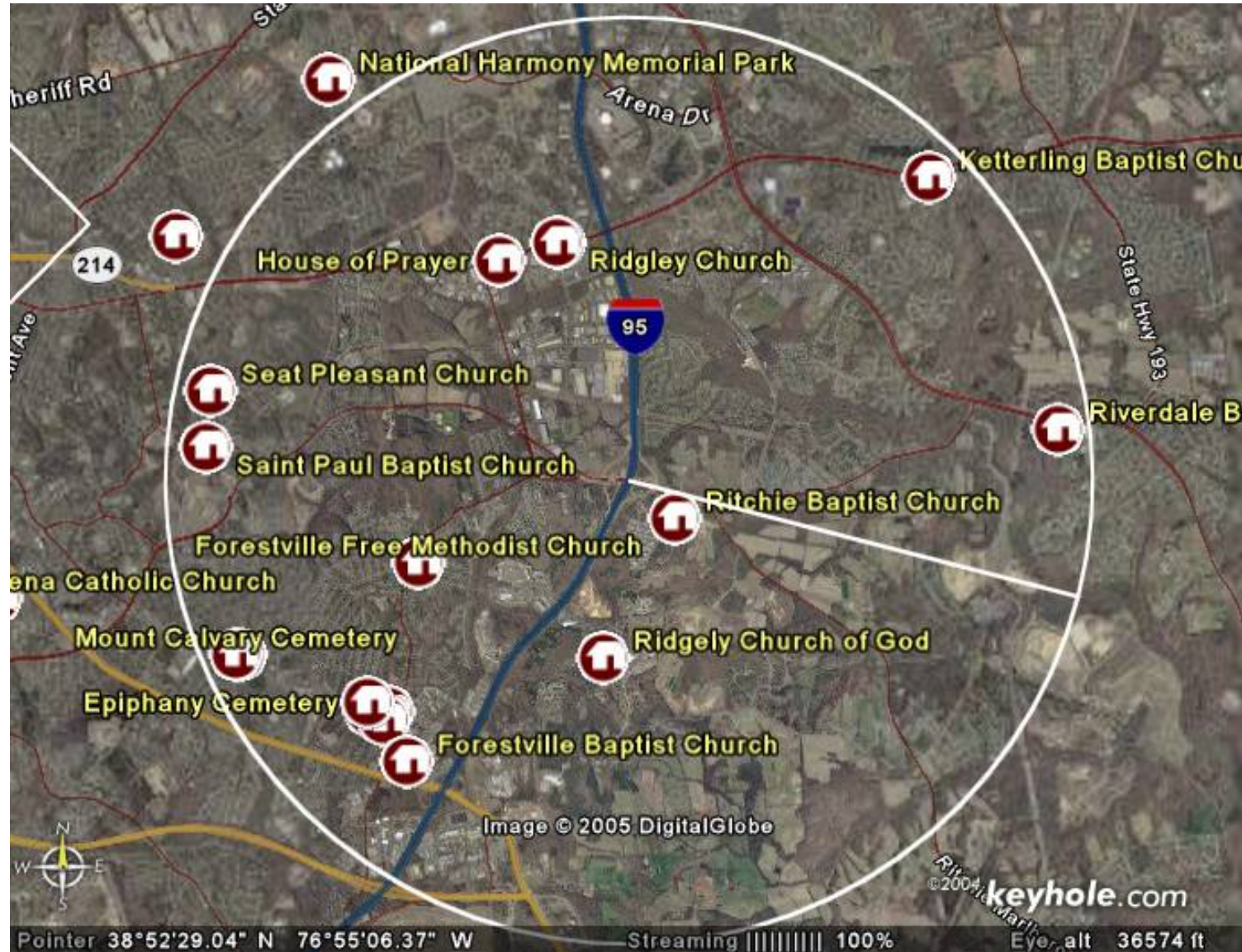
I-95 and Ritchie Marlboro Road Parks (19)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

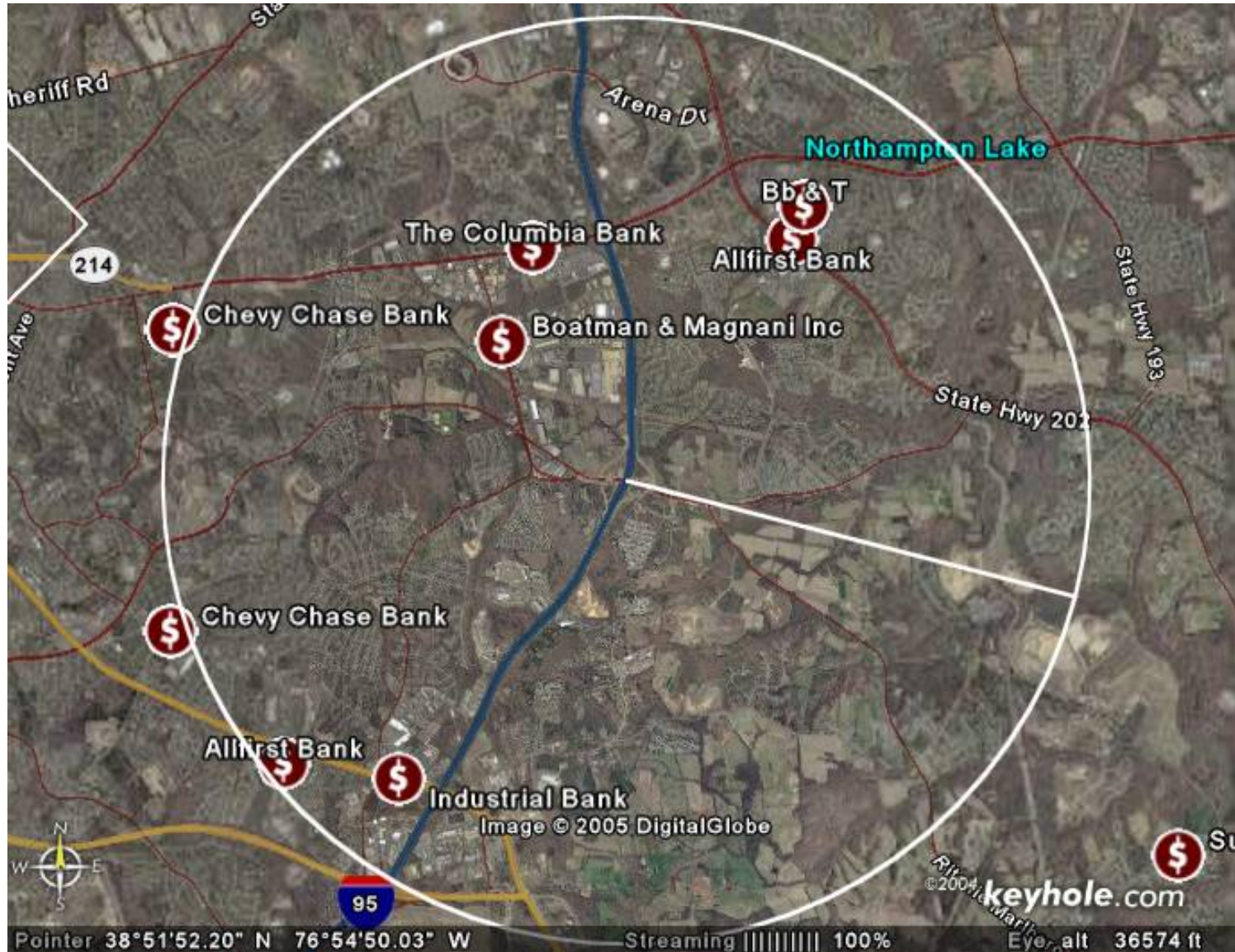
Part 7. Evaluation of Prince George's County
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I-95 and Ritchie Marlboro Road Churches (12)



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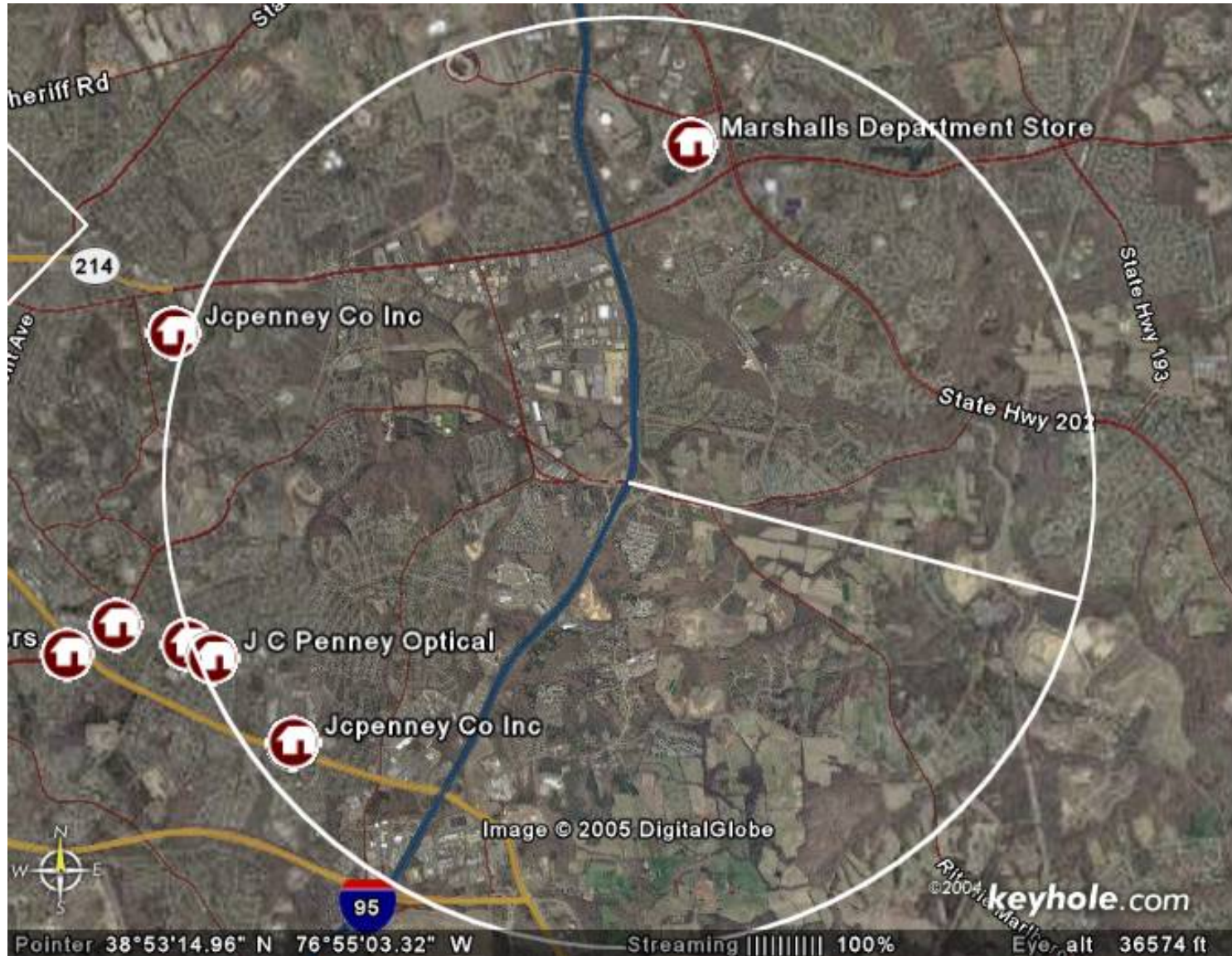
I-95 and Ritchie Marlboro Road Banks (6)



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Potential for Active Adult Communities

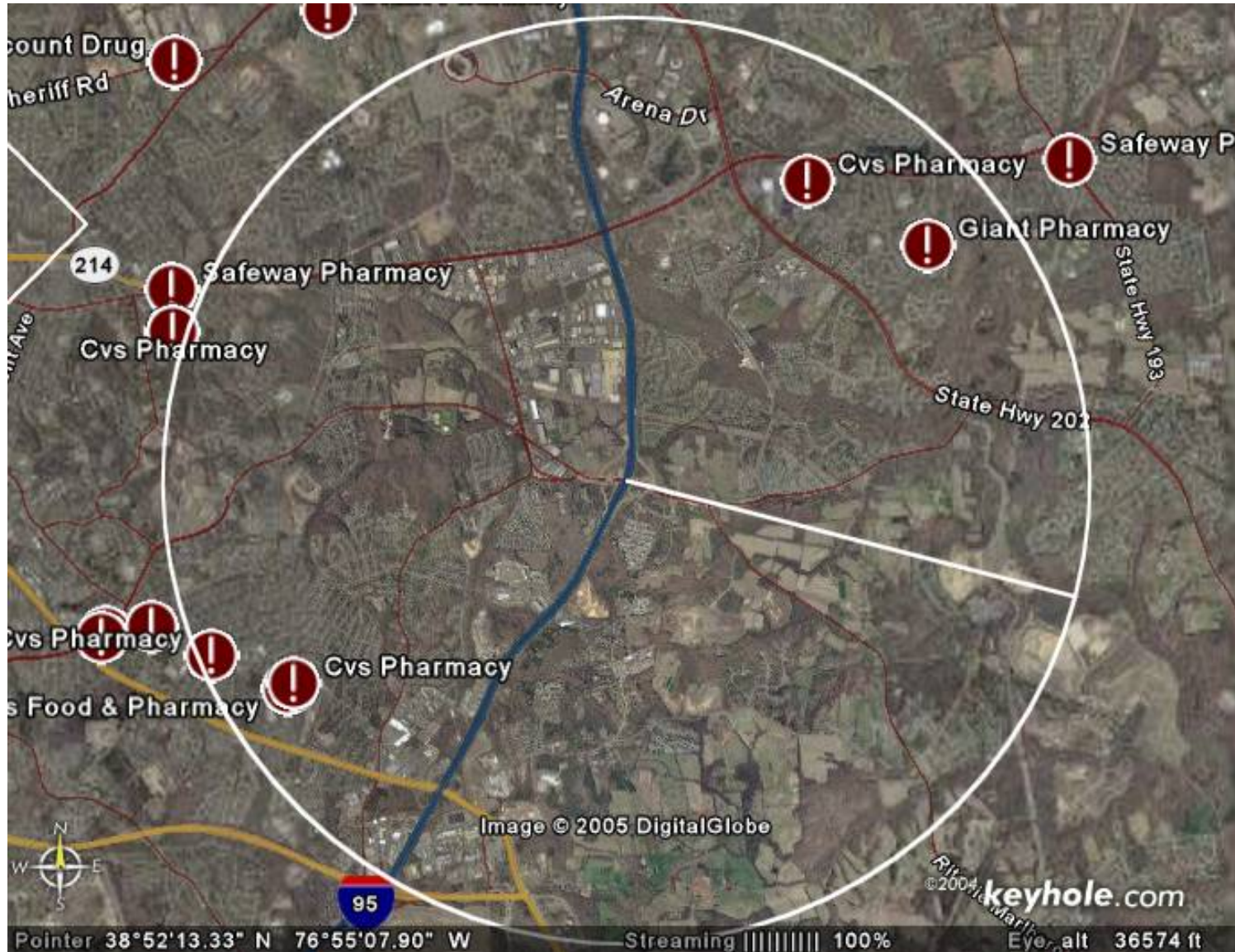
I-95 and Ritchie Marlboro Road Major Retail (3)



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Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

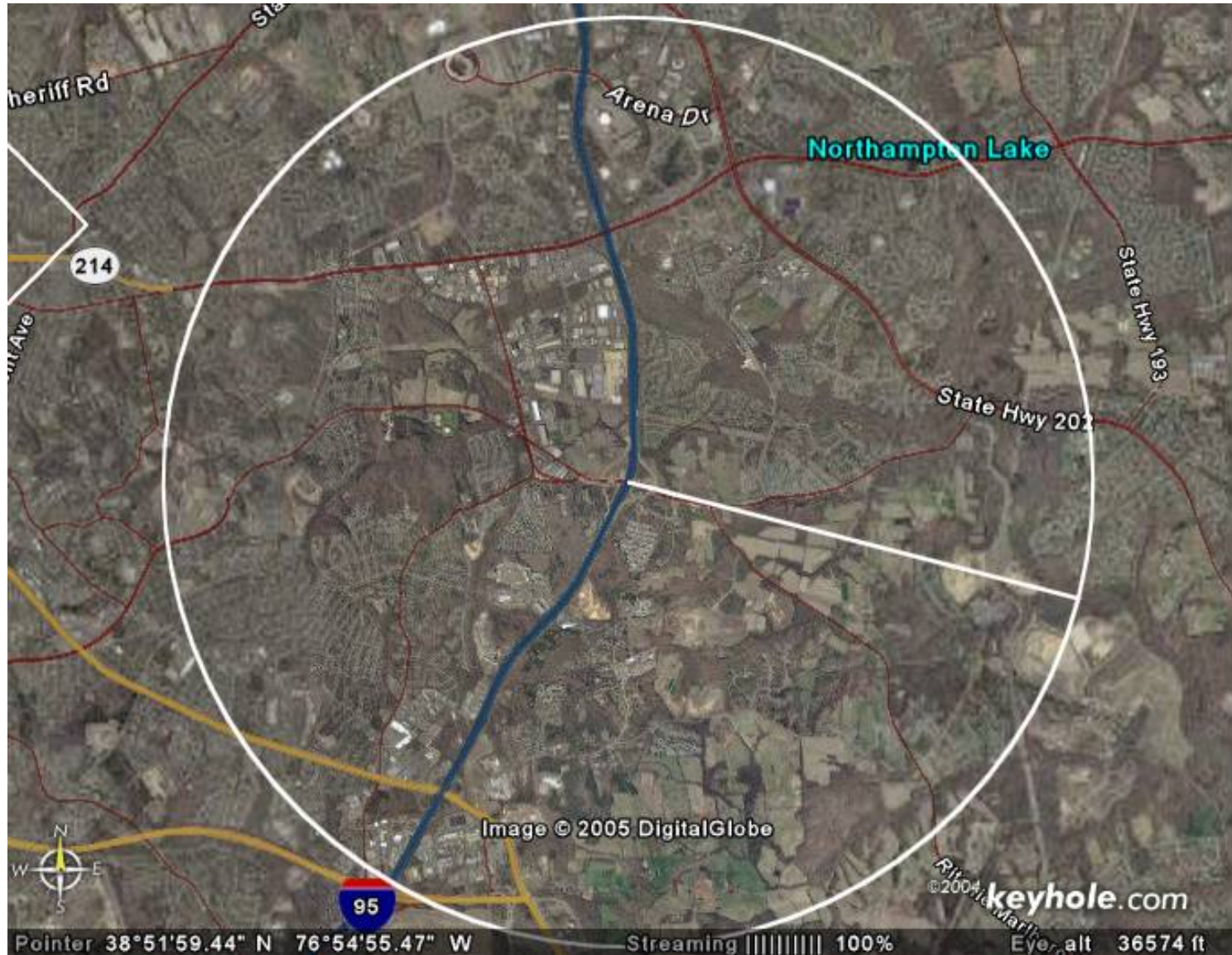
I-95 and Ritchie Marlboro Road Pharmacy (5)



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Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Ritchie Marlboro Road Major Malls (0)



Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

I-95 and Van Dusen
Key Market Area (3-Mile Radius) Encompassed in Location Evaluation
Zip Codes 20707 and 20708

I-95 and Van Dusen
Key Market Area (3-Mile Radius) Encompassed in Location Evaluation
Zip Codes 20707 and 20708

I-95 and Van Dusen
Key Market Area (3-Mile Radius) Encompassed in Location Evaluation
Zip Codes 20707 and 20708



**Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities**

Site Features I-95 and Van Dusen						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage.	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping. Interesting.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5- Lots of opportunity in this area because of the Laurel community, commercial and business areas, and plentiful green spaces. Exciting area of the county with diversity of housing, and some upgrade of poorer quality housing in Laurel.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	5- Good diversity.
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	5- I-95 has high volume traffic: 463,600 at northern end and 446,200 at southern end.
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Good possibilities.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Evaluation of Attributes I-95 and Van Dusen

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	5-Overall, many top quality areas. Some run down, but majority are an asset. New white collar business centers.
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drives.	Between 1 and 5 minute.	1-minute drive and walking distance.	4-76 within 3 miles. One within 3 minutes.
Emergency medical	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drives.	Between 1 and 5 minute.	1-minute drive and walking distance.	3-Laurel Regional Hospital. 2.91 miles, 7 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drives.	Between 6 and 10 minute.	5-minute drive.	4-Laurel Regional Hospital. 2.91 miles, 7 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drives.	Between 6 and 10 minute.	1 to 5 minute drive.	5-Howard University. Within 3 miles.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drives.	Between 4 and 6 minute.	1 to 3 minute drive.	5- I-95 S. 2.55 miles, 4 minutes. Taxi/Limo, Railroad. Within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-Movies, swimming. Within 3 miles.
Cultural opportunities within 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming..	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Laurel Museum, Multiple Country Clubs, Community Rec. Centers, an Aquatics Center, Play House. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	4-Baltimore Washington International. 25.90 miles, 32 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from I-95 and Van Dusen Road, 2009

This table reveals that in 2009 among the age- and home-value-qualified households (home values of \$80,000 or more), there are an estimated 350 households within the PMA likely to move and choose an age-qualified community. There are 21 households with a home valued between \$100,000 and \$199,999; and 328 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

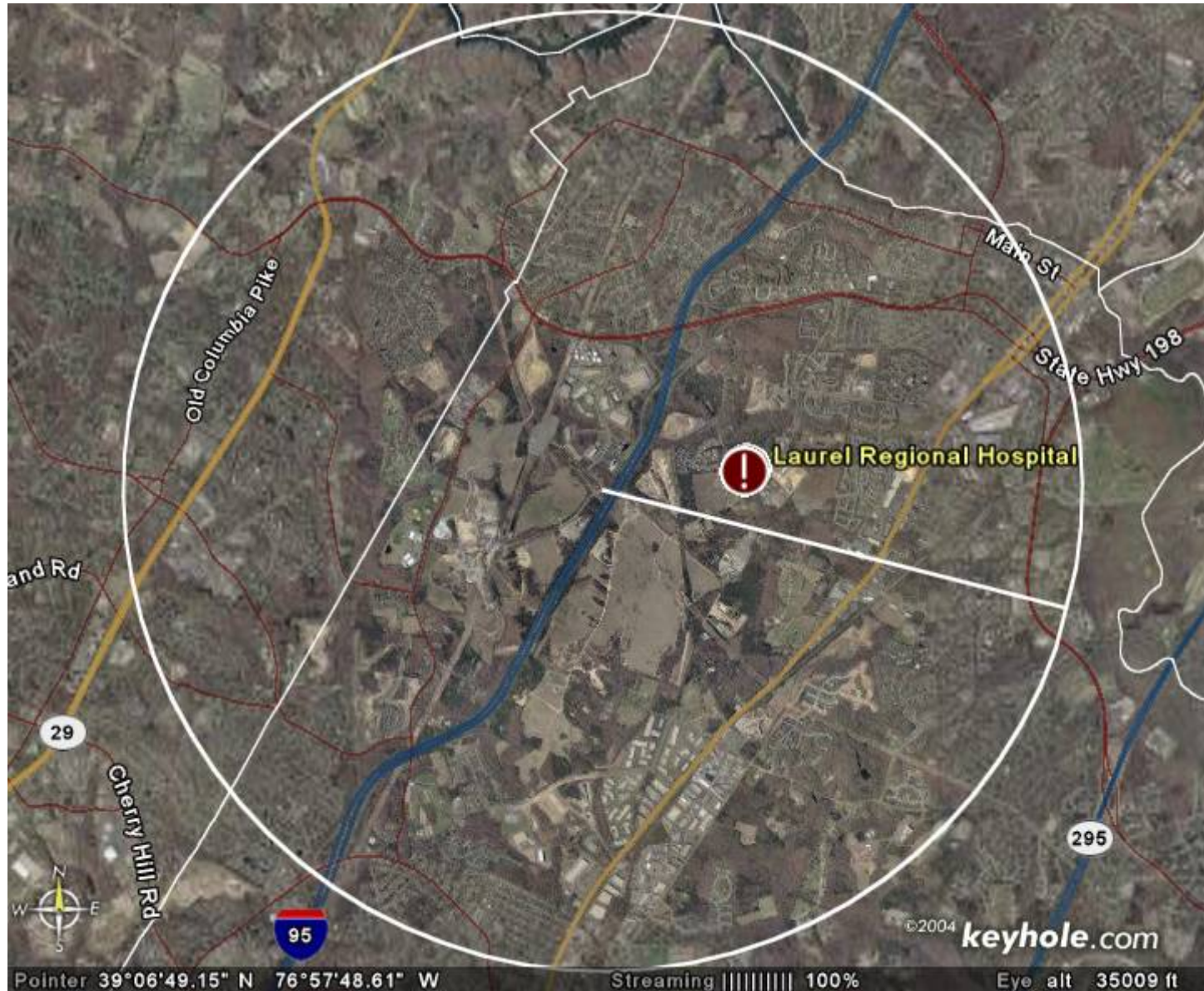
Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
350	21	328

Demand for Active Adult Communities in a 3-Mile Radius from I-95 and Van Dusen Site, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	23,223							
Percent of Age Qualified Households (55-79)	31%							
Number of Age Qualified Households in PMA	7,161.06							
% of Households with a Qualified Existing Home Value	96.5%	0.7%	1.8%	6.4%	26.5%	52.2%	5.5%	3.3%
Number of Age- and Home-Value-Qualified Households	12,602	97	231	841	3,459	6,820	721	433
Percentage of Households Likely to Move Annually (U.S.)	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Number of Households Likely to Move Annually	1,210	9	22	81	332	655	69	42
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,089	8	20	73	299	589	62	37
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	267	2	5	18	73	144	15	9

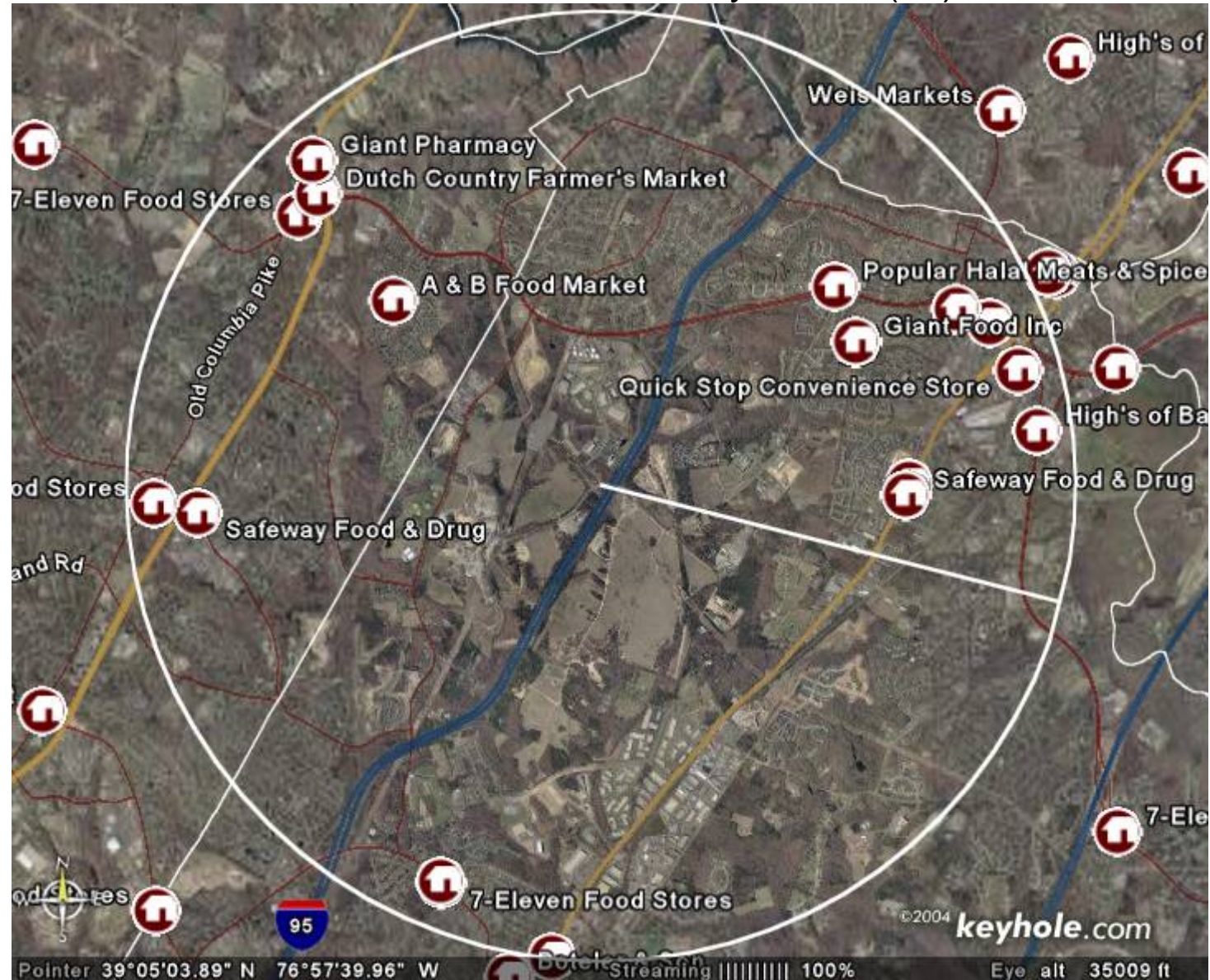
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Van Dusen Hospital and Fire (2)



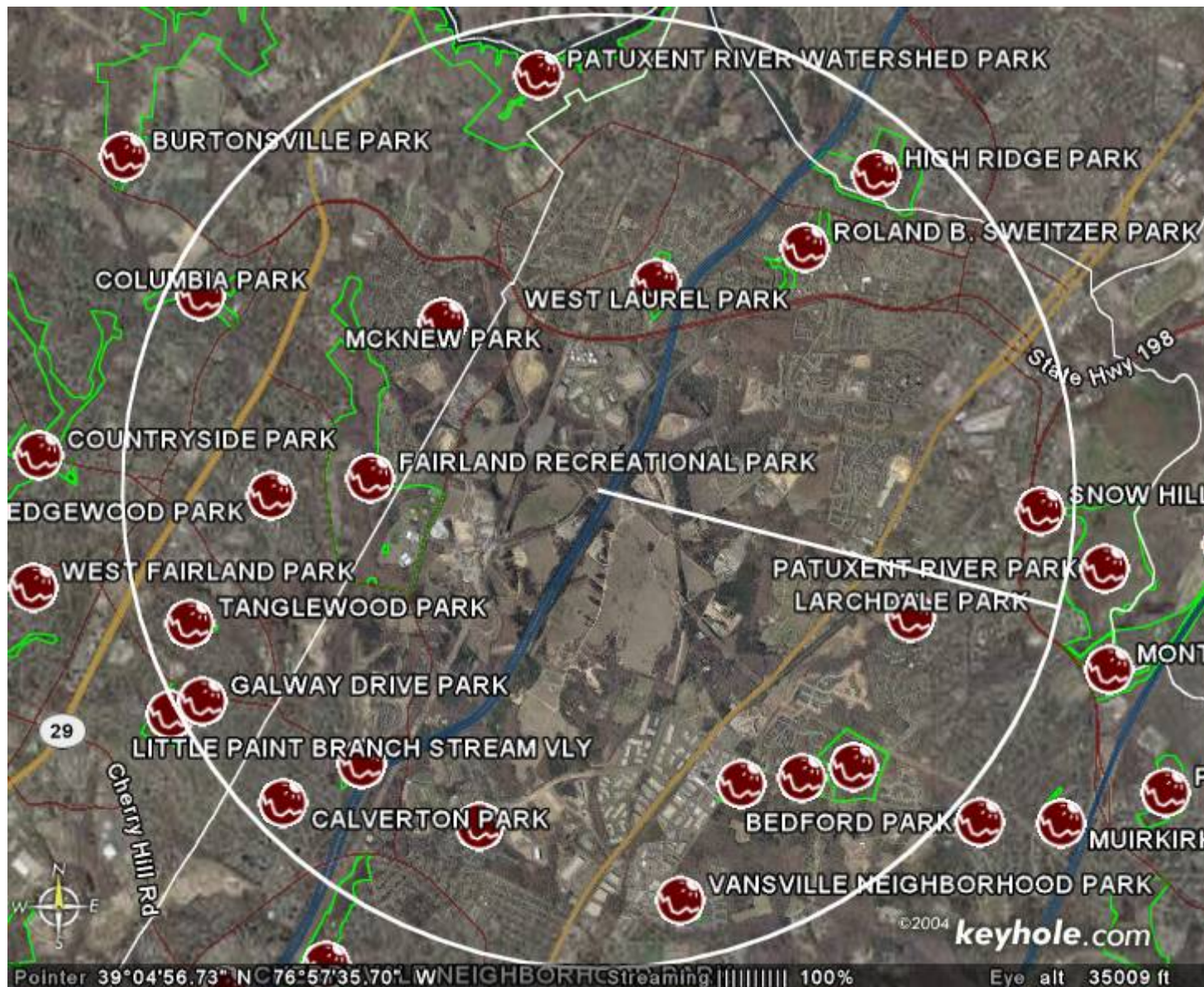
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Van Dusen Grocery Stores (16)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Van Dusen Parks (20)



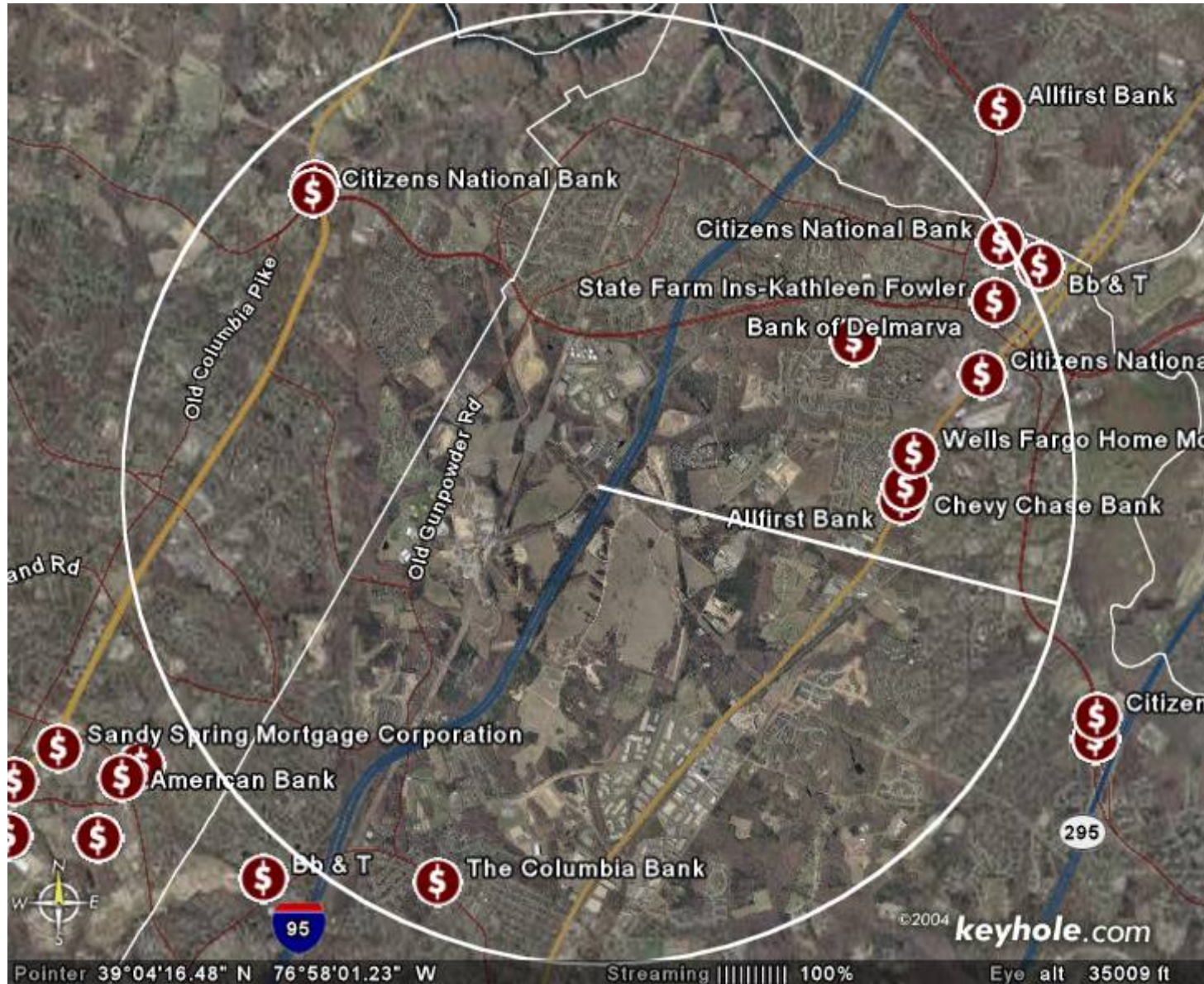
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Van Dusen Churches (26)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

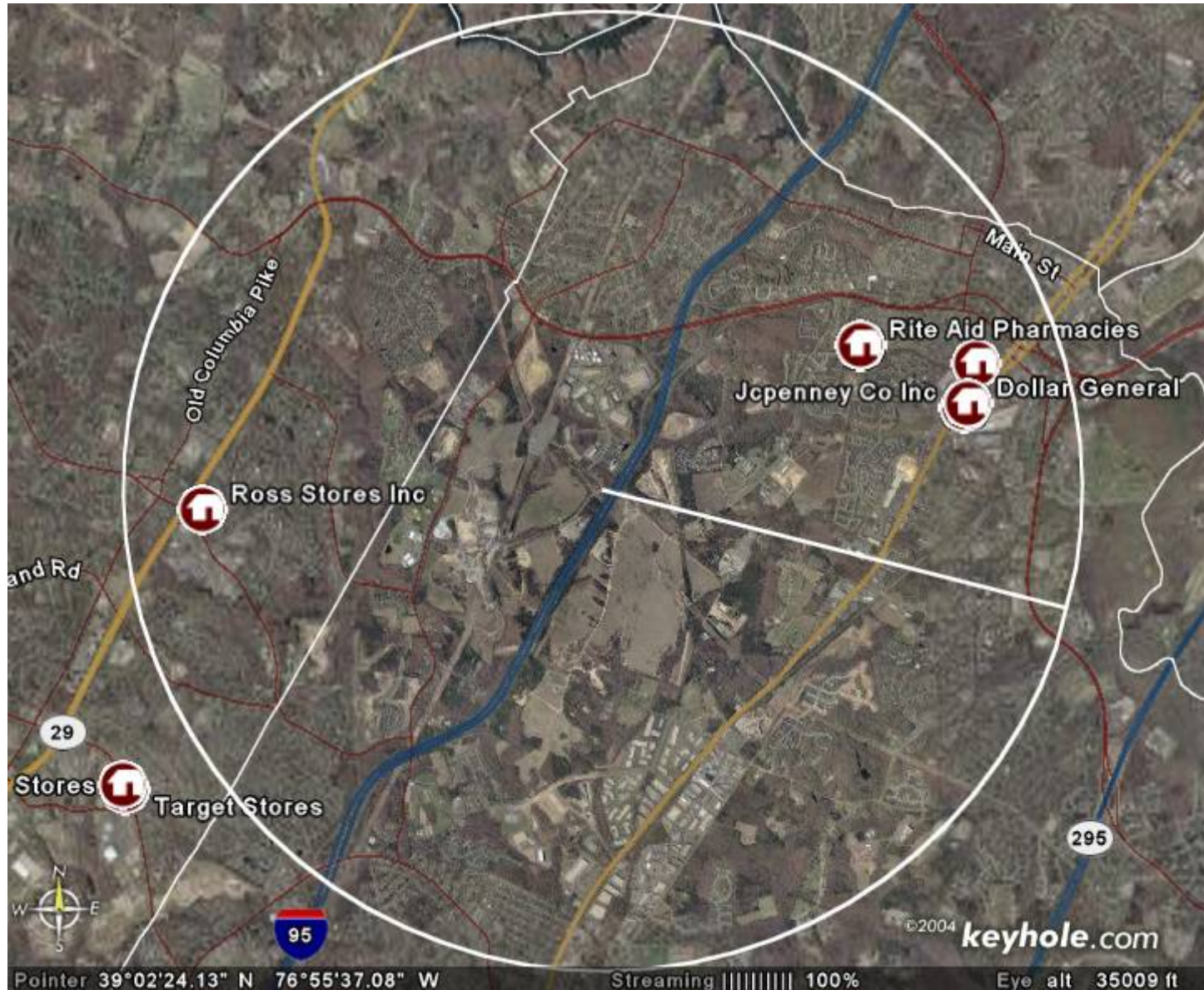
I-95 and Van Dusen Banks (8)



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Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

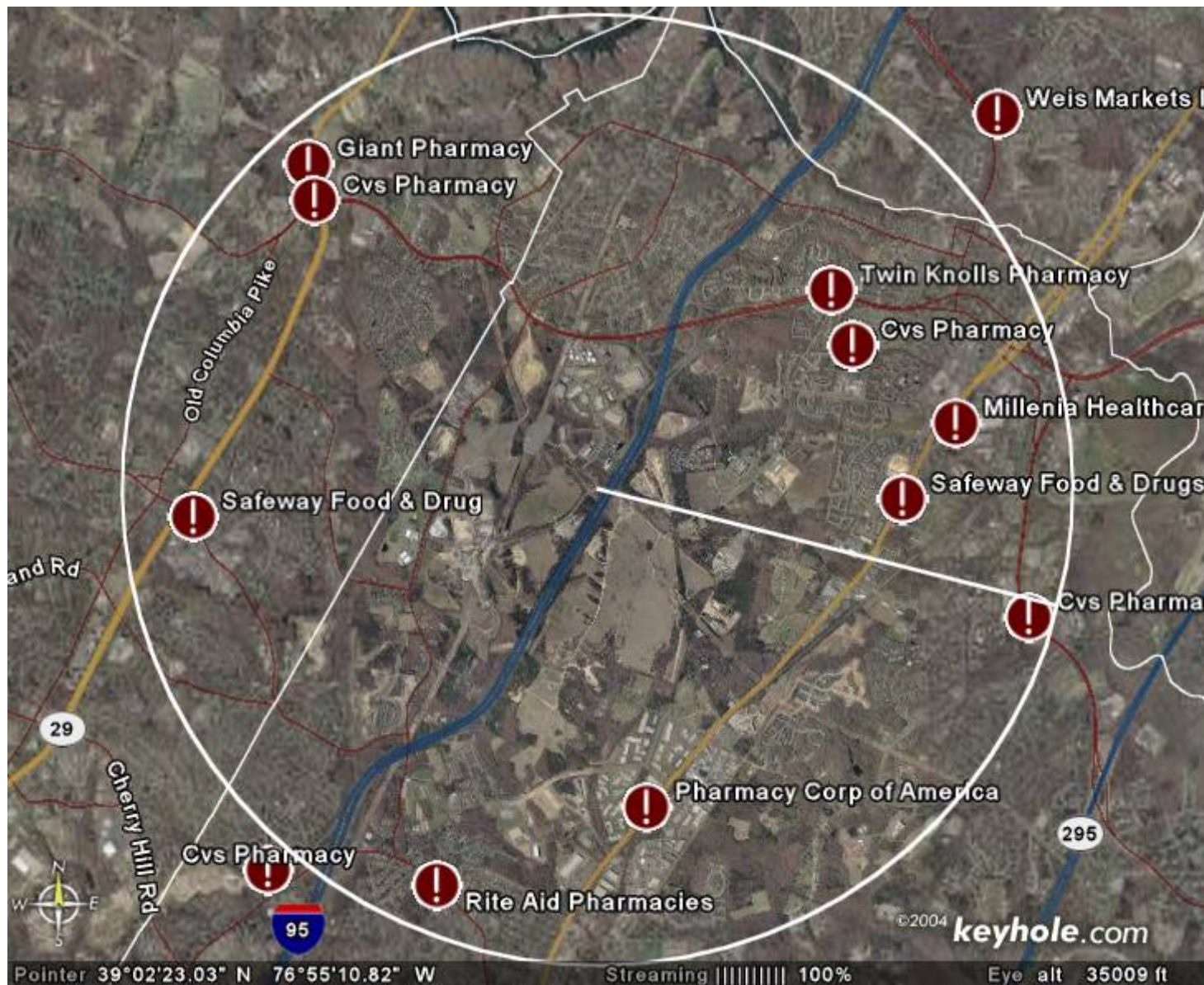
I-95 and Van Dusen Major Retail (5)



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Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

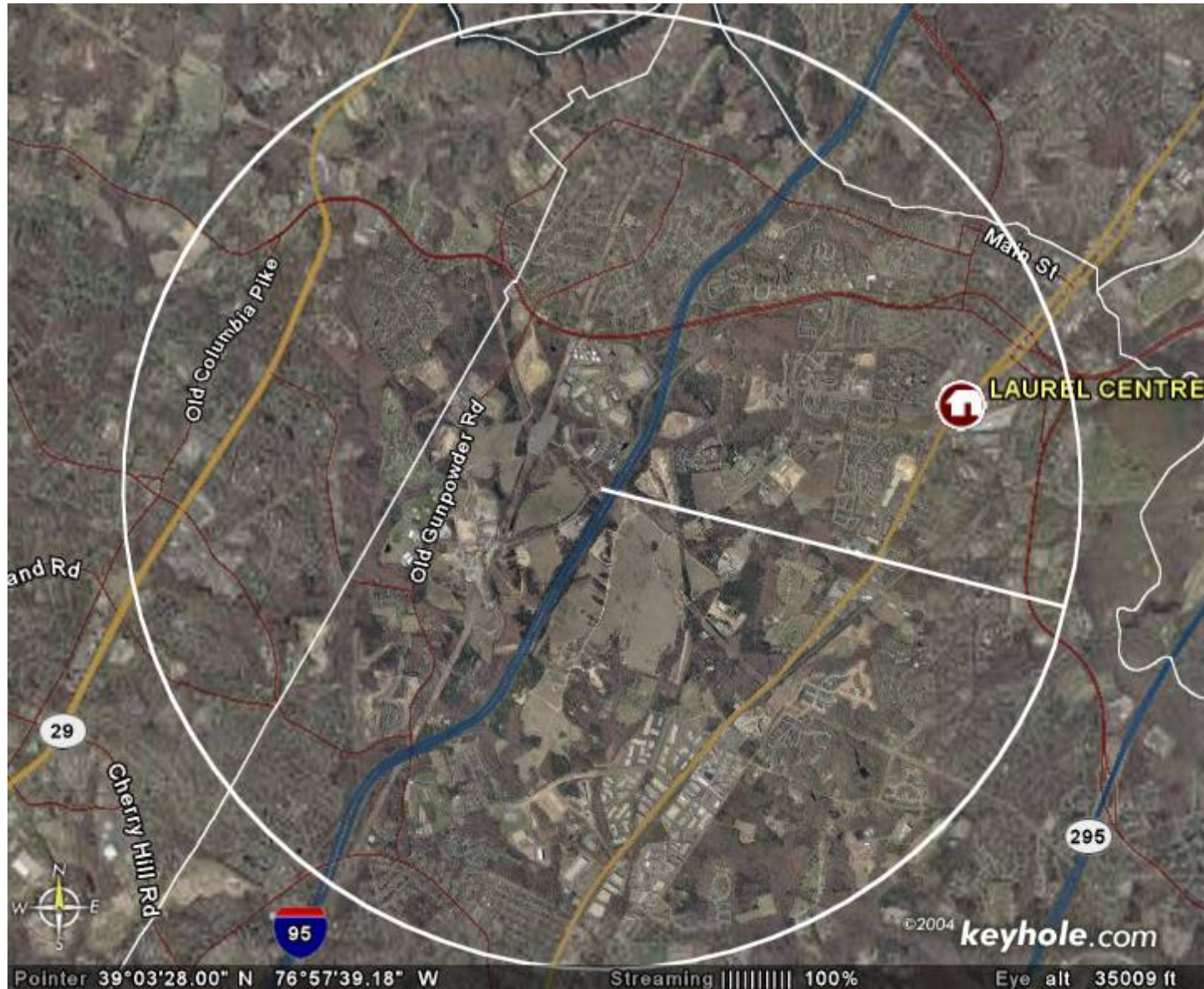
I-95 and Van Dusen Pharmacy (10)



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Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

I-95 and Van Dusen Major Malls (1)



Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Key Market Area (3-Mile Radius) Encompassed in Location Evaluation Zip Codes 20744 and 20735



**Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities**

Site Features Indian Head Highway and Fort Washington Road						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage.	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping. Interesting.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5- This is a nice area. It has an old-style, established feel of quality to it. Shopping centers are older, but busy. The size and scale of the commercial areas are comfortable. Nothing too large.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	5- Lovely. Good hills, trees, water.
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	5- Indian Head has high volume traffic: 45,475 at southern end and 141,325 at northern end.
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Good possibilities.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Evaluation of Attributes of Indian Head and Fort Washington Area

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	4- Older. Some businesses would be a C-grade. They are older and are not as well-kept as others. Homes vary from top-line to small, old.
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minute.	1-minute drive and walking distance.	5-25 within 3 miles. One within 1 minute.
Emergency medical	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drives.	Between 1 and 5 minute.	1-minute drive and walking distance.	4-Fort Washington Medical Center. 1.54 miles, 4 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drives.	Between 6 and 10 minute.	5-minute drive.	5-Fort Washington Medical Center. 1.54 miles, 4 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drives.	Between 6 and 10 minute.	1 to 5 minute drive.	1-Strayer University. 11.83 miles, 23 minutes.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drives.	Between 4 and 6 minute.	1 to 3 minute drive.	2- I-95 S. 5.81 miles, 14 minutes. Bus. Within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-Martial Arts, Archery, Stables, Yoga, Rec. Centers. Within 3 miles.
Cultural opportunities with 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming.	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Art Museums, Dance. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	5-Ronald Reagan National. 12.17 miles, 26 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Indian Head Highway and Fort Washington Road, 2009

This table reveals that in 2009 among the age- and home-value qualified households (home values of \$80,000 or more), there are an estimated 263 households within the PMA likely to move and choose an age-qualified community. There are 4 households with a home valued between \$100,000 and \$199,999; and 242 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
247	4	242

Demand for Active Adult Communities in a 3-Mile Radius from Indian Head Highway and Fort Washington Road, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	13,673							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	4,216.22							
% of Households with a Qualified Existing Home Value	99.1%	0.4%	0.3%	1.3%	8.1%	54.0%	20.1%	14.9%
Number of Age- and Home-Value-Qualified Households	11,670	45	29	158	951	6,361	2,368	1,758
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	1,120	4	3	15	91	611	227	169
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,008	4	3	14	82	550	205	152
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	247	1	1	3	20	135	50	37

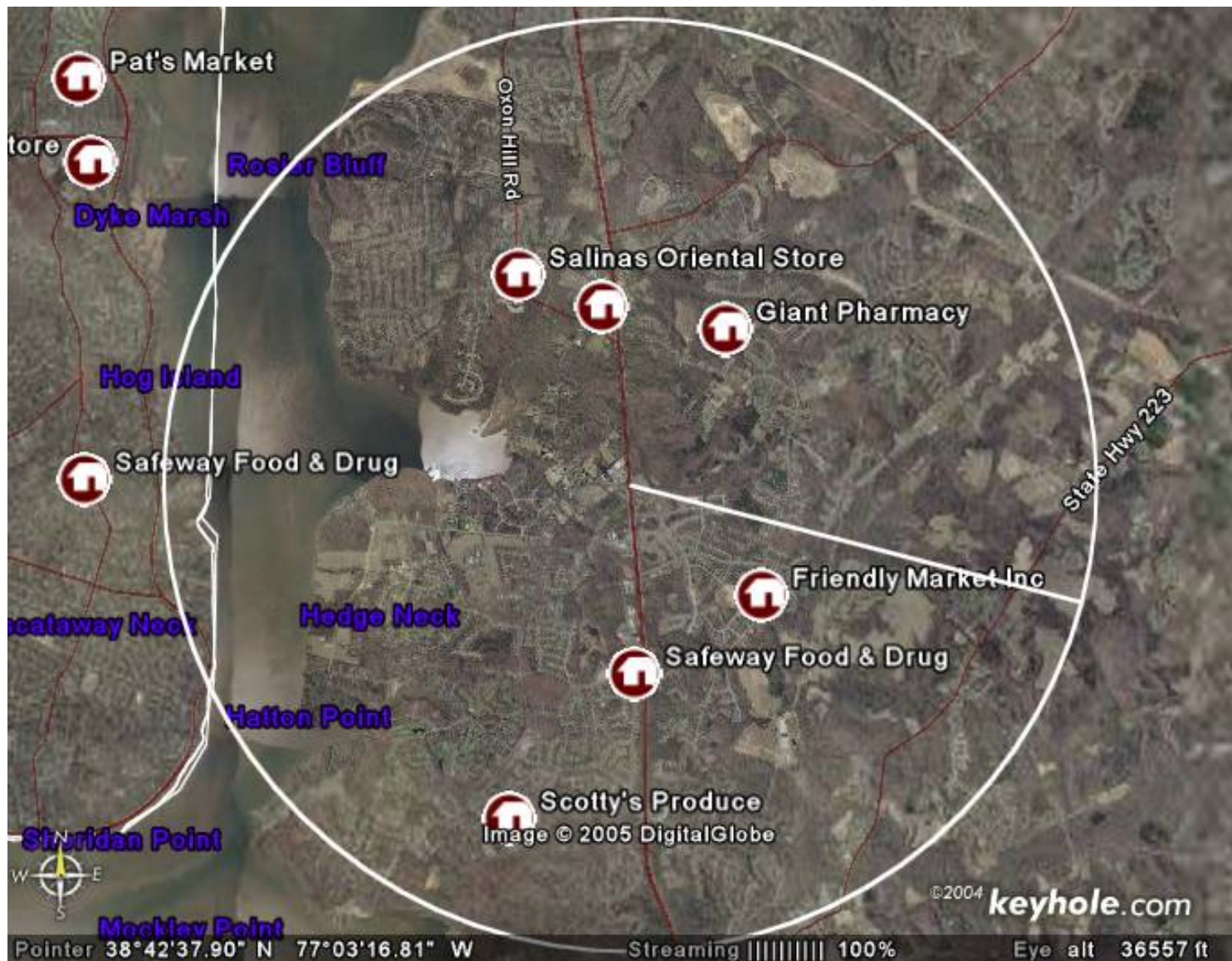
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Hospital and Fire (0)



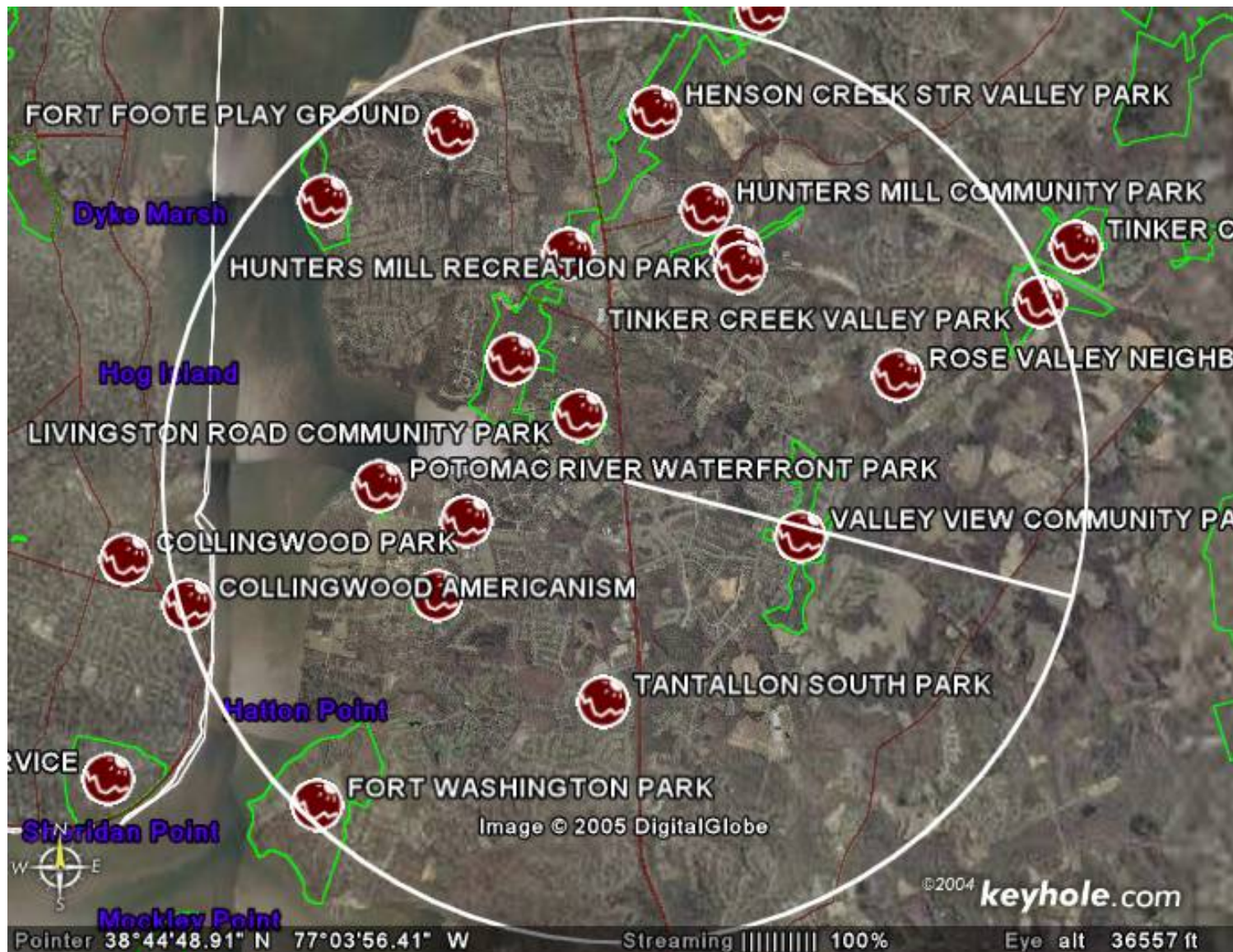
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Grocery Stores (5)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Parks (13)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Churches (12)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Banks (4)



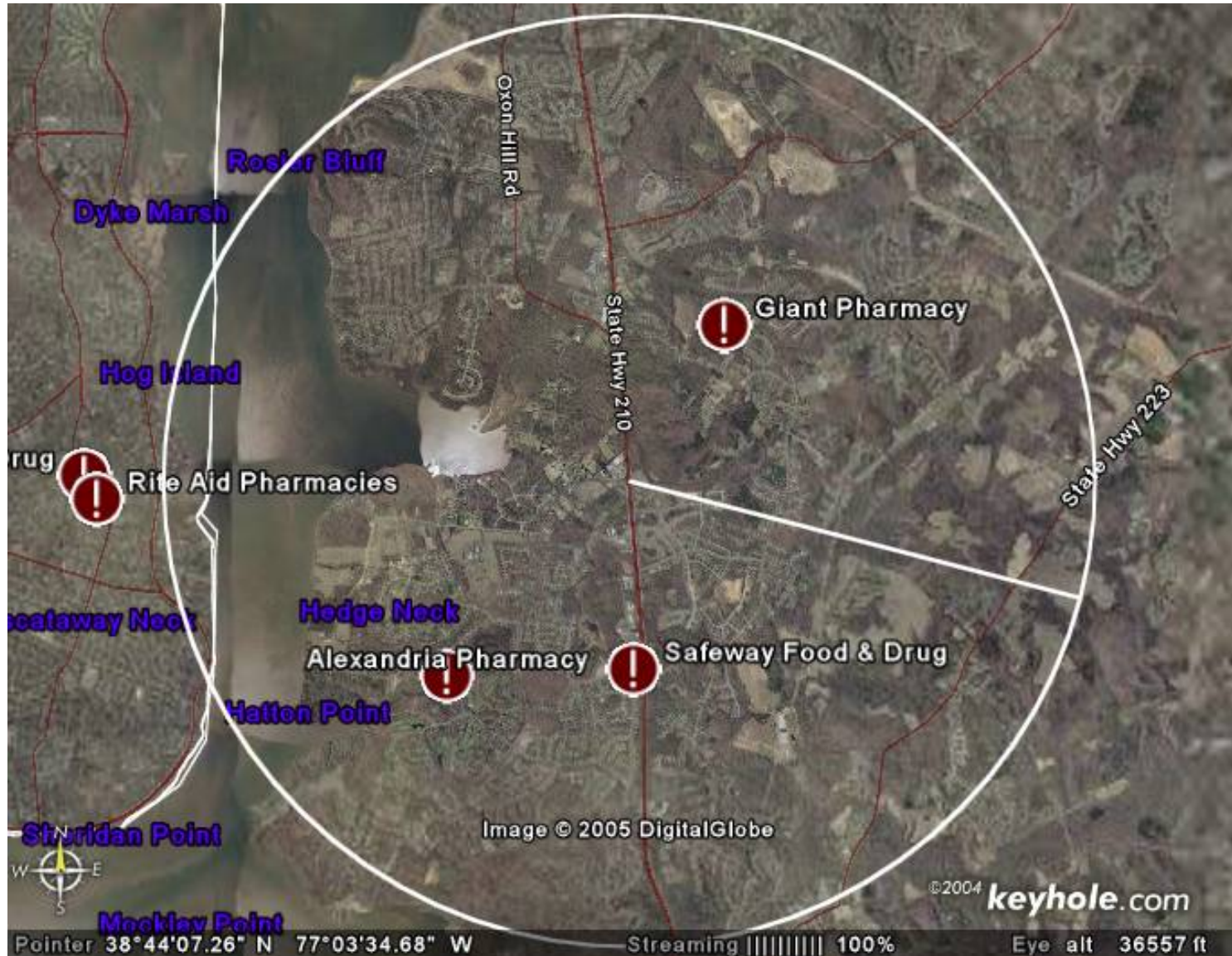
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Major Retail (0)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Pharmacy (3)



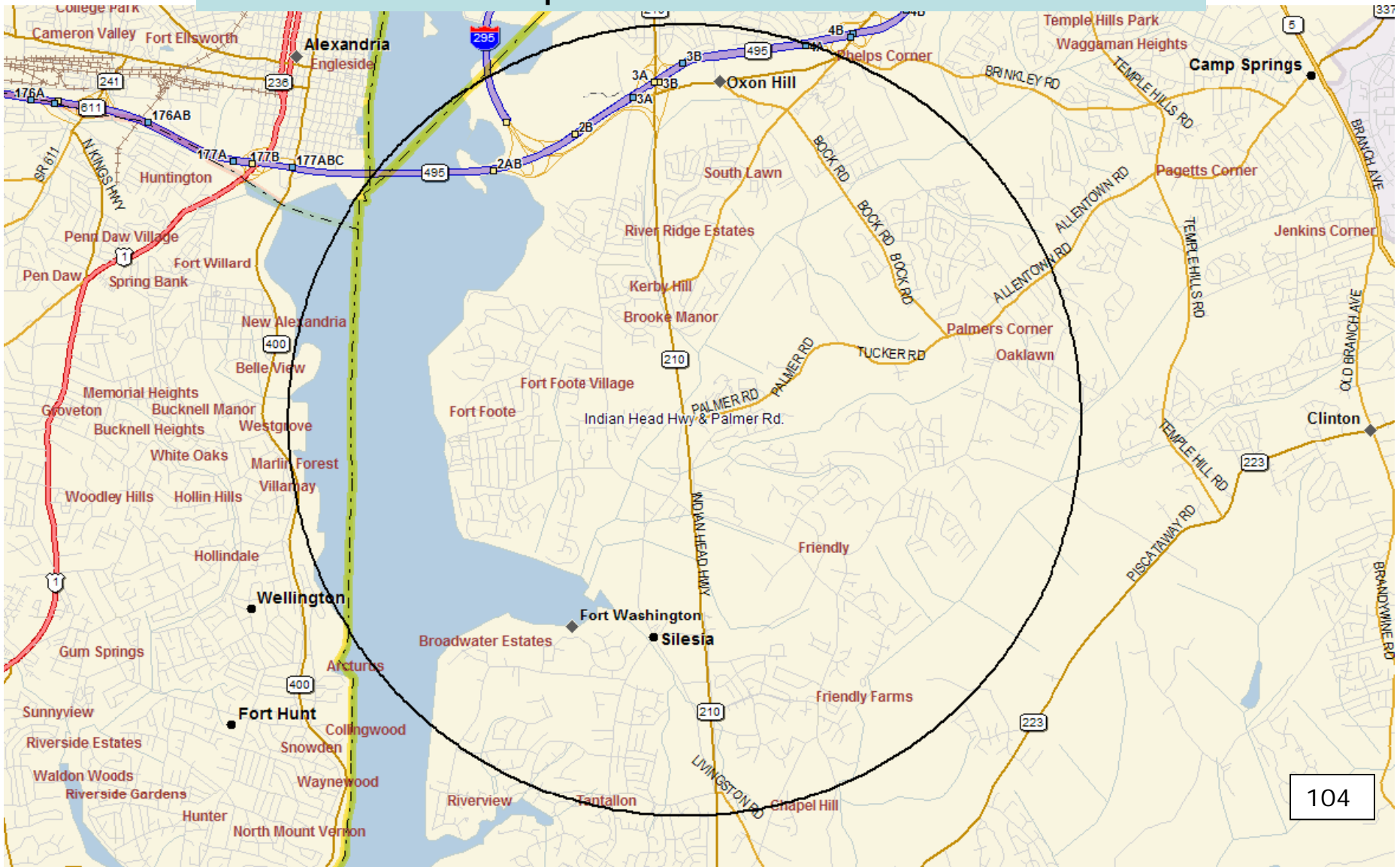
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Fort Washington Road Major Malls (0)



Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Indian Head Highway and Palmer Road Key Market Area (3-Mile Radius) Encompassed in Location Evaluation Zip Codes 20744 and 20745



**Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities**

Site Features Indian Head Highway and Palmer Road						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage.	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping. Interesting.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5- Rolling hills, nice trees, new development in area.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	5
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	4- 57375
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Good possibilities.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Evaluation of Attributes of Indian Head Highway and Palmer Road

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	4- Some older, but overall, good quality homes.
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1 minute drive and walking distance.	5-48 within 3 miles. Closest within 1 minute.
Emergency medical	More than 12-minute drive	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1 minute drive and walking distance.	3-Fort Washington Hospital. 3.1 miles, 7 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	5 minute drive.	4-Fort Washington Hospital. 3.1 miles, 7 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	1 to 5 minute drive.	3-George Washington University. 7.13 miles, 15 minutes.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drive.	Between 4 and 6 minutes.	1 to 3 minute drive.	3- I-95 3.8 miles, 9 minutes. 5 public transit systems within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-Equestrian, skating, community center. Within 3 miles.
Cultural opportunities within 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming.	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Dancing, art gallery. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	5-Ronald Reagan National. 10.12 miles, 21 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Indian Head Highway and Palmer Road, 2009

This table reveals that in 2009 among the age and home-value qualified households (home values of \$80,000 or more), there are an estimated 263 households within the PMA likely to move and choose an age-qualified community. There are 7 households with a home valued between \$100,000 and \$199,999; and 253 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
263	7	253

Demand for Active Adult Communities in a 3-Mile Radius from Indian Head Highway and Palmer Road, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	15,681							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	4,835.41							
% of Households with a Qualified Existing Home Value	99.2%	0.9%	0.5%	2.4%	14.5%	56.1%	15.5%	9.4%
Number of Age- and Home-Value-Qualified Households	12,425	107	61	304	1,813	7,032	1,936	1,172
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	1,193	10	6	29	174	675	186	113
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,074	9	5	26	157	608	167	101
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	263	2	1	6	38	149	41	25

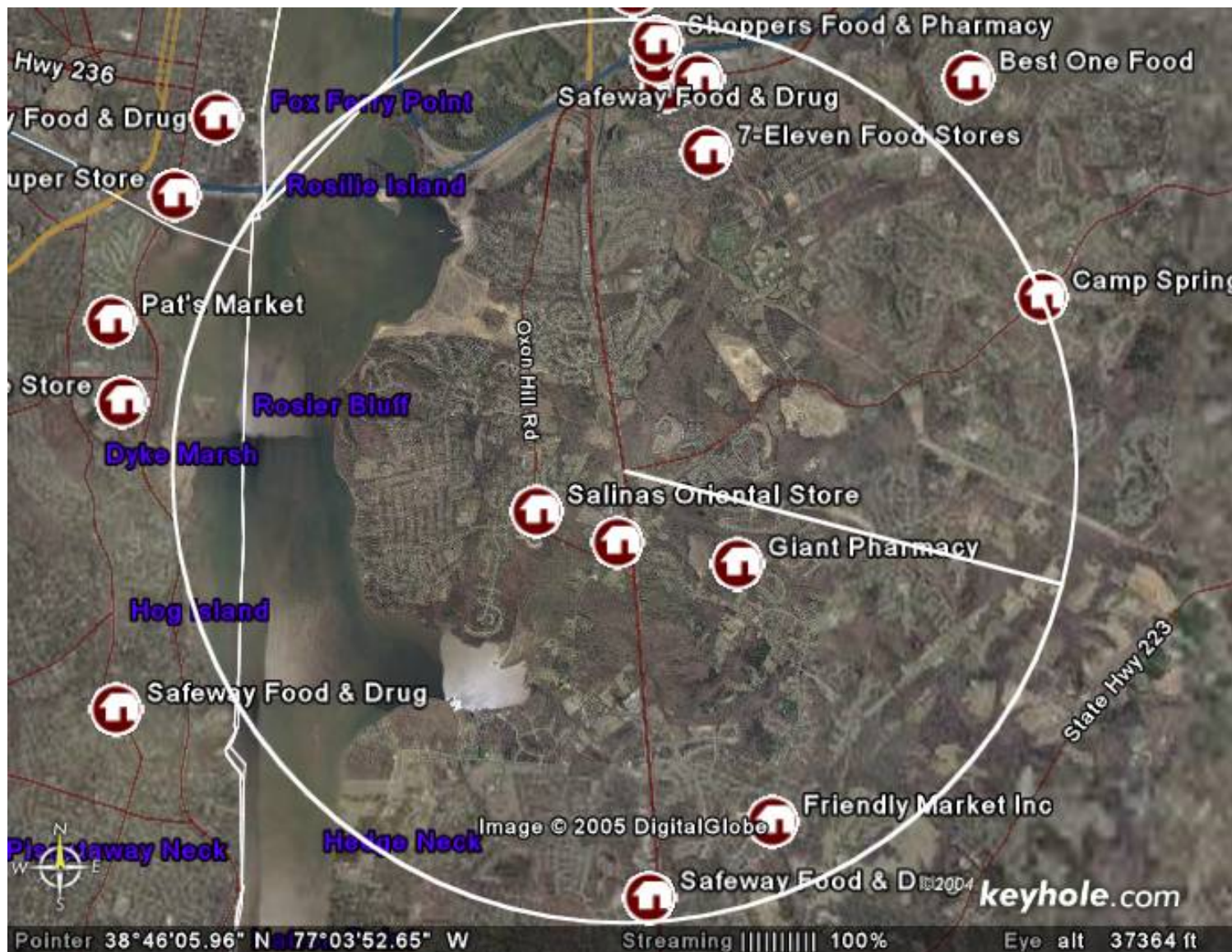
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Hospital and Fire (0)



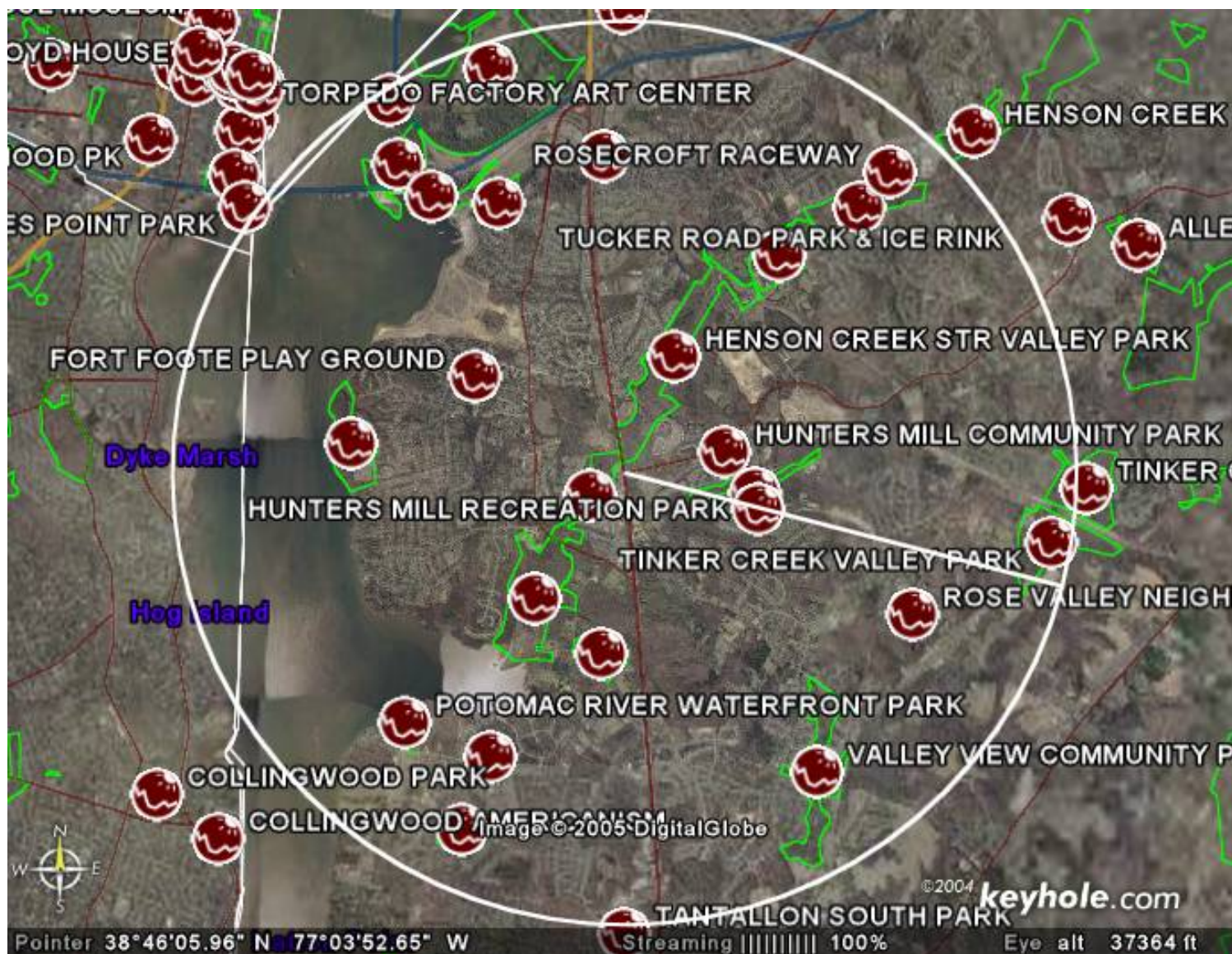
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Grocery Stores (10)



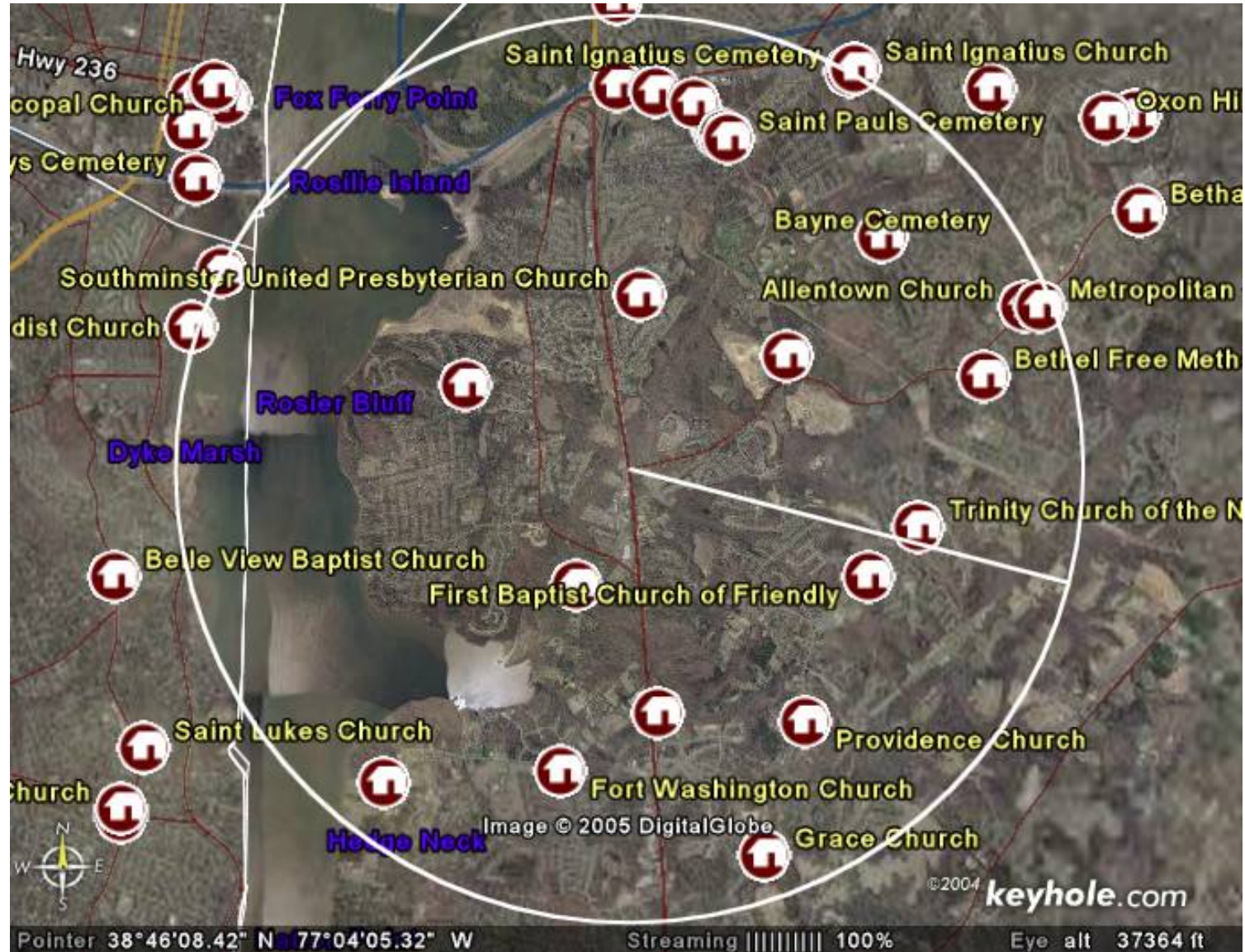
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Parks (25)



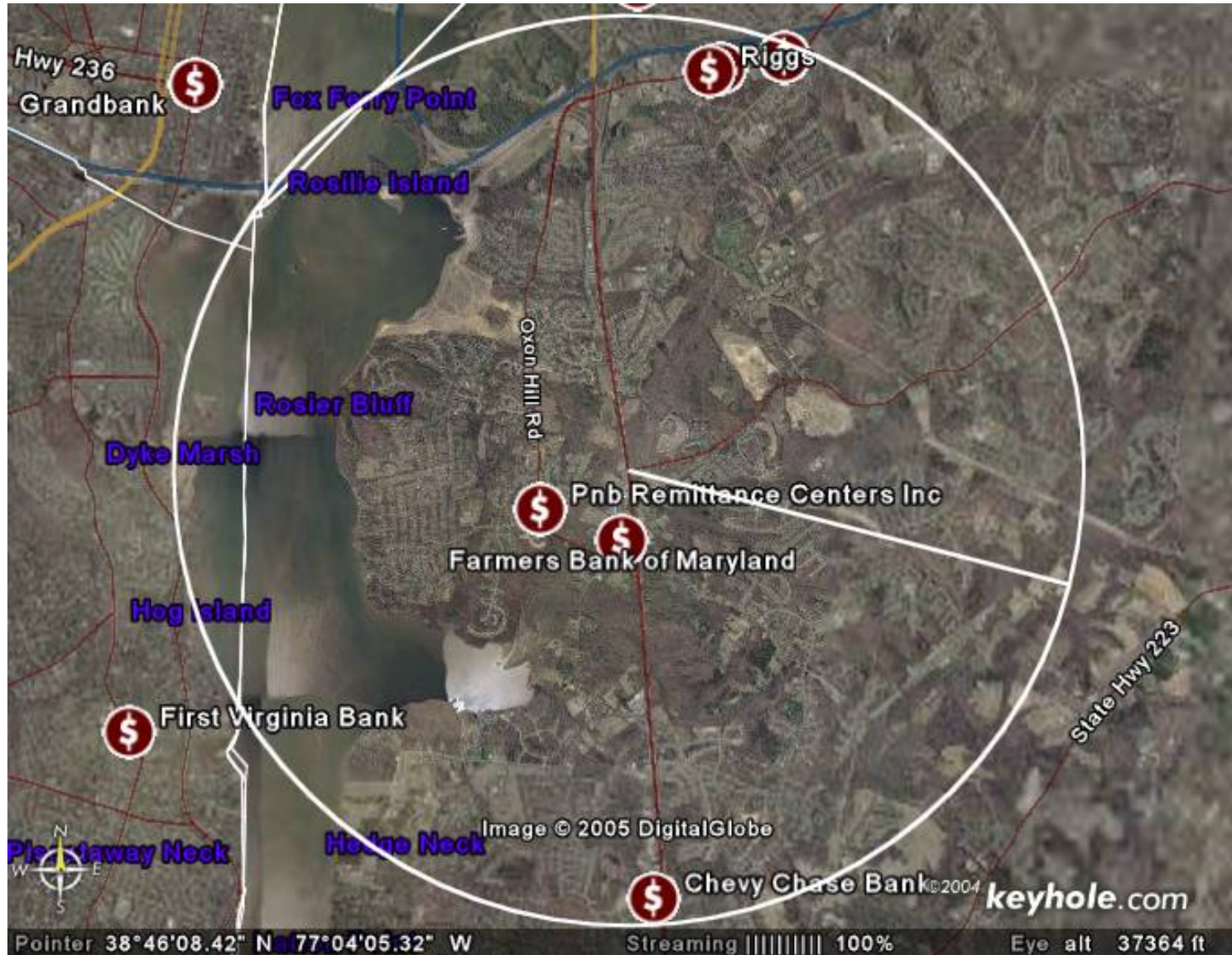
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Churches (18)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Banks (6)



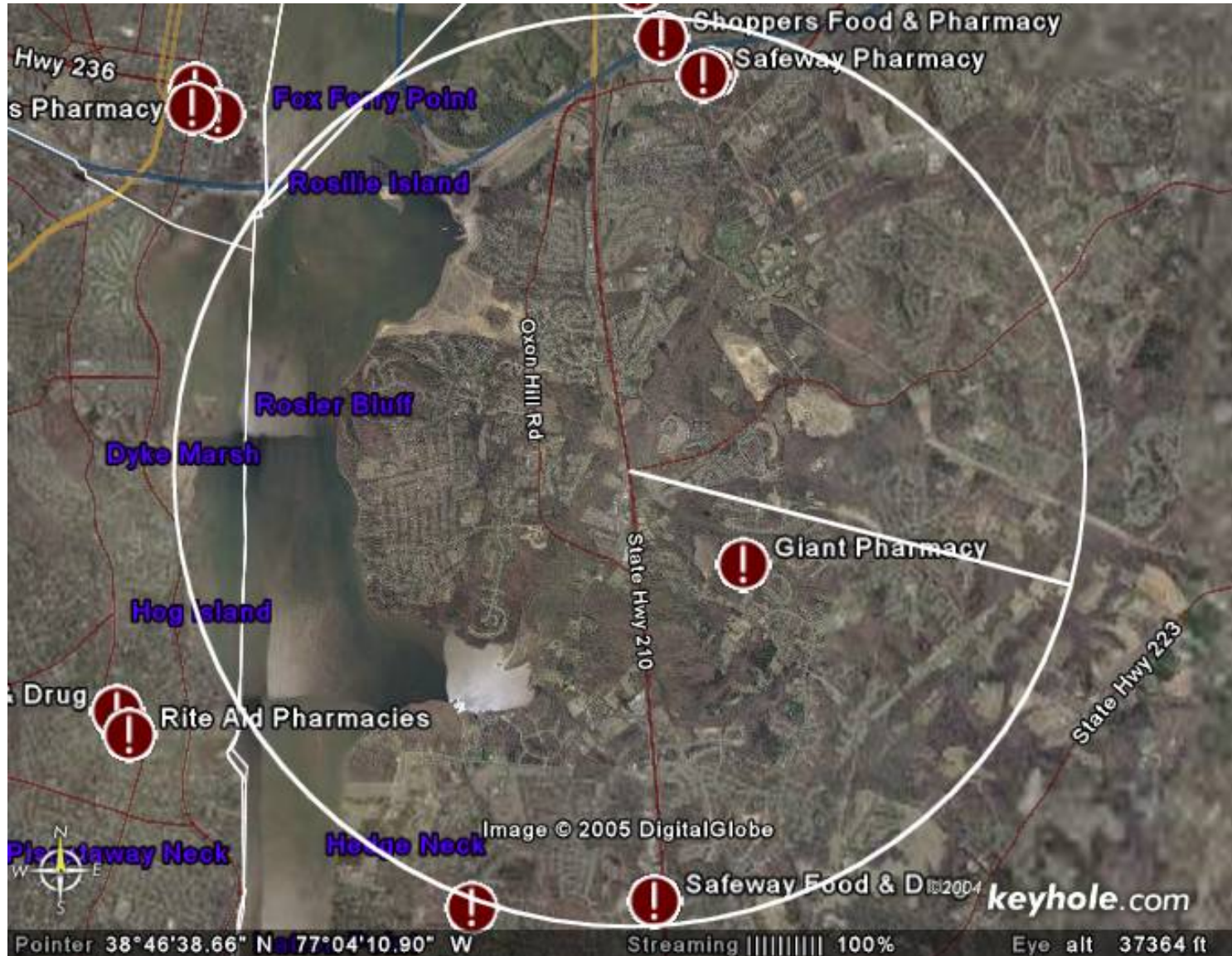
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Major Retail (1)



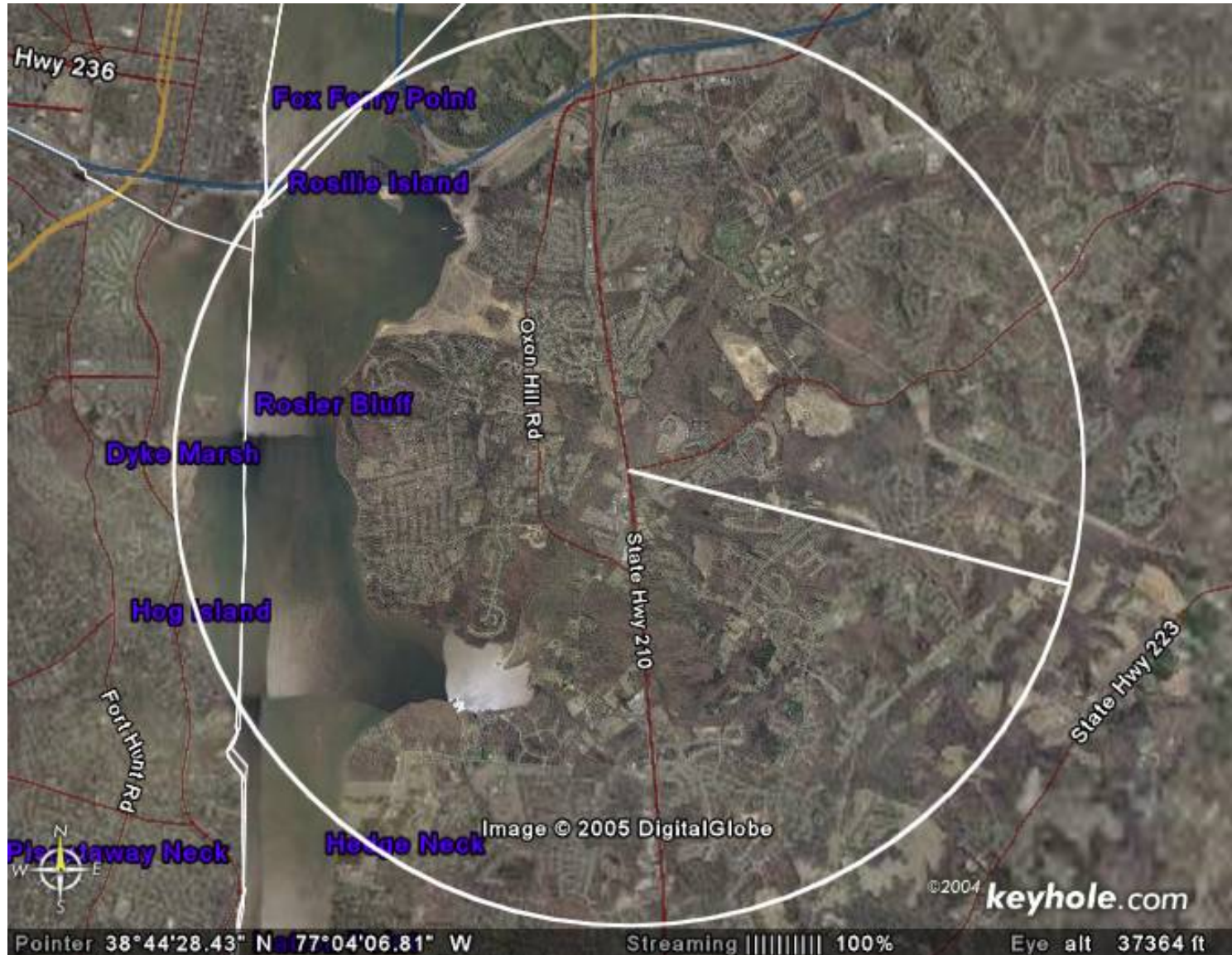
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Pharmacy (5)



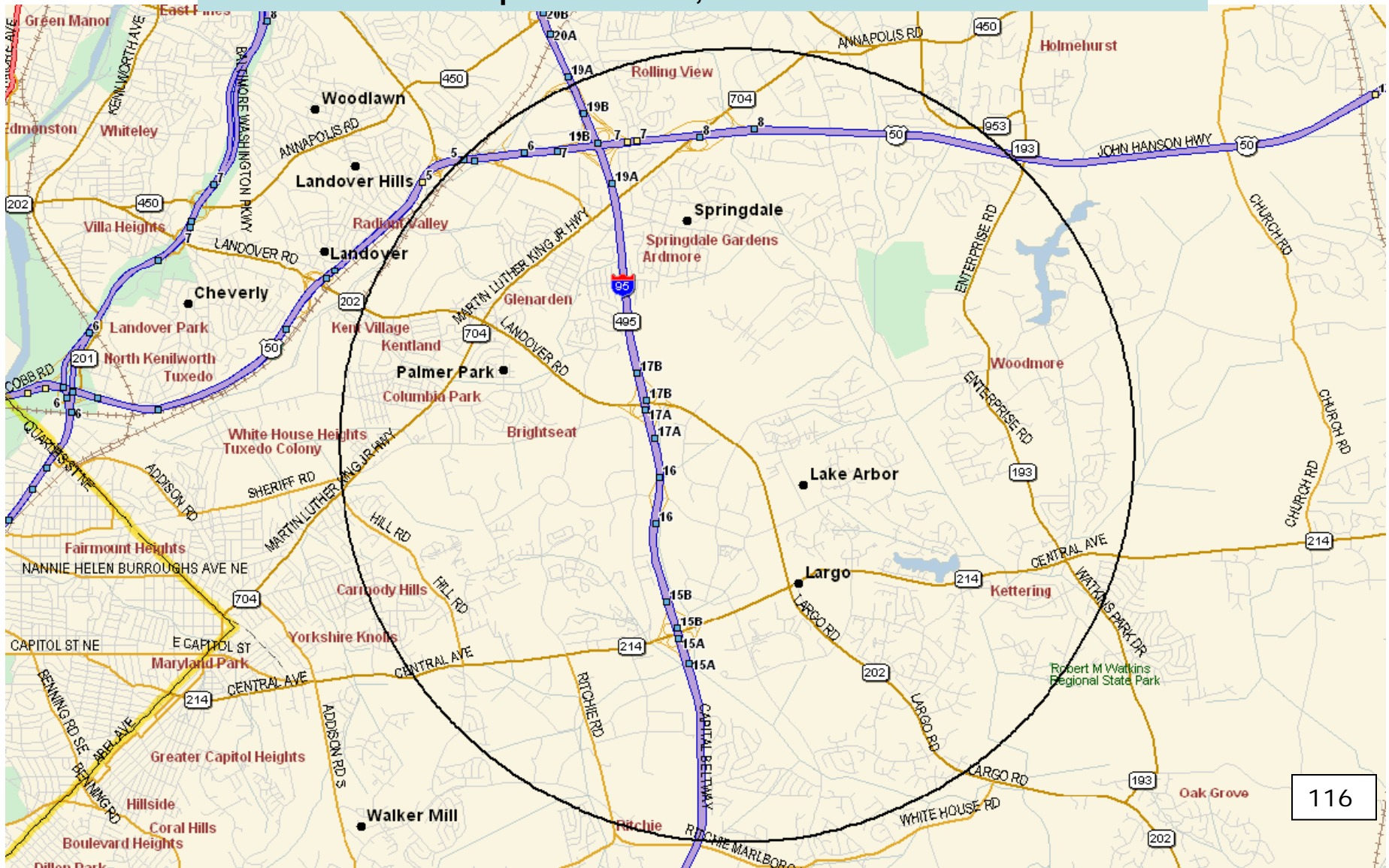
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Indian Head Highway and Palmer Road Major Malls (0)



Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

**Largo Road and Lottsford Road
Key Market Area (3-Mile Radius) Encompassed in Location Evaluation
Zip Codes 20785, 20743 and 20774**



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Site Features Largo Road and Lottsford Road						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage.	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping. Interesting.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5- Great area. Nice terrain. Upscale feel.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	5- Nice gentle rolls with flat areas.
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	4- 42775
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Good possibilities.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Evaluation of Attributes of Largo Road and Lottsford Road

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	5- Some impressive homes. Good variety
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1-minute drive and walking distance.	4-60 within 3 miles. Closest within 2 minutes.
Emergency medical	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1-minute drive and walking distance.	4-Landover Surgi-Center Inc. 0.62 miles, 2 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	5-minute drive.	5-Landover Surgi-Center Inc. 0.62 miles, 2 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	1 to 5 minute drive.	5-Prince George's Community College. 1.75 miles, 5 minutes.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drive.	Between 4 and 6 minutes.	1 to 3 minute drive.	4- I-95 2.29 miles, 6 minutes. 13 public transit systems within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-US Air Arena, skating, community center. Within 3 miles.
Cultural opportunities with 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming.	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Dancing, art gallery, museum. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	5-Ronald Reagan National. 19 miles, 27 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Largo Road and Lottsford Road, 2009

This table reveals that in 2009 among the age and home-value qualified households (home values of \$80,000 or more), there are an estimated 455 households within the PMA likely to move and choose an age-qualified community. There are 3 households with a home valued between \$100,000 and \$199,999; and 343 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

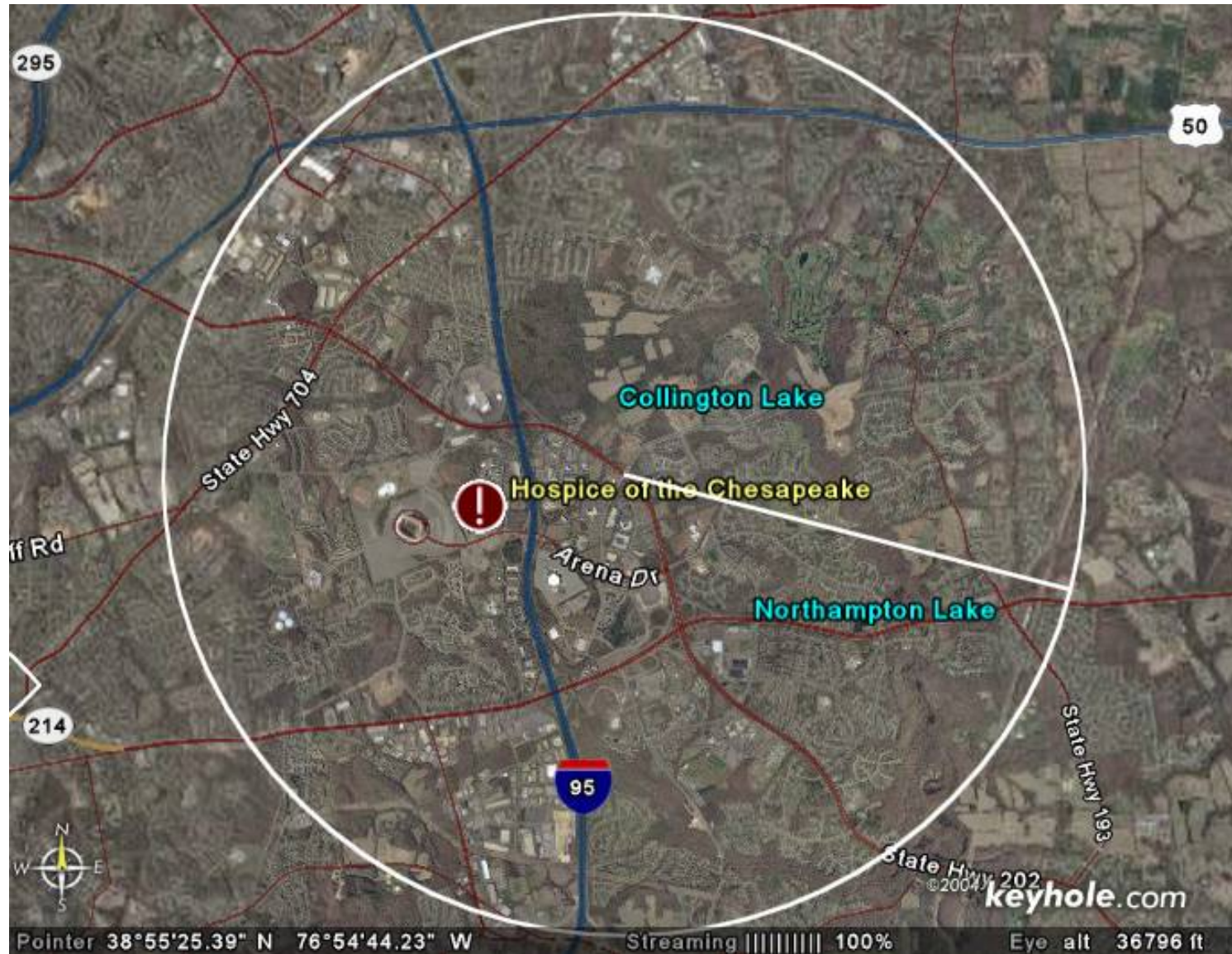
Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
455	64	390

Demand for Active Adult Communities in a 3-Mile Radius from Largo Road and Lottsford Road, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	31,634							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	9,754.69							
% of Households with a Qualified Existing Home Value	99.1%	0.3%	1.6%	12.2%	19.9%	40.8%	15.5%	8.8%
Number of Age- and Home-Value-Qualified Households	21,505	67	355	2,641	4,314	8,862	3,357	1,909
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	2,064	6	34	254	414	851	322	183
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,858	6	31	228	373	766	290	165
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	455	1	8	56	91	188	71	40

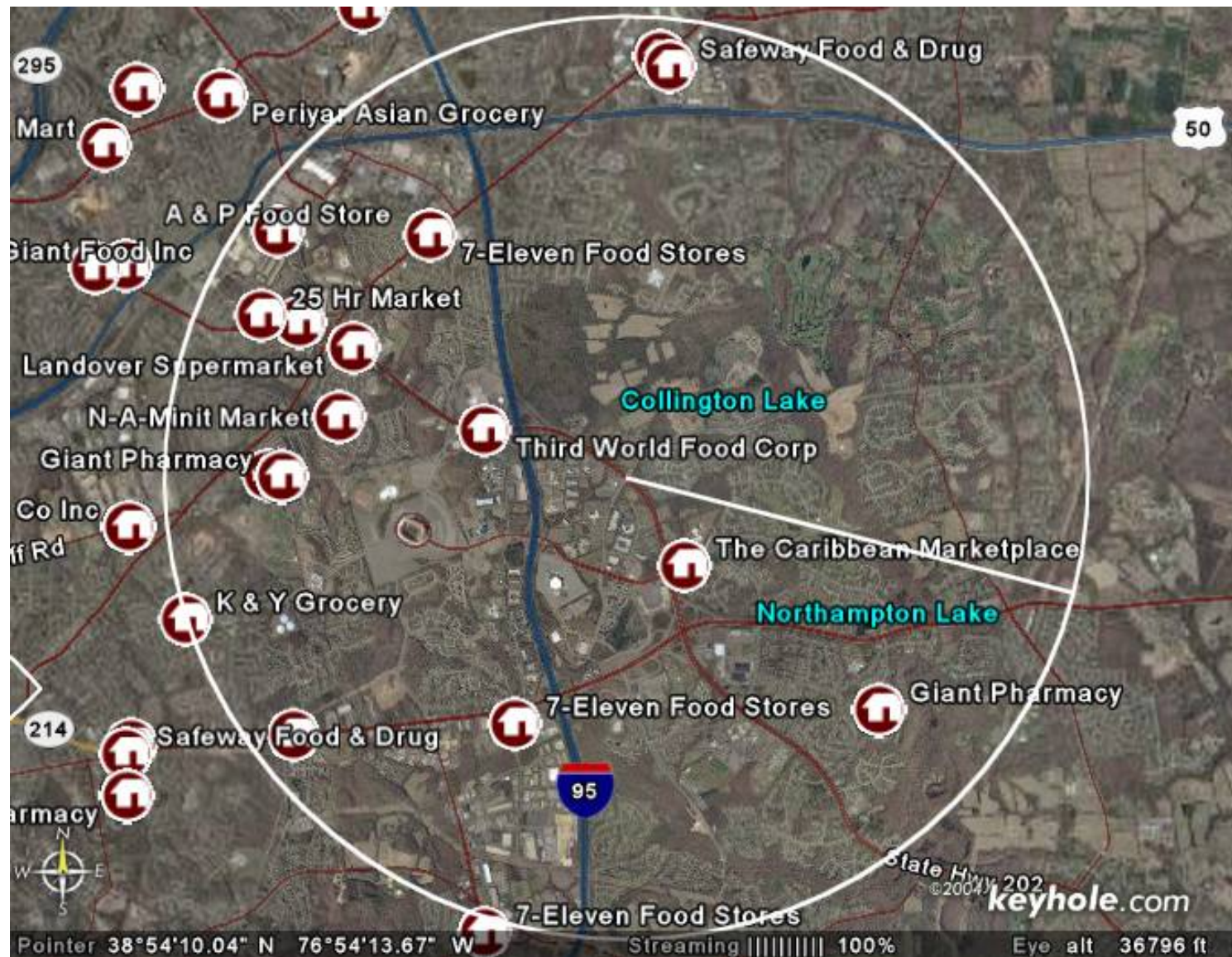
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Hospital and Fire (1)



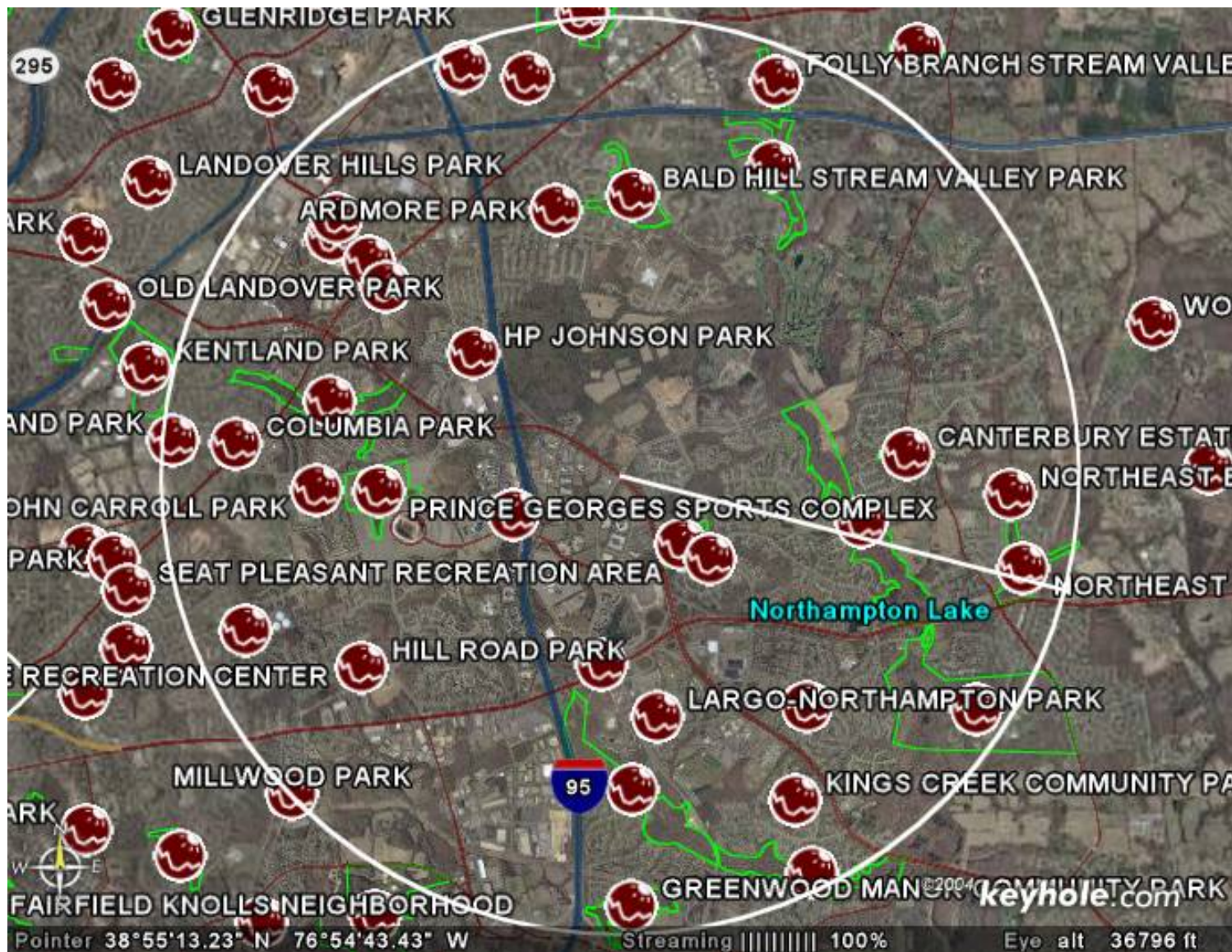
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Grocery Stores (16)



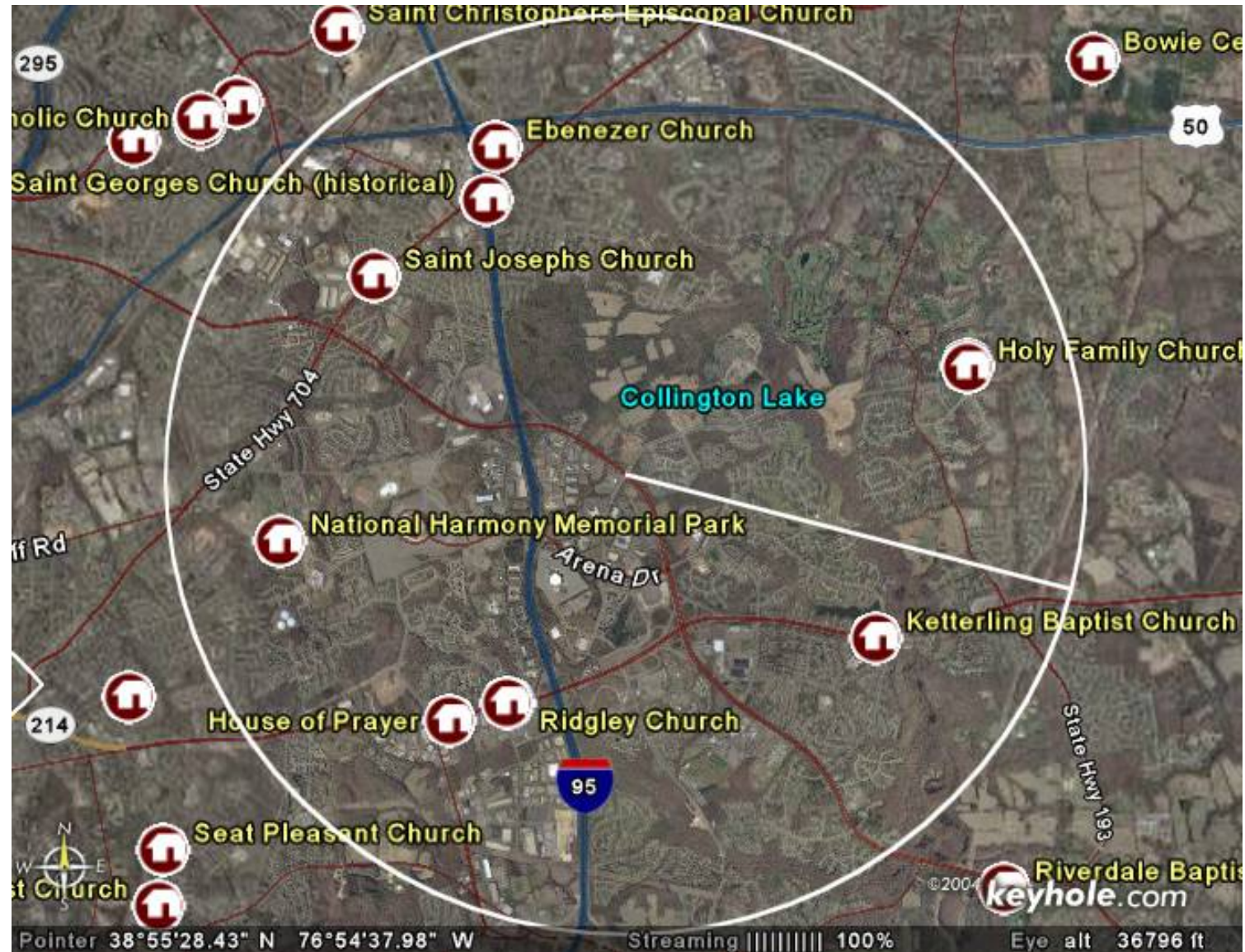
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Parks (33)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Churches (7)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Banks (7)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

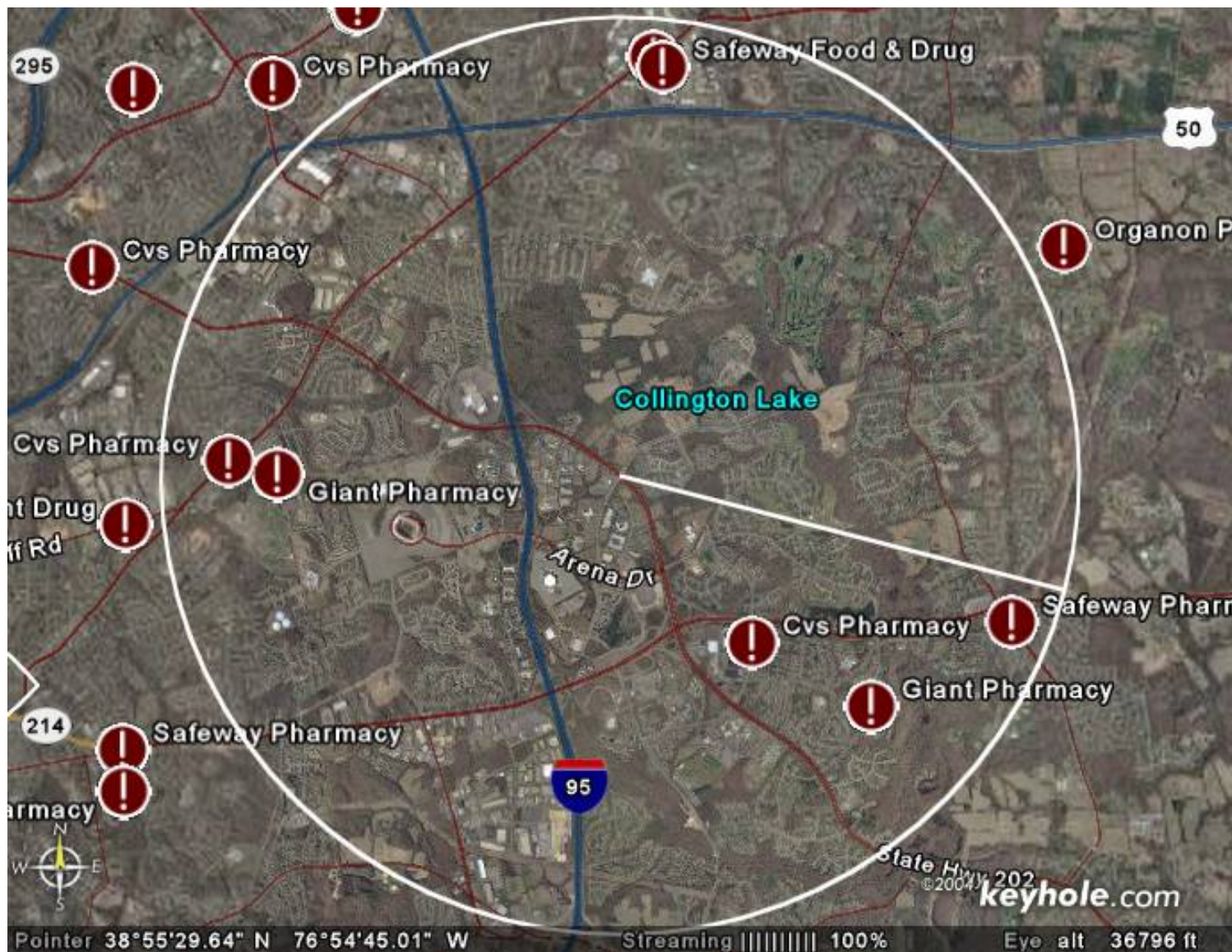
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Major Retail (4)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

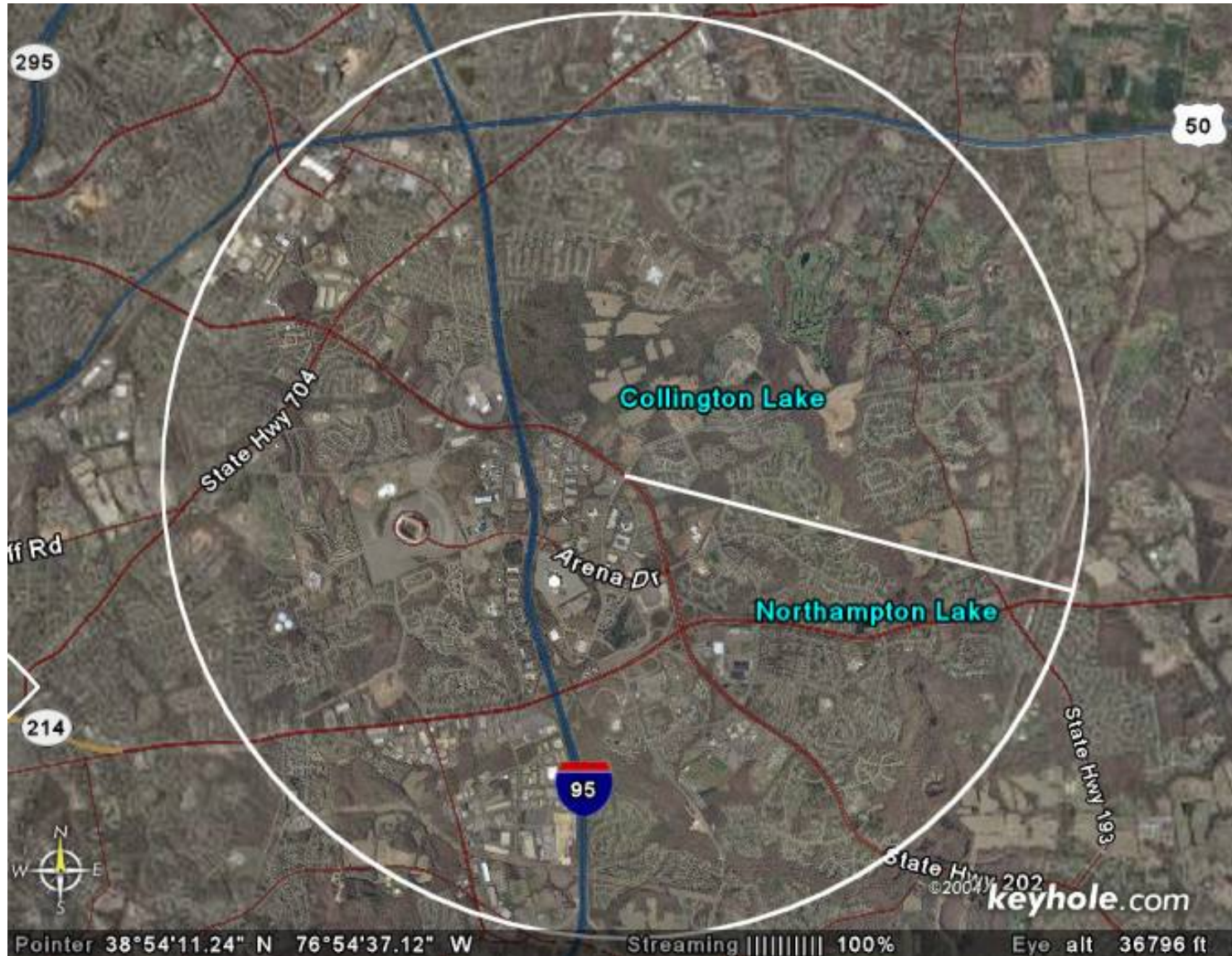
Largo Road and Lottsford Road Pharmacy (7)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

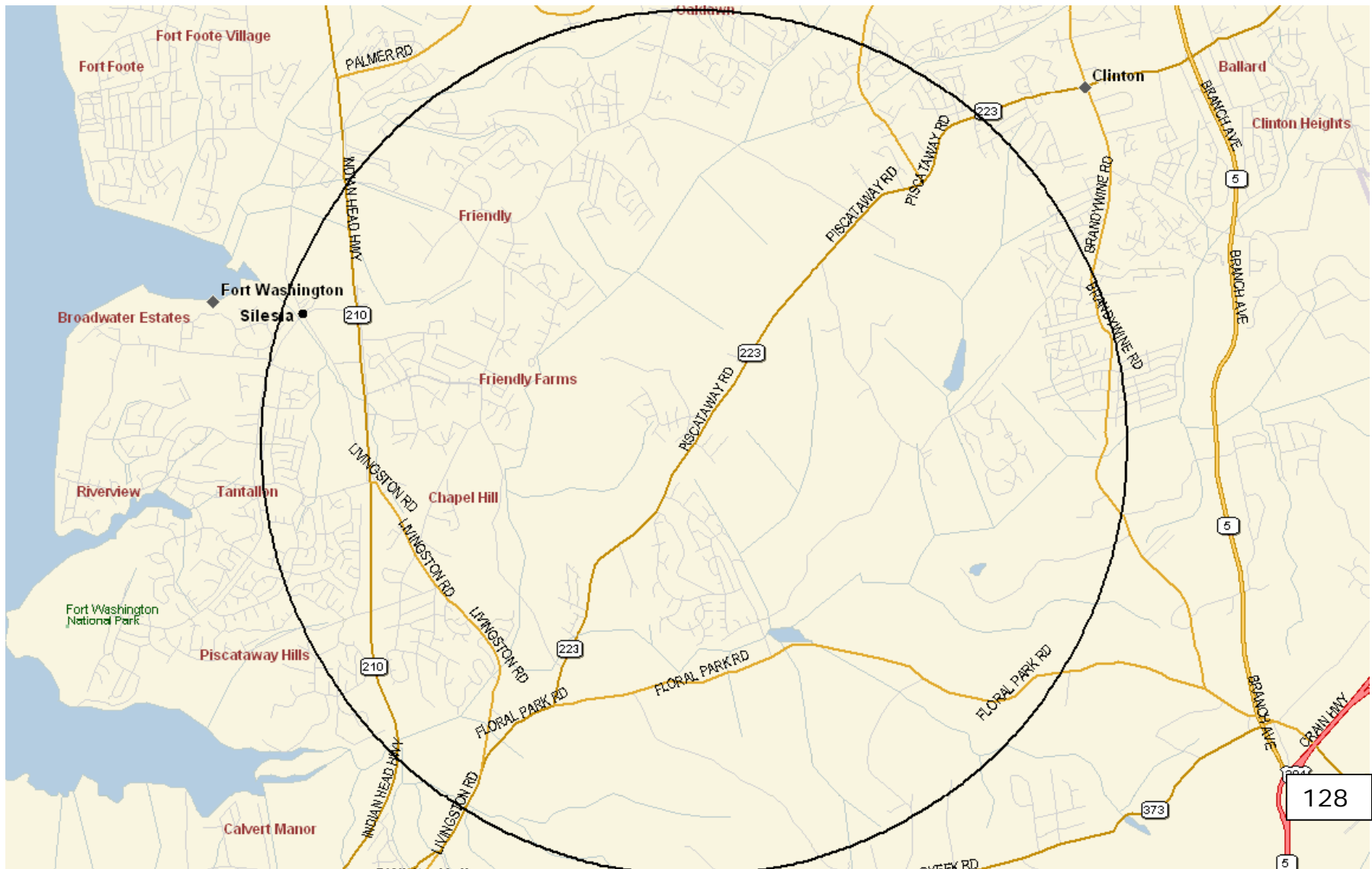
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Largo Road and Lottsford Road Major Malls (0)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

**Piscataway Road and Catherine Road
Key Market Area (3-Mile Radius) Encompassed in Location Evaluation
Zip Codes 20744, 20735 and 20613**



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Site Features Piscataway Road and Catherine Road						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage..	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5- Hills with some great views. Some areas give a sense of buying in the mountains.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	4- May be a bit too hilly in some areas.
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	2- 16875
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Good possibilities.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Evaluation of Attributes of Piscataway Road and Catherine Road

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	5- Several new developments. Some older neighborhoods. Good variety.
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1-minute drive and walking distance.	5-13 within 3 miles. Closest within 6 minutes.
Emergency medical	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1-minute drive and walking distance.	2-Fort Washington Hospital. 4.56 miles, 12 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	5-minute drive.	3-Fort Washington Hospital. 4.56 miles, 12 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	1 to 5 minute drive.	2-Strayer University. 8.55 miles, 20 minutes.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drive.	Between 4 and 6 minutes.	1 to 3 minute drive.	1- I-95 8.89 miles, 21 minutes 2 public transit systems within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-Boat Center, Community center. Within 3 miles.
Cultural opportunities within 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming.	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Library, art gallery, museum. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	4-Ronald Reagan National. 15.81 miles, 36 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Piscataway Road and Catherine Road, 2009

This table reveals that in 2009 among the age and home-value qualified households (home values of \$80,000 or more), there are an estimated 187 households within the PMA likely to move and choose an age-qualified community. There are 2 households with a home valued between \$100,000 and \$199,999; and 184 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

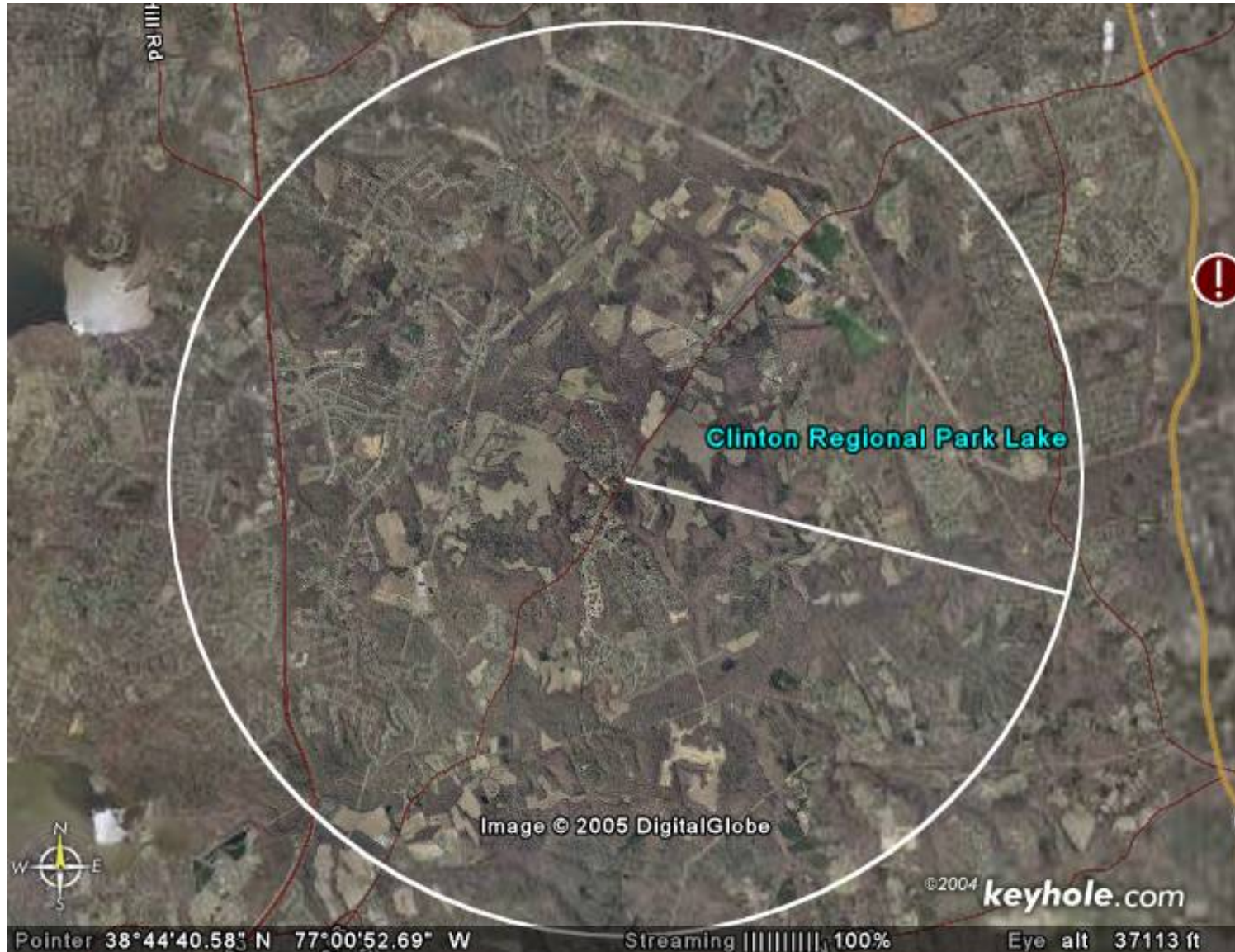
Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
187	2	184

Demand for Active Adult Communities in a 3-Mile Radius from Piscataway and Catherine Road, 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	9,586							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	2,955.95							
% of Households with a Qualified Existing Home Value	98.9%	0.3%	0.3%	0.7%	8.5%	65.1%	16.6%	7.5%
Number of Age- and Home-Value-Qualified Households	8,822	27	25	58	760	5,802	1,482	668
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	847	3	2	6	73	557	142	64
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	762	2	2	5	66	501	128	58
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	187	1	1	1	16	123	31	14

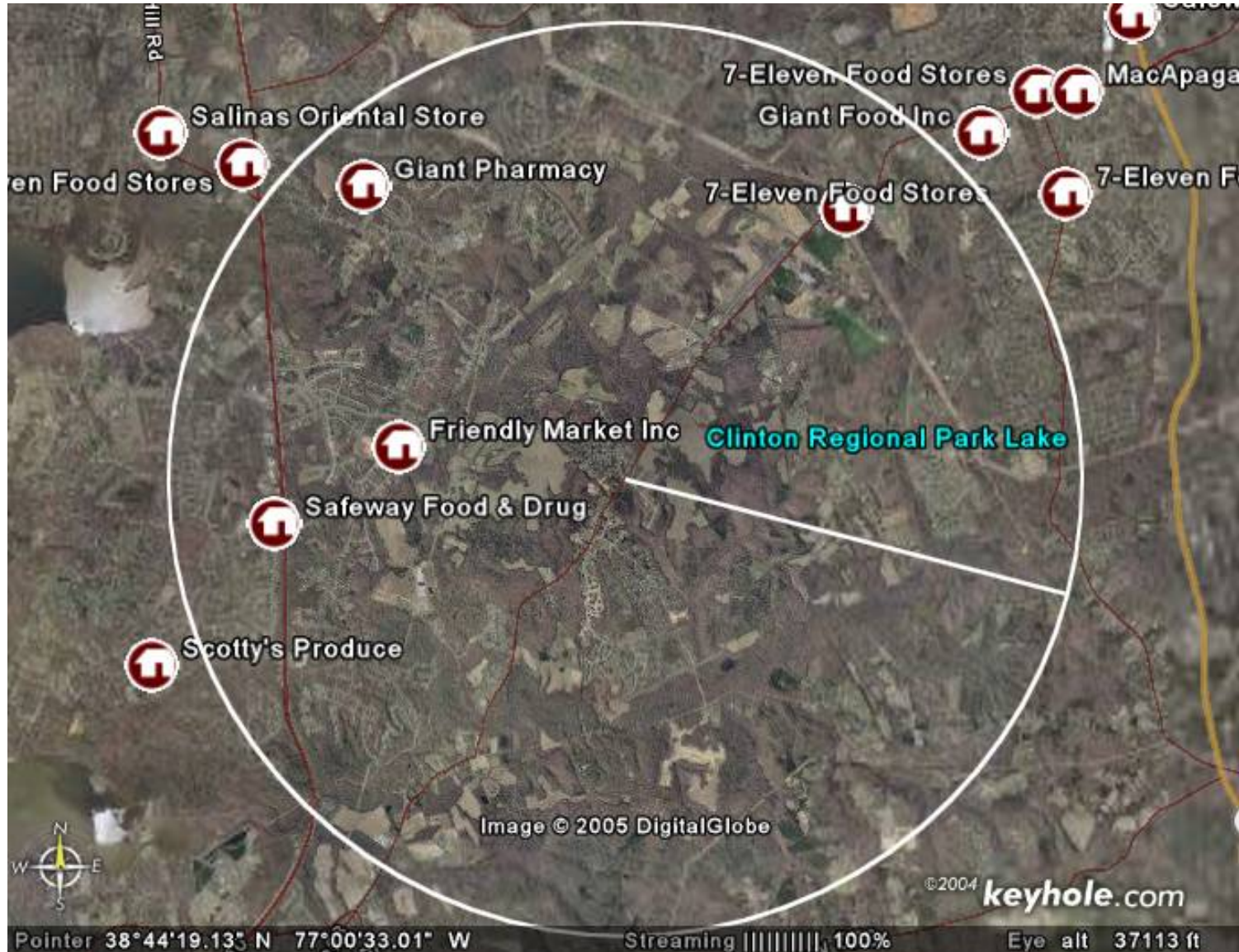
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Hospital and Fire (0)



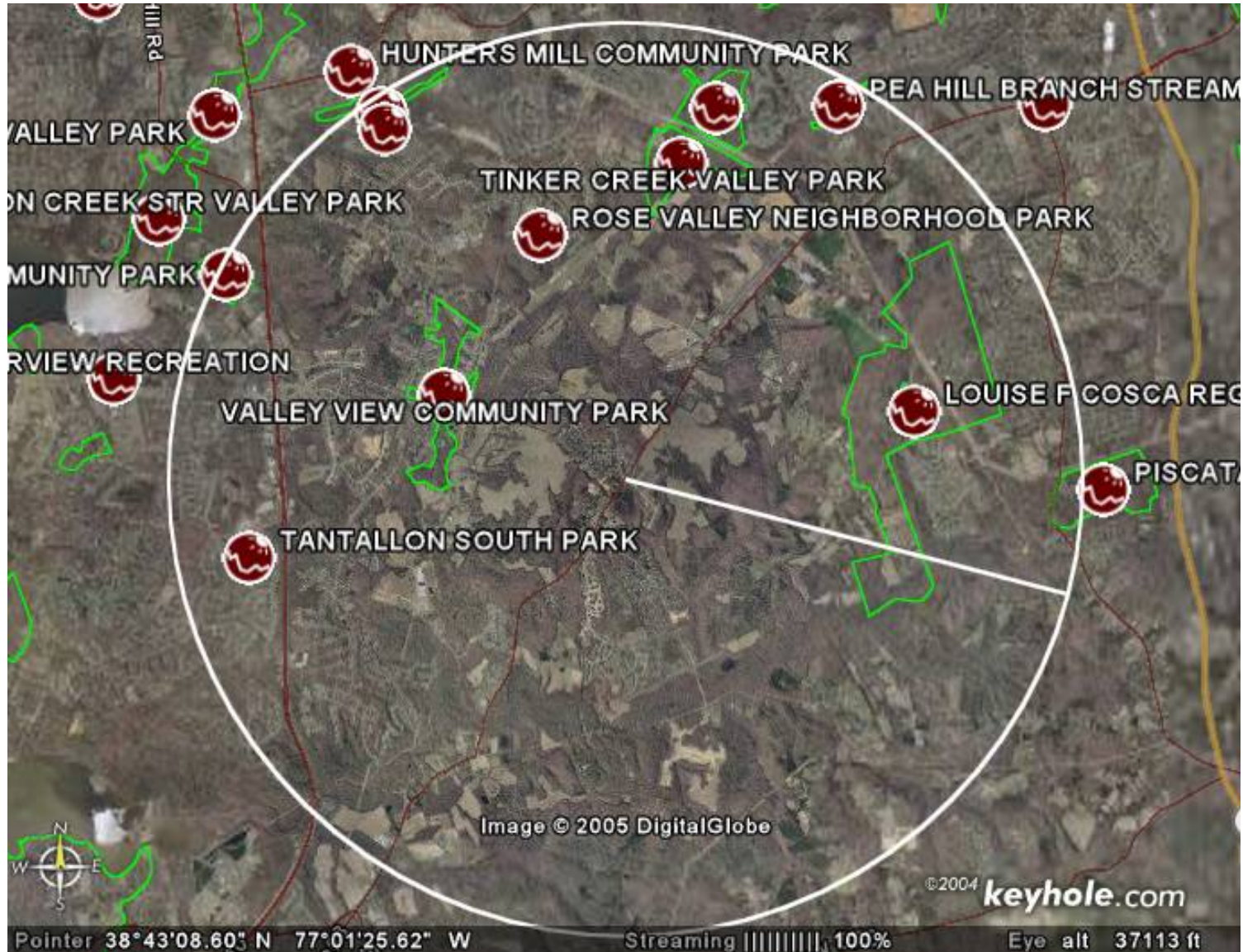
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Grocery Stores (4)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Parks (11)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Churches (9)



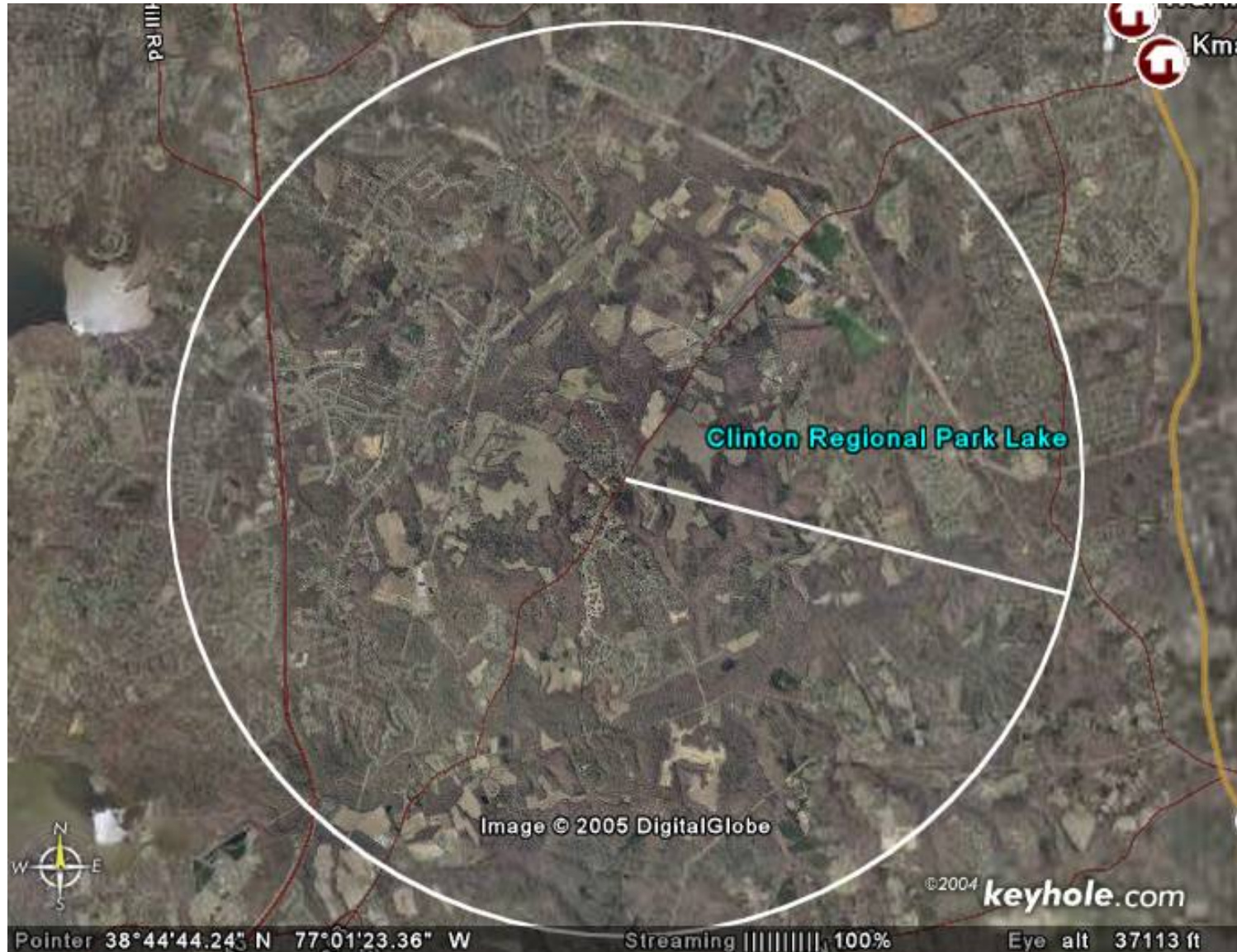
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Banks (2)



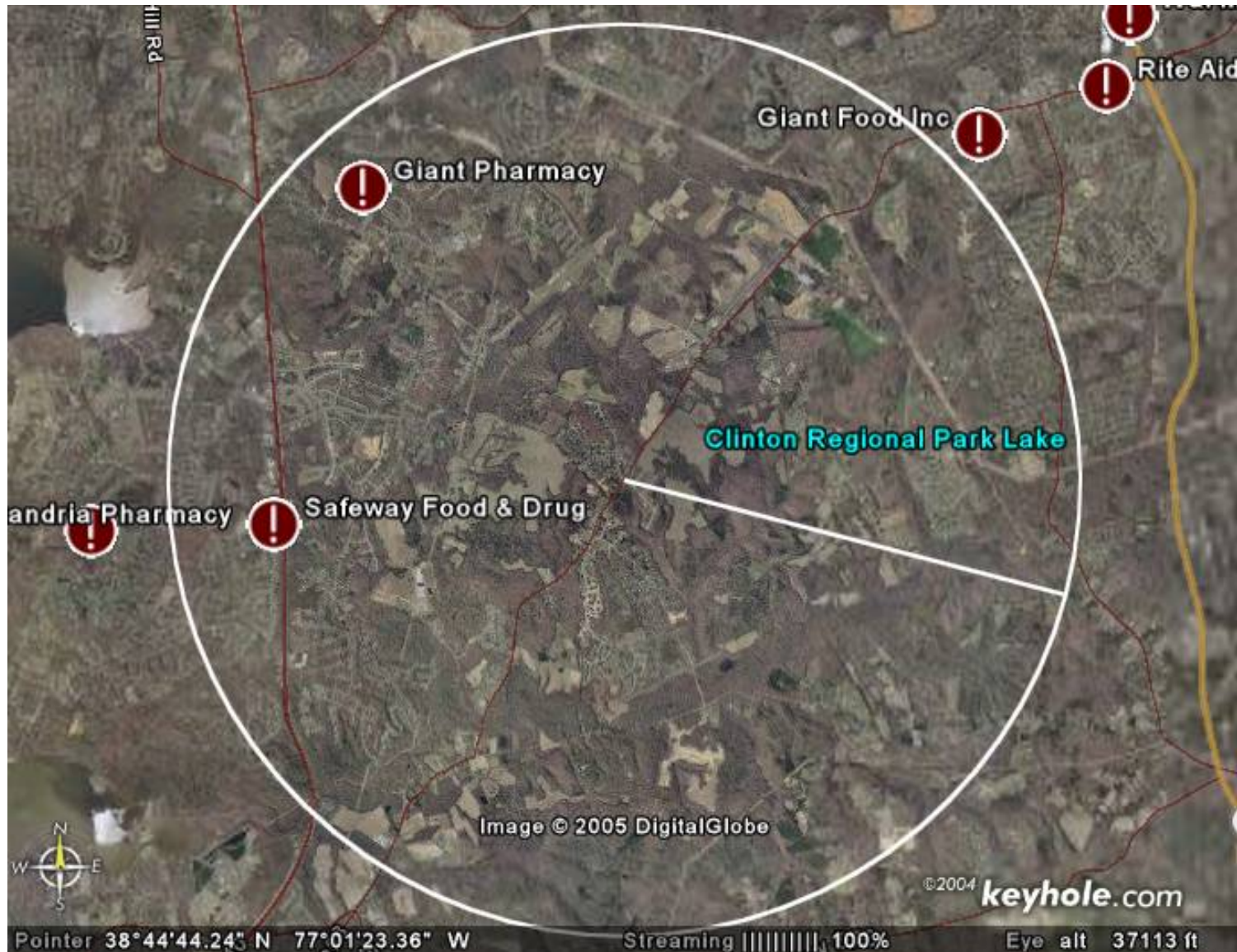
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Major Retail (0)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Pharmacy (2)



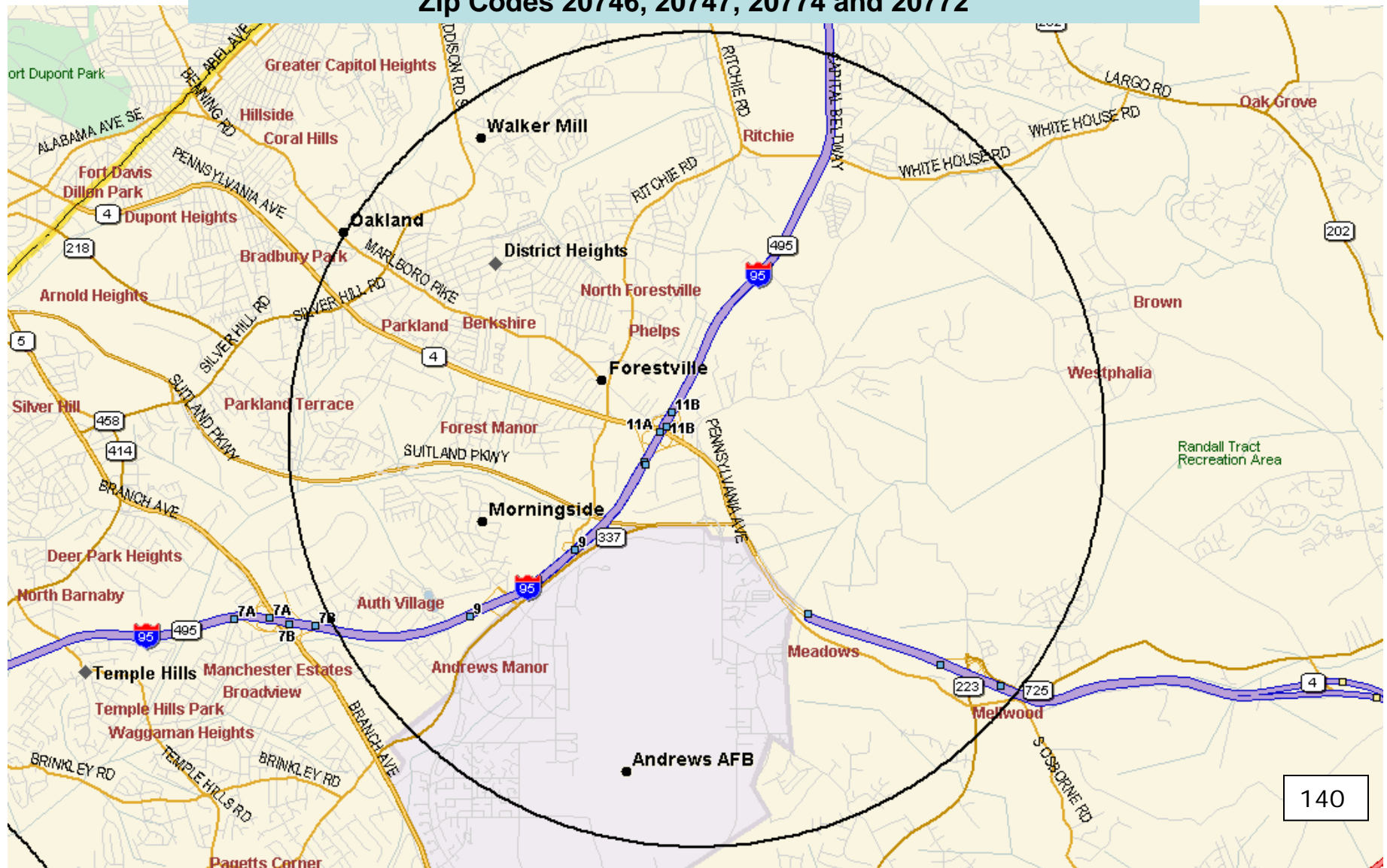
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Piscataway Road and Catherine Road Major Malls (0)



Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Westphalia Road and Ritchie Road Key Market Area (3-Mile Radius) Encompassed in Location Evaluation Zip Codes 20746, 20747, 20774 and 20772



**Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities**

Site Features Westphalia Road and Ritchie Road						
Attribute	1	2	3	4	5	Assessment of This Site
Site appearance	No features, minimal or unsightly signage, no vegetation.	Sparse vegetation, lackluster landscaping, mediocre signage.	Average size, quantity and quality of vegetation. Good landscaping. Entrance is neutral in its effect, not good or bad.	Above average quantity and quality of vegetation and landscaping. Interesting.	Wow. Creates interest, natural, vegetation, manicured, seasonal color, established trees and vegetation, entrance makes a strong positive statement.	5-This area is hilly, lovely, has a rural sense to it and many nice homes. One of the prettier areas visited. It gives you the sense of being farther away from civilization, but it is one of the more accessible areas.
Topography	Difficult to traverse, park a car, or too steep to walk.		Flat, neutral. Doesn't create problems, but little visual interest.		Gentle roll, diversity. Easy to traverse but interesting.	5-Nice rolling hills.
Drive-by traffic	None.	Minimal.	Modest, slightly below average.	Moderate or average for the market area.	Above average.	3- 58575
Water features or other views	None.		Some, modest features for about 50 percent of the property. Merely a water retention pond.		Good water views or other features that will enhance views from every prospective residence on the site.	5- Some possibilities.

**Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities**

Evaluation of Attributes of Westphalia Road and Ritchie Road

Attribute	1	2	3	4	5	Score
Homes and commercial buildings in surrounding neighborhood	Poor quality. Need upkeep, abandoned, buildings, streets and sidewalks in disrepair.		Average.	Slightly better quality.	Top quality. Well kept, landscaped, strong value. Will help attract customers.	5- Nice quality homes in the area. Large sanitary land fill less than one mile away.
Retail, restaurants and services	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1 minute drive and walking distance	4-58 within 3 miles. Closest within 2 minutes.
Emergency medical	More than 12-minute drive.	Between 9 and 12 minutes.	Within 5 and 8 minute drive.	Between 1 and 5 minutes.	1 minute drive and walking distance.	4-U. S. Medical and Rehab Services. 0.78 miles, 2 minutes.
Major Medical	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	5 minute drive.	5-U. S. Medical and Rehab Services. 0.78 miles, 2 minutes.
Adult Education University/Community College	More than 20-minute drive.	Between 16 and 20 minutes.	Within 11 and 15 minute drive.	Between 6 and 10 minutes.	1 to 5 minute drive.	4-David Hockstein and Associates. 3.93 miles, 9 minutes.
Interstate/public transit access	More than 15-minute drive.	Between 11 and 15 minutes.	Within 6 and 10 minute drive.	Between 4 and 6 minutes.	1 to 3 minute drive.	5- I-95 0.57 miles, 1 minute. 19 public transit systems within 3 miles.
Recreation within 10 minutes: participatory sports, spectator sports, movies, outdoor recreation fishing, swimming, hiking, boating, bicycling	None.	One to two recreational forms.	Three to four.	Four to five.	Full complement of recreational forms: Outdoor participatory, outdoor spectator, indoor participatory, indoor spectator.	5-Boating, skating, community center, camping. Within 3 miles.
Cultural opportunities within 10 minutes: theater, music, dance, visual arts, literary arts	None.	One to two facilities offer quality programming.	Three to four facilities offer quality programming.	Four to five facilities offer quality programming.	More than five facilities offer quality programming.	5-Dancing, art gallery, library. Within 3 miles.
Airport	More than 2 ½ hours.	1 ½ to 2 ½ hours.	Within 1 to 1 ½ hours.	Within 30 to 59 minutes.	Within 30 minutes.	5-Ronald Reagan National. 15.64 miles, 24 minutes.

Part 7. Evaluation of Prince George's County Potential for Active Adult Communities

Annual Demand for Active Adult Communities in a 3-Mile Radius from Westphalia Road and Ritchie Marlboro Road, 2009

This table reveals that in 2009 among the age- and home-value qualified households (home values of \$80,000 or more), there are an estimated 267 households within the PMA likely to move and choose an age-qualified community. There are 23 households with a home valued between \$100,000 and \$199,999; and 241 households with homes valued at \$200,000 or more likely to move to an age-qualified community within the defined market each year.

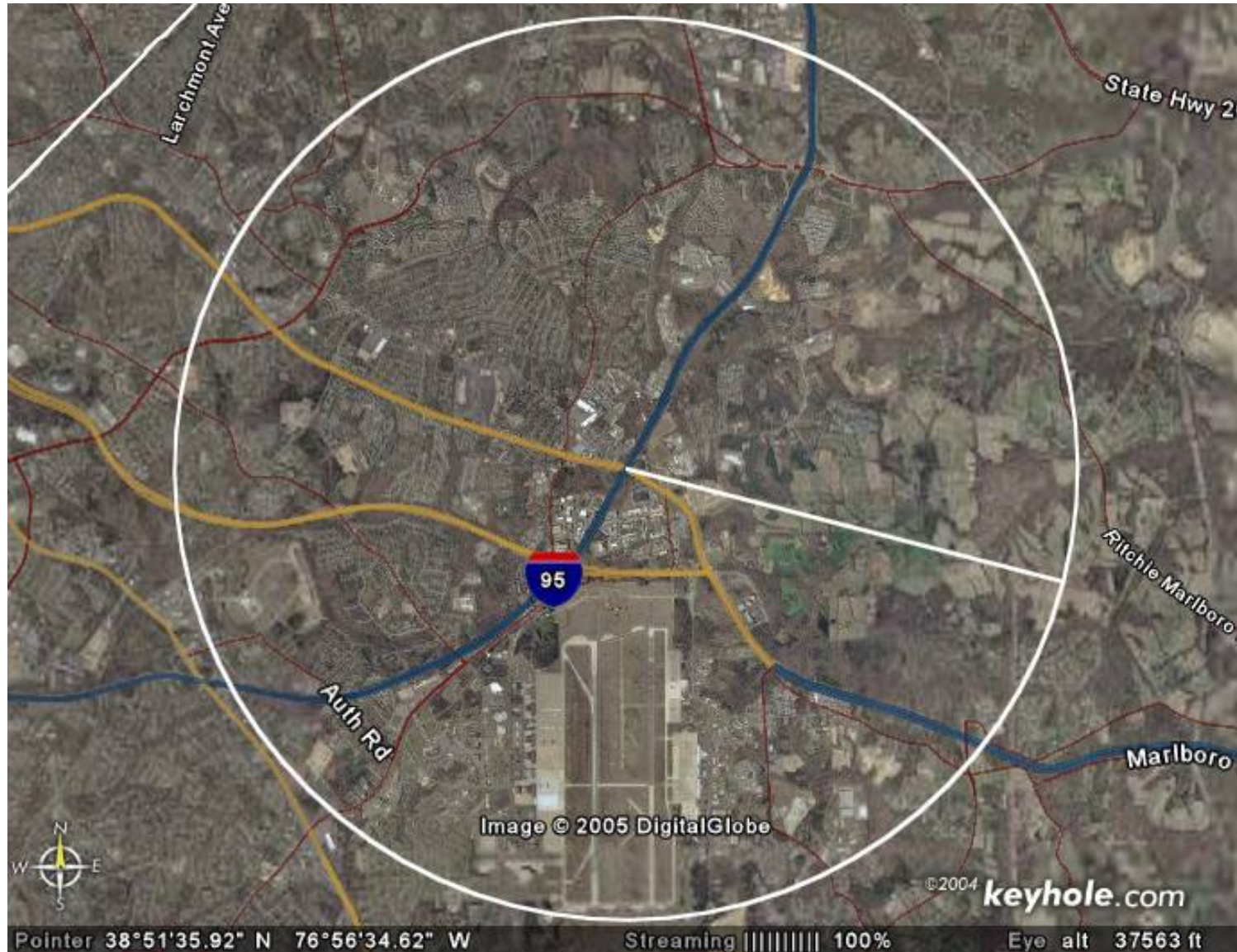
Summary of Demand in Households by Home Value

Total	\$100,000 to \$200,000	\$200,000+
267	23	241

Demand for Active Adult Communities in a 3-Mile Radius from Westphalia Road and Ritchie Marlboro Road 2009	TOTAL	\$80,000 to \$99,999	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$299,999	\$300,000 to \$399,999	\$400,000 to \$499,999	\$500,000 +
Number of Households in County	23,223							
Percent of Age-Qualified Households	31%							
Number of Age-Qualified Households in PMA	7,161.06							
% of Households with a Qualified Existing Home Value	96.5%	0.7%	1.8%	6.4%	26.5%	52.2%	5.5%	3.3%
Number of Age- and Home-Value-Qualified Households	12,602	97	231	841	3,459	6,820	721	433
Annual Turnover Rate	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%	9.6%
Annual Turnover (Units)	1,210	9	22	81	332	655	69	42
Percentage Likely to Remain in PMA	90%	90%	90%	90%	90%	90%	90%	90%
Number Likely to Remain in PMA	1,089	8	20	73	299	589	62	37
Percent Interested in an Age-Qualified Community	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Demand for Age-Qualified Community in Units	267	2	5	18	73	144	15	9

Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Hospital and Fire (0)



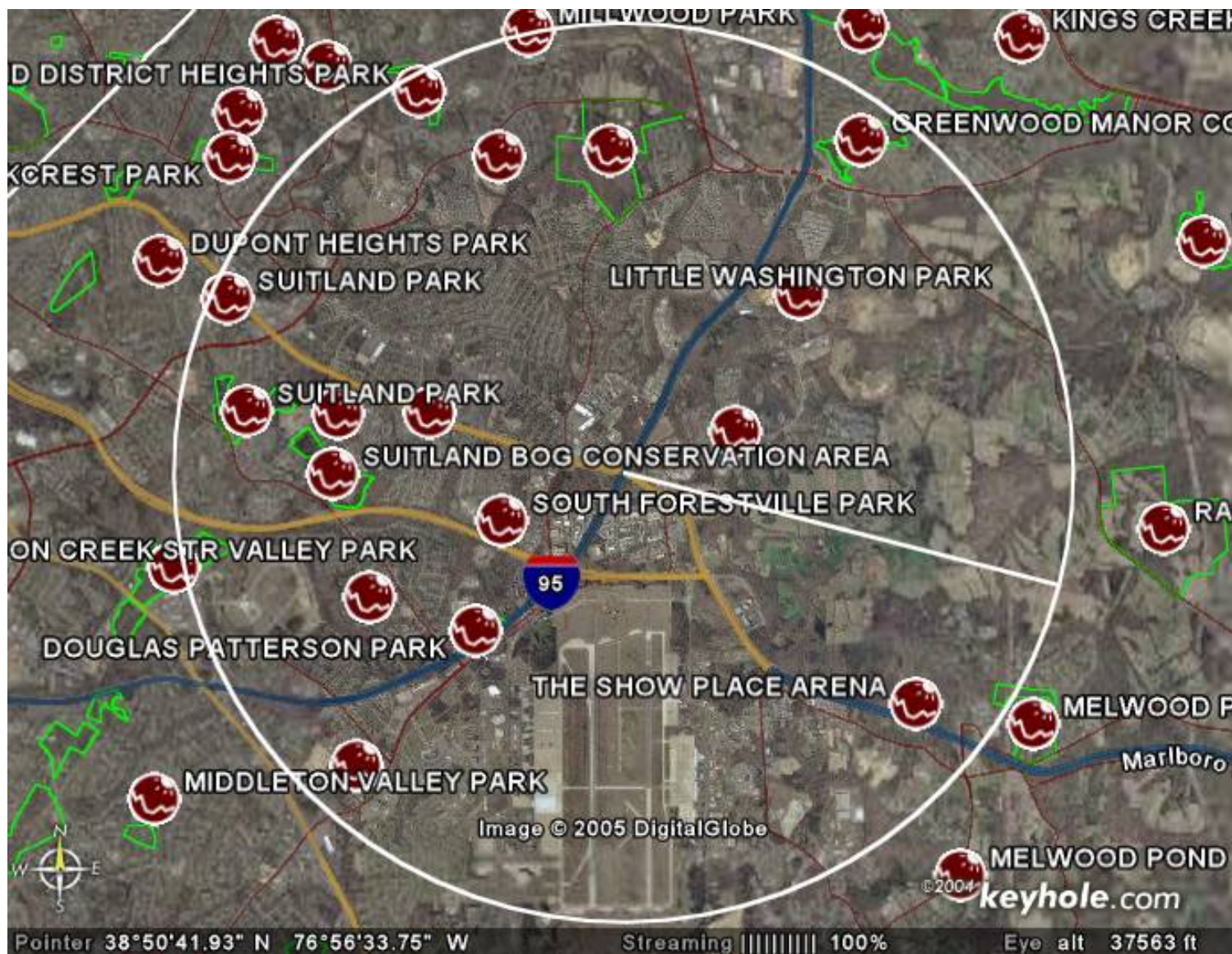
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Grocery Stores (16)



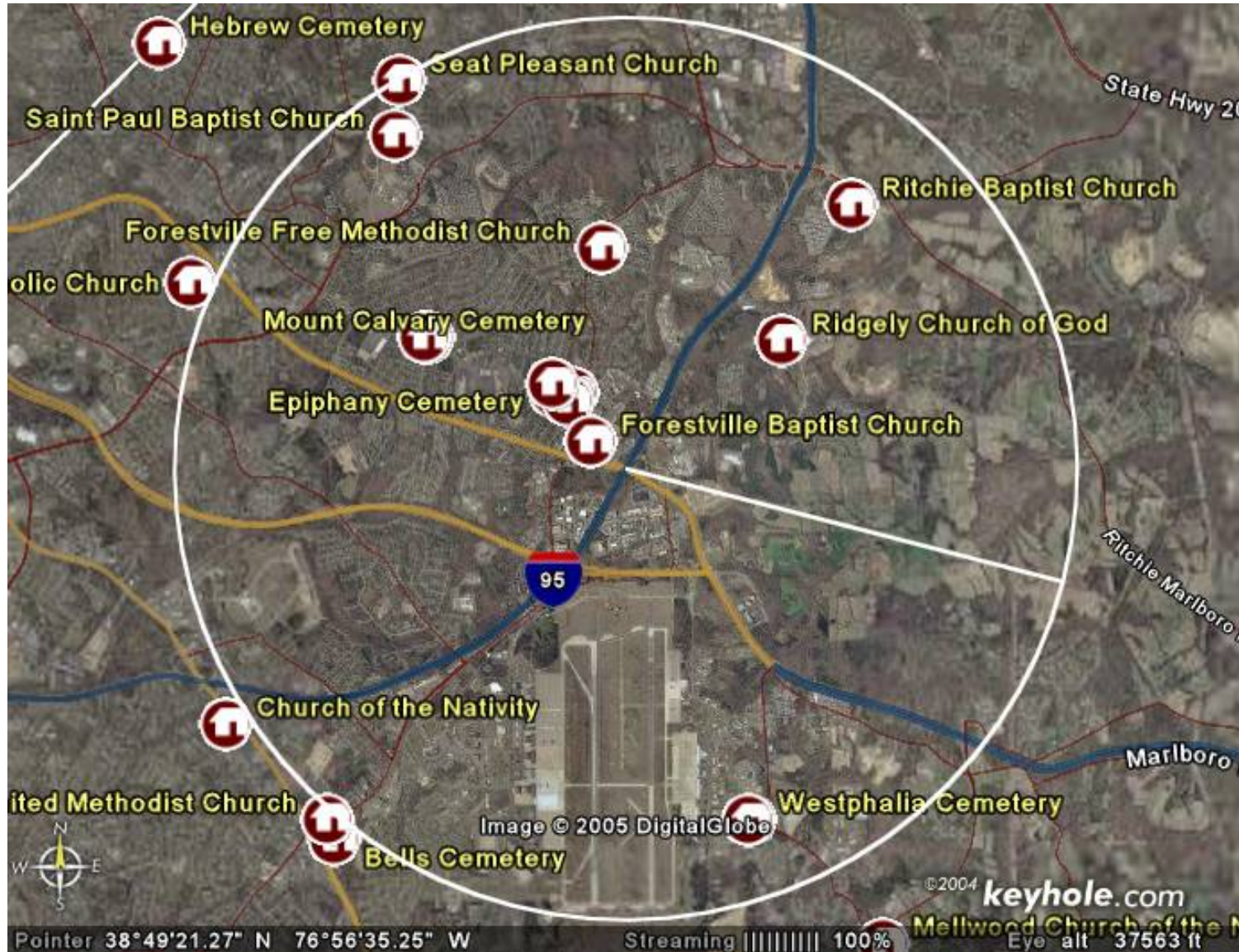
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Parks (17)



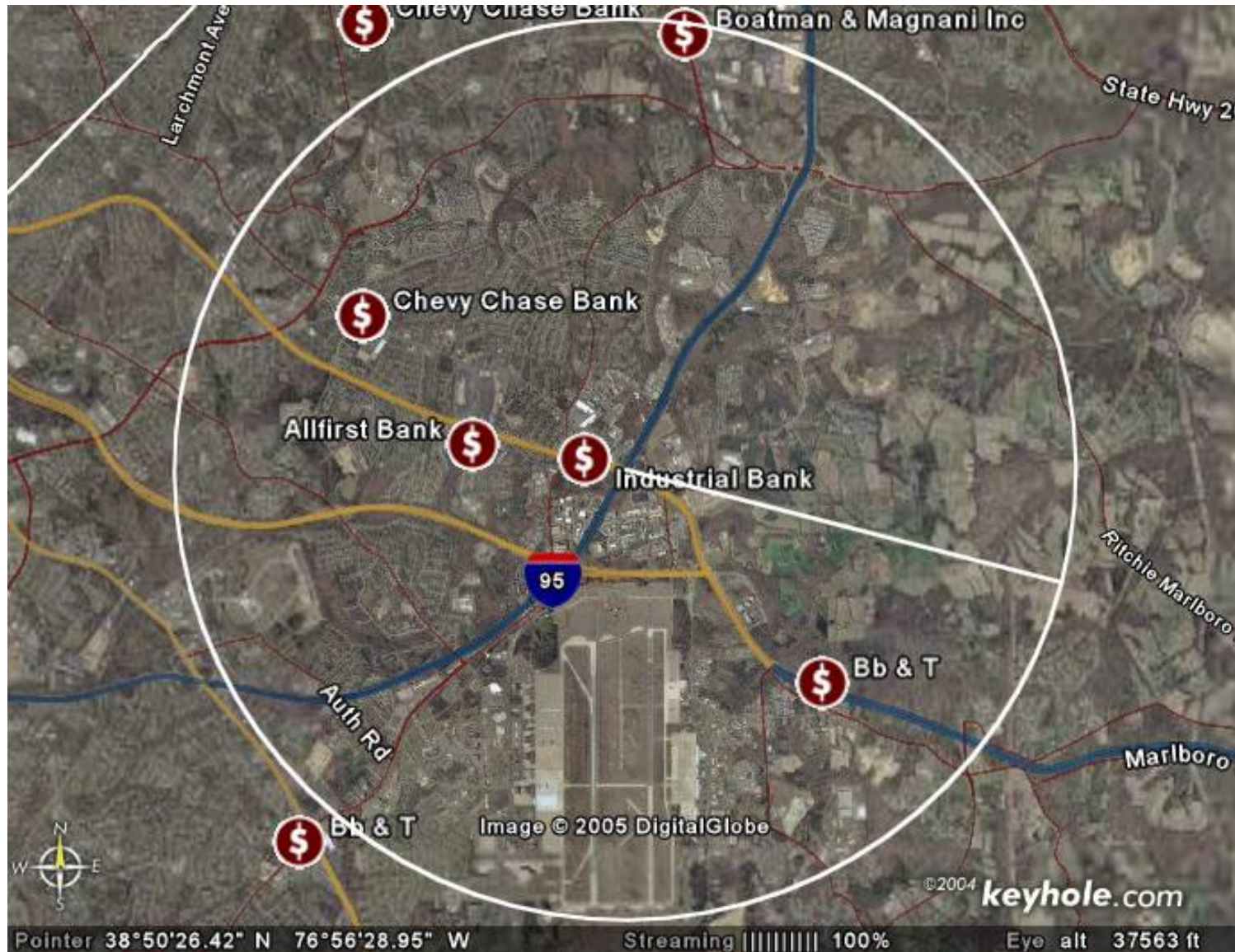
Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Churches (9)



Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

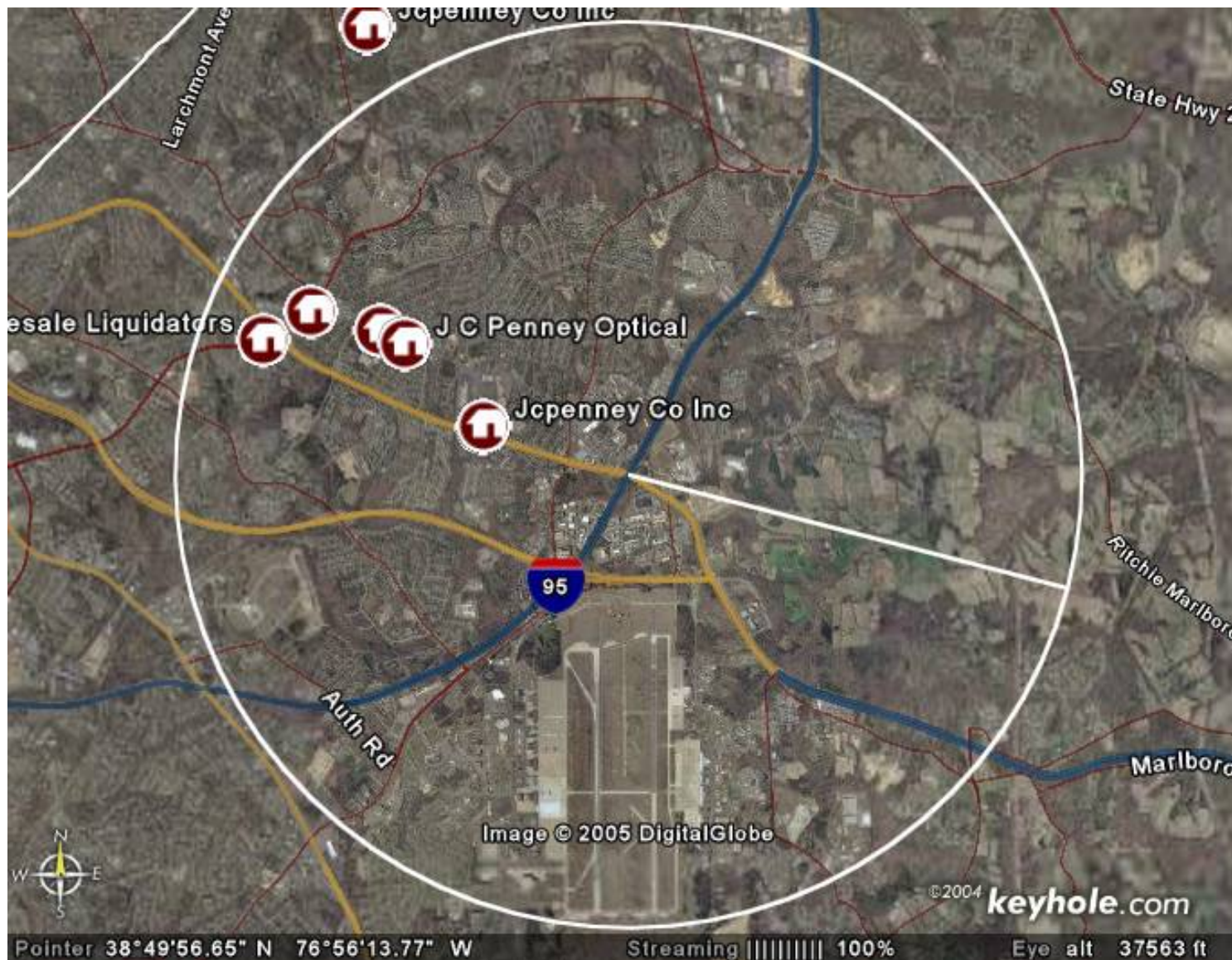
Westphalia Road and Ritchie Road Banks (5)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

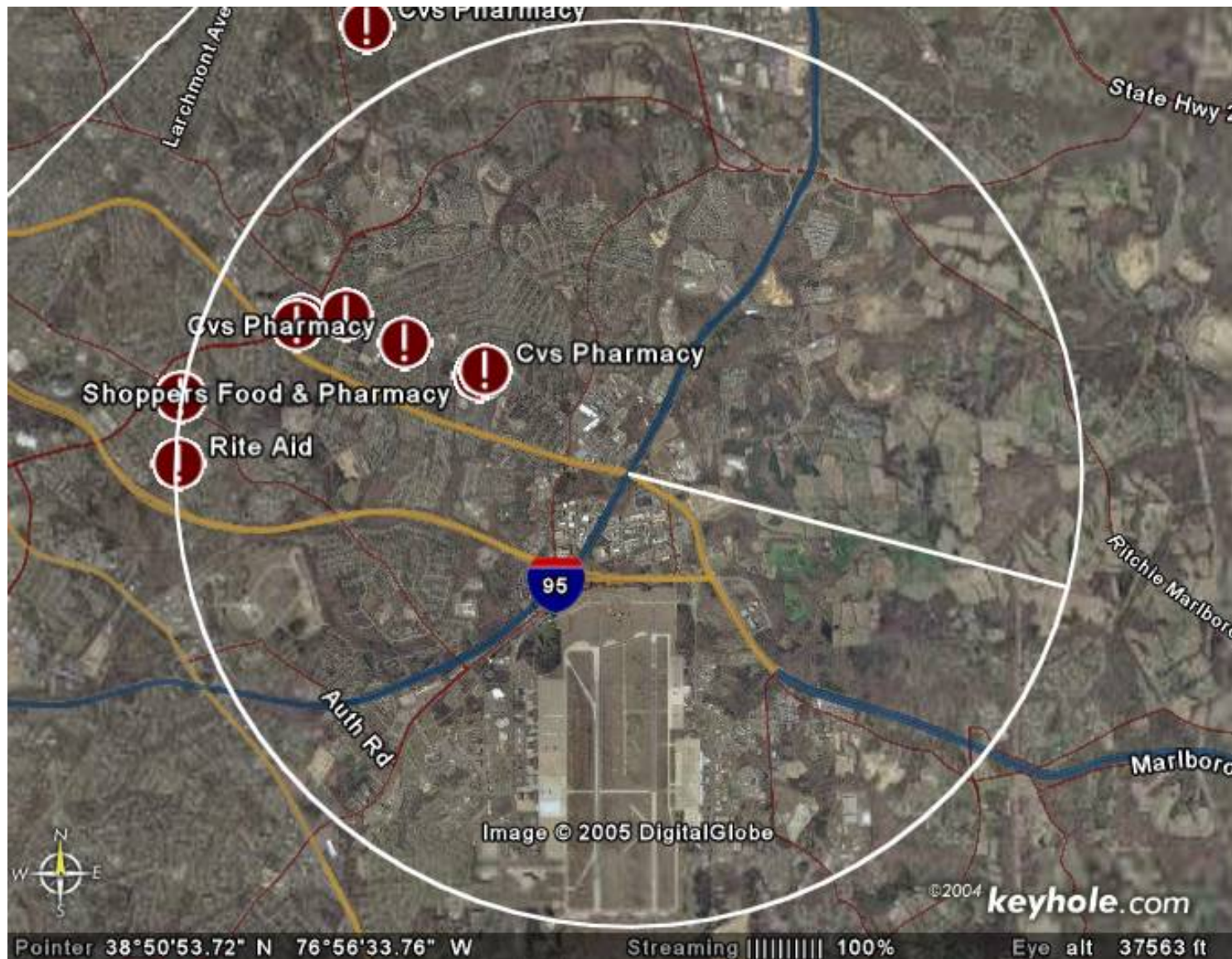
Westphalia Road and Ritchie Road Major Retail (5)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Pharmacy (7)



Please note there may be spelling errors for various places that cannot be corrected within the mapping program.

Part 7. Evaluation of Prince George's County
Potential for Active Adult Communities

Westphalia Road and Ritchie Road Major Malls (0)

