ASSISTED LIVING AND MEMORY CARE

MARKET FEASIBILITY STUDY

FOR A SITE IN

REDONDO BEACH, CALIFORNIA

STUDY UPDATE

Prepared For:

BEACH CITIES HEALTH DISTRICT

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SECTION 1

SPECIFIC PROJECT FEASIBILITY

Overview

Contained in this section are the details of a market study evaluating the feasibility of a proposed new assisted living and memory care community being planned for development on a site in Redondo Beach, California. Section 2 of this report presents a specific definition of the proposed product characteristics and services and amenities being evaluated for this development.

As currently conceived, the subject community will be developed in three phases. Phase I will contain the following living arrangements in a four-story building:

- **102 Assisted Living Apartment Units**
- **60 Memory Care Units Accommodating 120 Beds**

The second phase would add 99 additional assisted living units in a second building and the third phase would add 159 additional assisted living units in a third building on the campus. This market study update has evaluated demand for the first phase of the development.

Field work and analysis for this engagement was originally completed in April, 2016 and updated in August, 2018 and May, 2019. Therefore, the analysis and conclusions contained herein reflect market conditions as of this most current time frame. Following is a detailed discussion of the capture rate/demand analysis for each of the living arrangements being considered for the subject new development in Redondo Beach.

Professional Market Feasibility Opinion

Based upon the detailed quantitative results of this market feasibility study and MDS' significant national experience in evaluating successful Senior housing communities, it is our specific opinion that there is sufficient size and depth of the qualified target market

to prudently introduce the proposed new assisted living units and memory care beds into the Redondo Beach area - from a quantitative perspective. This opinion is based on the current pricing established for the project and other assumptions that will be outlined herein. This opinion also considers existing communities and planned/announced competition as well as annual unit turnover - the re-filling of existing occupied units due to natural resident attrition that will occur at mature competitive communities.

Capture Rate/Demand Analysis for
The Proposed Assisted Living Units

Independent Living Capture Rates - Trends and Benchmarks - **Project "capture rate" is defined as the percentage of the age and income qualified prospects an individual Senior housing community will have to attract or capture in order to achieve 93% occupancy.** The required capture rate for a project is calculated by dividing the number of units to be absorbed from within the Primary Market Area (PMA) by the number of net potential age-, income- and health-qualified prospects residing in that market area.

While there have been various industry standards for maximum acceptable capture rates for an individual project in a specific market area, an industry figure of approximately 5% evolved over time and was historically considered an acceptable project capture rate for independent living units. This evolution was based on the following limited screening criteria:

- **Age 65+ households** (the typical age screen is now considered to be **age 75+**)

- **Insufficient or no income screening** (was not always directly related to the proposed monthly service fees)

- **No sophisticated competitive analysis** (important issues such as competitive unit turnover, etc. are now being addressed)

Now, in addition to more detailed age and income demographic screening and pragmatic competitive analysis, the MDS capture rate model for independent living now factors out Seniors who are estimated to need assistance with the activities of daily living (ADLs). These Seniors are

excluded from the potential pool of prospects as it is assumed that they are no longer health-qualified for the independent living lifestyle. **MDS is now considering up to 10% as an acceptable acuity-adjusted capture rate for independent living units based on this more detailed screening criteria.**

<u>Assisted Living Capture Rates</u> - Assisted living capture rates have historically been calculated in a similar manner to independent living - based on limited age and income qualifying criteria. It has been MDS' experience, however, that assisted living involves a more highly need-driven situation. The typical average age profile for residents in assisted living is early 80s <u>and</u> they have a need for assistance with the activities of daily living (ADLs).

According to the **2009 Overview of Assisted Living**, the average elderly assisted living resident is an 87-year-old female who is ambulatory but needs assistance with about two ADLs, most likely bathing and possibly dressing or toileting. She also probably needs or accepts some assistance with transportation, shopping, preparing meals, housework, taking medication and managing money. On average, the oldest resident in an assisted living facility designed for the elderly is 94 years old, while the youngest is 66 years old. Although most elderly assisted living residents are women due to women's longer life expectancy, approximately 31% are male.

In addition to screening for age and income and the impact of competition and turnover, the demand model for <u>assisted living</u> factors in levels of incidence for the estimated need for assistance with the activities of daily living (refer to Exhibit 1-4 for the estimated need for assistance with ADLs in this PMA). While there are Seniors who will move into assisted living before they need significant levels of ADL services, Seniors needing these services are the most likely target market for assisted living. This ADL screening also insures that there is no overlap or double counting of the prospects evaluated for the independent living versus the assisted living lifestyles.

It is MDS' opinion that an individual assisted living community should not count on capturing more than 20% of this specific <u>age qualified</u>, <u>income qualified</u> and <u>need-driven</u> target population in order to achieve 93% occupancy. The final assessment of the assisted living capture rates are obviously influenced by the specific product being developed and existing market conditions within the defined PMA at the time of the analysis.

MDS is not aware of a published source of project capture rates, however, it is our opinion that these capture rates are generally recognized by other Senior housing industry professionals including market feasibility consultants/appraisers and Senior housing trade associations including the American Seniors Housing Association (ASHA), National Investment Center (NIC) and Argentum.

Summary of Age 75+ Assisted Living Capture Rates for the Proposed New Development

Exhibits 1-1 through 1-3 present the capture rate/demand models for the **102 assisted living apartment units** being proposed Phase I of the subject development in Redondo Beach. These capture rates are expressed in both the 2021 and 2024 time frames. Please note that each model considers a different minimum qualifying income screen - based on the proposed monthly service fee pricing (refer to Exhibit 1-6 for the calculation of the minimum qualifying income criteria based on the proposed pricing for each of the proposed living arrangements). This approach to the analysis ensures that there is sufficient size and depth within the market to support the range of pricing evaluated for each of the proposed unit types. The resulting age 75+ capture rates for 102 total assisted living units are summarized as follows:

Minimum Qualifying Cash Flow Income Screen	102 Assisted Living Units		
	2021	**2024**	**Refer to Exhibit**
@ $150,000+	8.4%	6.1%	1-1
@ $155,000+	9.2%	6.6%	1-2
@ $160,000+	10.1%	7.1%	1-3

These assisted living capture rates also factored in an ADL incidence level factor of 32.1% in 2021 and 31.7% in 2024 (refer to Exhibit 1-4 for the calculation of the weighted average level of incidence of ADL need in the PMA). This analysis indicates that the resulting capture rates are well within acceptable and recognized industry standards for assisted living. In addition to the qualifying income screens, these capture rates conservatively assume 70% of the unit absorption from qualified prospects residing within the PMA and a project occupancy rate of 93%.

All of the capture rates for the assisted living units are based on both qualifying annual cash flow <u>and</u> the estimated impact of the investment of home equity in the defined PMA. As discussed earlier, the threshold over which the capture rate for any one community should not exceed is 20% for assisted living - based on the pragmatic screening criteria outlined herein. The capture rates for the proposed assisted living units fall below these ceiling industry benchmarks.

Exhibit 1-5 presents a more detailed explanation of the supporting rationale and key assumptions involved in the capture rate analysis for the assisted living units. These capture rate/demand models have been expressed in the 2021 time frame in order to attempt to be consistent with a potential time frame for the proposed development to be ready for occupancy and the absorption of units. The capture rates are also expressed in the 2024 time frame to give consideration to future projected changes in the Senior population.

Key Demand Model Input Variables

Key input variables to the capture rate/demand models included:

1. The total **number of units to be absorbed.** MDS has evaluated the capture rates for **102 assisted living units** and **120 memory care beds**.

2. **The appropriate minimum qualifying cash flow income cohorts were evaluated to insure that only those Senior households who could afford to privately pay the monthly service fees were considered.** The qualifying income screen for private pay market rate pricing assumes that a Senior can pay no more than 80% of their cash flow income for assisted living and 85% for Alzheimer's/memory care. They also assumed an average income tax factor of 10% to 15%.

3. The assumption is that **70% of the absorption would come from qualified prospects residing in the Primary Market Area.** The remaining unit absorption is anticipated to come from Secondary and Tertiary Market Areas which would be considered any areas outside the defined Primary Market Area including the remainder of the Los Angeles MSA, other areas in the State of California and in-migration from outside the state.

4. **The proposed new development will be brought to 93% occupancy.**

In addition to the previous input variables, the capture rate models also assumed that 100% of the assisted living unit absorption would be by the age 75+ cohort. While there could be some Seniors under the age of 75 who would be a candidate for the proposed new living arrangements, MDS has excluded the under age 75 cohort for forecasting safety margin.

There are surveys that have been conducted by industry trade associations that indicate that 26% of residents in age-restricted housing are between the ages of 55 to 74. In addition, approximately 15% of nursing home residents are between 60 and 74. It is MDS' opinion that it is appropriate and conservative to consider primarily age 75+ households in this analysis.

Rationale for Income Qualifying Criteria

Seniors typically spend 40% to 45% of their annual cash flow income on market rate monthly service fees for service-free or service-optional independent living, 65% to 70% for market rate monthly service fees for service-enriched independent living, 75% to 80% for assisted living monthly service fees and 85% to 90% for Alzheimer's/memory care or nursing/health care. The remaining portion of their income is used for personal items such as clothing, toiletries, medications, etc. and activities outside of the Senior living community.

MDS has conducted an analysis comparing pricing for what is included at Senior housing communities versus what it cost to live in their own home. These spending patterns were based on data published by two frequently relied upon sources:

- **Survey of Consumer Expenditures** – Published by the Bureau of Labor Statistics
- **Household Spending Report** – Published by New Strategist Publications

This analysis supported the stated income ratios to be allocated for Senior housing monthly service fees. The overall analysis and supporting rationale was included in a Special Issue brief published by the American Seniors Housing Association. It should be noted these income factors/ratios as a function of Senior housing monthly service fees are generally recognized by professionals in the Senior housing industry and supported by industry trade associations such as Argentum, American Seniors Housing Association (AHSA) and Leading Age.

<u>Special Assisted Living/Nursing Considerations</u> - It should be noted that the need for some of these discretionary purchases decreases as the Senior becomes frailer and requires higher levels of support services, such as assisted living, Alzheimer's/memory care and nursing. As the residents age and become frailer, the frequency and intensity of services required typically increase and additional services may by needed (i.e. assistance with ambulation, monitoring of confused/wandering resident, assistance with grooming/hygiene, etc.). When this need for increased assistance in daily living occurs, the Seniors lifestyle - of necessity - becomes much more limited. Those Seniors with severely limited lifestyles can obviously dedicate a larger portion of their discretionary/available income for services. Under these conditions, a Senior in assisted living can actually exceed the 75% to 80% of income criteria.

<u>Calculation of Minimum Qualifying Cash Flow Income</u>

Exhibit 1-6 presents the calculation for the minimum qualifying cash flow income requirements for the private pay market rate monthly service fee pricing that is being proposed for each of the living arrangements at the subject new development. The proposed monthly fees

for each of the living arrangements have been annualized and then the earlier stated *monthly service fee to income* expenditure factors have been applied to the annualized monthly fees - resulting in the total annual cash flow requirements **after taxes.** An estimated *average* (not marginal) tax rate of 10% of Senior householders' incomes was then factored in to indicate a likely **required annual cash flow <u>before</u> taxes.**

Accurately determining Senior consumer qualifying income thresholds and resulting capture rates is a complex process because of five very important issues and variables:

1. **<u>Pre-Tax Vs. After-Tax Income</u>** - Demographic information on income from Claritas and other recognized sources is presented as *pre-tax* income.

2. **<u>After-Tax Income Considerations</u>** - Seniors must obviously pay for their obligations in *after-tax* dollars. The *average* (not *marginal*) tax bracket for Seniors is typically about 10 to 15%. Because most of the monthly service fee for assisted living qualifies as a medical tax deduction, MDS utilized an average tax rate of 10% for assisted living and memory care.

3. **<u>Seniors Understate Income and Assets</u>** - When surveyed, Seniors and their children tend to conservatively understate their income and assets. This phenomenon has been consistently observed in hundreds of focus groups and personal interviews using in-depth probing techniques.

4. **<u>Spend-Down of Assets</u>** - There is a trend toward the spend-down of assets (savings portfolio principal) to meet financial obligations. While this is a generally recognized trend, empirical/quantitative evidence is very limited. It is difficult to correlate overall wealth, affordability and the choice of living arrangements made by the consumer and, therefore, difficult to predict the amount and length of time of potential spend-down. It is MDS' opinion that, without more specific quantitative information, this trend should be considered as a forecasting safety margin.

5. **<u>Financial Assistance by Family</u>** - There is also a growing body of empirical/anecdotal evidence observed by sponsors and owner/operators that Seniors' incomes are being supplemented by some family members. Most operators are not able to quantify the amount of support by adult children as they indicate they get one check for the rent each month and do not know the specific source of the funds.

   There is again, no direct correlation between the number of adult children and whether their parents live in the area or outside of the PMA. There is also no indication as to whether the Senior parent is income qualified or not. Information in the 2009 Overview of Assisted Living report indicates that 25% of the Senior housing move-in decision was made by another person – primarily the adult child or another family member. Another 49% of the Seniors' move-in decision was partially influenced by another person.

Again, because there is limited quantitative evidence, MDS does not include the impact of the adult child/decision influencer in the capture rate model. We do, however, consider the "economic quality" of such households in the 55 to 64 age cohort who currently reside in the Primary Market Area (refer to Exhibit 1-13 in this section for an analysis of the adult children households in this PMA).

6. **Other Financial Resources** – There are other resources for Seniors that are also difficult to quantify but can aid in the reduction of actual cash flow qualifying income. For example, many Seniors have a long term care insurance policy that does have an assisted living benefit. Each policy may be different in terms of coverage; however, the operator of the subject Redondo Beach community should assist Seniors in accessing their benefits.

   Another example is the Aid-In-Attendance benefit available to U.S. veterans. The operator of the subject community should also educate and assist veterans in accessing this benefit.

It is our professional opinion that the level of incidence and favorable impacts of spend-down and family assistance are clearly understated. To totally ignore these impacts would result in understating a real world Senior consumer affordability impact.

After very careful consideration, it is our professional opinion that:

1. Seniors should not generally spend more than 80% to 85% of their available income for the required monthly service fees. Since each Senior and family situation is unique, there could be exceptions to this guideline in approximately 20% of the cases - upon initial admission to a community.

2. This "spending ratio" can increase because of normal and expected inflation and the additional charges related to receiving increased assistance with the activities of daily living as residents age in place. As the need for increased ADL assistance (and costs) grows, the need for discretionary consumer expenditures generally decreases.

3. We, therefore, feel that a reasonable and prudent trade-off position is to:
   - Use readily available demographics in the form of pre-tax income when quantifying affordability thresholds.
   - Recognize - but do not quantify - the impacts of spend-down and family financial assistance. These impacts are considered to be offset by any differential between pre-tax and after-tax incomes.

Finally, it is our professional opinion that a number of these issues have a "neutralizing" effect on overall project feasibility.

__Home Equity Enhancement__

Many Seniors have a significant financial resource available to them - the equity in their home which, in many cases, is currently a benign asset. The National Association of Home Builders (NAHB) conducts the American Housing Survey for the United States. This data is published by the U.S. Department of Housing and Urban Development and the U.S Census Bureau. According to the latest data published, 65% of age 65+ households that are homeowners own their home free and clear with no mortgage. An estimated 1.3% have a reverse mortgage – with the balance holding some type of mortgage or home equity line of credit. Conversations with representatives of NAHB indicated that, for the age 75+ cohort, the percentage of homeowners with no mortgage is approximately 80%.

Seniors age 75+ who live in a single family home generally have paid the mortgage off and own the home free and clear. This home equity, when liquidated and prudently invested, can represent a significant source of additional cash flow income for many Seniors. For a market rate rental pricing structure, MDS evaluates affordability for Senior housing communities based on **cash flow income** and also gives consideration to the **impact of the investment of home equity proceeds** for those Seniors who do own a home.

__Liquidation of Home Equity__ - Exhibits 1-7a through 1-8 outline a home equity analysis in which the minimum qualifying income criteria could be reduced (for those Seniors who own their homes) due to annual cash flow that would result from a sale of a home in the Primary Market Area and the prudent reinvestment of the net, after-tax sales proceeds at 4%. It is assumed, in this scenario, that the interest earned off this investment could augment their cash flow income and qualify a number of Seniors who would not otherwise financially qualify for these living arrangements, while leaving the principal from the sale of their home intact and in their portfolio of assets for their estate.

It should be noted that MDS recognizes that Senior investments may not be realizing 4% interest rates at this time. If one was to alternatively consider this as a modest spend down strategy, this would allow for a 25 year spend down – assuming no interest earning at all on the investment of this home equity. It is MDS' opinion that it is not prudent to rely heavily on spend down in evaluating affordability for Senior housing, however this scenario illustrates that spend down can be a prudent financial strategy in some cases. Spend down of savings/investments and financial assistance from family is difficult to accurately quantify and, therefore, are primarily considered forecasting safety margin when evaluating the demand for new Senior living.

Alzheimer's/Memory Care Capture Rate/Demand Model Assumptions

As stated earlier, MDS has also evaluated the demand for developing **60 assisted living units/120 beds designed for and dedicated to the care of residents with Alzheimer's/related dementia and memory care issues**. These units would offer similar services and amenities as would be provided for traditional assisted living residents; however, the personal care services would be more frequent and intensive and the physical space would be specially designed to be secure and to effectively care for the special needs and requirements of these residents.

The typical memory care resident will be similar to the assisted living resident in terms of age and physical condition. They will, however, have cognitive and memory issues that will require them to be segregated into a secured area of the community. These residents will need to be more carefully monitored on a 24-hour basis as they are can be at risk for elopement. They will also need cueing for activities, dining, finding their living unit, toileting and, in the later stages of their condition, are no longer able to leave their area of the community on an unescorted basis. They may exhibit behavioral issues but do not have chronic acute health care problems and so can be accommodated in an assisted living/residential care setting.

MDS has conducted a significant amount of internal research and development and has developed a capture rate/demand model for projecting the need for Alzheimer's/memory care beds in a market area. This demand modeling is conservative, realistic and gives consideration to all of the relevant key factors and assumptions with regard to this very specialized type of living arrangement.

Exhibit 1-9 shows the calculation for computing the weighted average level of incidence for age 75+ households in the Redondo Beach PMA. MDS has conservatively assumed that <u>all</u> of the potential residents will be age 75+ and have given the appropriate (heavier) weighting to the age 85+ cohort using the levels of incidence.

<u>Summary of Resulting Age 75+ Memory Care Capture Rates</u> – Exhibits 1-10 through 1-12 present the detailed capture rate/demand models that calculate the percent of age 75+ income qualified households (estimated to be afflicted with Alzheimer's/related dementia) who will be required to successfully absorb 120 memory care beds and bring them to 93% occupancy. These capture rate models consider three minimum qualifying cash flow income screens (based on the proposed pricing) and assumes 70% of the bed absorption by qualified prospects residing in the PMA.

There are no firm industry standards for maximum acceptable capture rates for Alzheimer's/memory care units in a specific market area. However, in our evaluation of these project capture rates, MDS has made comparisons to other similar, but more traditional type, living arrangements - primarily assisted living/personal care. Based on our national experience, we are observing 20% as an assisted living ceiling capture rate benchmark based on <u>age</u>, <u>income</u> and <u>need-driven</u> qualifying criteria.

It is the opinion of MDS that the Alzheimer's assisted living capture rates should be reasonably consistent with traditional assisted living capture rates; however, they could be higher - depending on market conditions. The needs of this particular target market are highly

specialized and, as a result, they do not have as many options available to them as Seniors who are not afflicted with Alzheimer's. Therefore, we could expect a higher percent of capture of this particular target market, however, we did assume the 20% capture rate benchmark for assisted living in the evaluation of these memory care beds.

The resulting age 75+ capture rates for 120 memory care beds can be summarized as follows:

Minimum Qualifying Cash Flow Income Screen	120 Memory Care Beds		
	2021	2024	Refer to Exhibit
@ $140,000+	8.8%	7.1%	1-10
@ $145,000+	9.5%	7.5%	1-11
@ $150,000+	10.2%	8.0%	1-12

It is MDS' opinion that these are within the range of capture rates observed in other market areas and they are conservative and acceptable capture rates for this specialized living arrangement and lifestyle. These capture rates assume that all of these special care beds will be filled from the outside world, however, it should be noted that there is an existing memory care facility in another building on this campus. It is possible that some of these new beds could be filled from transfers from this existing facility.

Consideration of the Competition

MDS conducts an analysis in which the estimated required qualifying household income criteria is calculated for each of the competitive Senior housing communities. MDS takes the average monthly service fee for each of the area assisted living/residential care communities and then applies the appropriate factor of percent of household incomes that could be allocated to this living arrangement (as indicated earlier in this section).

When factoring the existing competition in the detailed capture rate/demand models, MDS considers (subtracts out) all households residing in communities that are comparably or higher priced than the proposed new units. It is assumed that households residing in lower priced

communities have already been factored out of the pool of qualified prospects via the income screening. Appendix B to this report presents a list of the competitive assisted living and memory care communities which are factored into this demand analysis.

It should be noted, again, that MDS gives consideration to all of the existing occupied competitive units in the market area, as well as allowing for all vacant and planned competitive units to be filled to 93% occupancy **before** calculating the required age 75+ capture rates for the subject new Senior housing units being considered for the market area.

Occupancy Sensitivity of Competitive Projects

MDS makes every effort to obtain accurate, objective and timely occupancy information from the competitors in the Primary Market Area during the market feasibility analysis - certainly consistent with MDS' high-quality standards on behalf of our clients. However, in order to fully mitigate and avoid the inadvertent use of inappropriate occupancy data, our policy is to treat occupancy in the demand/capture rate model as follows:

1. Subtract all households estimated to reside in *occupied* units.

2. Subtract qualified households necessary to bring all *vacant* units to 93% occupancy.

3. Subtract qualified households sufficient to bring all *planned/announced* projects to 93% occupancy.

4. Subtract sufficient qualified households to address *45% turnover in assisted living and memory care.*

In summary, we have provided reported occupancy on a project-by-project basis. Of equal importance, we have also accounted for all ***potential vacancies*** and ***planned/announced units*** to reach an acceptable occupancy of 93%. In our professional opinion, this is the most conservative - but realistic - approach to establishing project feasibility.

Impact of the Adult Child/Decision Influencer

One of the most overlooked market segments with respect to state-of-the-art Senior housing is the "decision influencer". This decision influencer is typically a child of the Senior who is responsible for providing care and decision making in later years. Sometimes, it can be a professional such as a member of the clergy or medical practitioner. One of the strongest marketing impacts on Senior housing are the children ages 55 to 64. They are highly motivated to solve an eventual and very personal family health and logistics problem involving their parents in an effective and compassionate manner.

In 2019, there are an estimated 31,766 adult children (age 55 to 64) living in the Primary Market Area. This represents approximately 22% of the total households in the PMA. These households are projected to increase by 1,287 households or 257 new decision influencer households per year over the next five years. In the year 2024, there will be an estimated 33,053 adult children households in this PMA – again, representing approximately 22% of the total households (refer to Exhibit 1-13).

Potential for Adult Children Households to Subsidize/Supplement Senior Parents Income

In 2021, there will be an estimated 32,381 adult children households in this PMA. As can be seen by Exhibit 1-13, **actions and decisions by these adult children can potentially result in the absorption of a number of living units as a result of the decision influencers attracting their geographically remote parents back to the Redondo Beach market area**. In fact, if one-half of one percent of the adult children in the PMA could influence a parent to move into the subject new assisted living and memory care community, this impact alone could fill 161 units. MDS has not quantitatively factored this potential impact into the capture rate/demand models, as it has already been assumed that 30% of the absorption will represent in-migration

coming from outside the defined Primary Market Area. This impact has been considered as forecasting safety margin for this development.

Marketplace performance - both locally and nationally - has clearly demonstrated that the decision influencer plays an instrumental role in selecting Senior housing communities, in general, and assisted living, Alzheimer's and nursing care, in particular. It is the opinion of MDS that decision influencers should be considered as a key target market to be addressed by the sales and marketing efforts and programming for the proposed new Senior living units. It should be noted that this is an area in which, if the decision influencer market is appropriately and aggressively targeted, overall project risk can be significantly reduced.

Summary

Absorption time for a community like the subject new development will vary as a function of marketing intensity, experience and image of the sponsor/operator, and specific marketplace conditions (size and depth of age/income qualified market, level of existing competition, location, ease of selling home, etc.). Realization of the assumptions and forecasts for the proposed living arrangements on this campus specifically assume the following:

1. The appropriate design and development of the new living arrangements and integration on to the existing campus.

2. A significant, dedicated marketing budget.

3. A state-of-the-art design implemented by qualified industry experts.

4. Sophisticated pre-market testing with age and income qualified Senior consumers and decision influencer involvement.

5. An experienced marketing team with a specific understanding of the unique marketing positioning of this project in this particular market area.

6. An experienced and professional management operation.

The preceding must be augmented by an aggressive and proactive pre-marketing and pre-selling effort. There should also be a networking/outreach program that is supported by appropriate advertising and marketing aids.

EXHIBIT 1-1

SUMMARY OF RESULTING AGE 75+ CAPTURE RATE

FOR NEW ASSISTED LIVING UNITS IN THE PRIMARY MARKET AREA
Redondo Beach, CA
102 Assisted Living Units

	$150,000 + Income 70% PMA	
Pragmatic Sequential Screening Process [1]	**Absorption Impact**	
Year:	**2021**	**2024**
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [2]	19,779	21,074
Estimated Weighted Average Level of Incidence for ADLs for Age 75+ Cohort [3]	0.321	0.317
Subtotal	6,356	6,670
Apply Minimum Qualifying (Private Pay) Annual Income Screen @ $150,000 or More [4]	0.166	0.194
Subtotal Age/Income Qualified Households Who Are Estimated to Have ADL Needs	1,053	1,292
Less Competitive Assisted Living Units: [5]		
- Existing Occupied Assisted Living Units	(244)	(244)
- Vacant/Planned Assisted Living Units at 93% Occupancy	(148)	(148)
- Unit Turnover @ 45% of Occupied Units [6]	(110)	(110)
Subtotal Age/Income Qualified Available Prospects	551	790
Additional Qualified Households Available Due to Home Sale / Equity with Incidence Level Applied [7]	243	298
Net Age/Income Qualified Available Prospects	794	1,088
Number of Subject Assisted Living Units to be Absorbed in the PMA [8]	**66**	**66**
Net Age / Income Qualified Prospects in the PMA	**794**	**1,088**
	↓	↓
Resulting Age 75+ Capture Rates	**8.4%**	**6.1%**

[1] Refer to Exhibit 1-5 for a more detailed explanation of the supporting rationale and key assumptions involved in the assisted living demand analysis.

[2] Refer to Exhibit A-1 in Appendix A for the calculation of total age 75+ households.

[3] Refer to Exhibit 1-4 for calculation of levels of incidence for the need for ADL services in the PMA.

[4] Refer to Exhibit A-5 for the calculation of age 75+ households who meet the minimum qualifying income criteria of $150,000 + .

[5] Refer to Exhibit B-1 in Appendix B for a list of competitive units factored into this demand analysis.

[6] 244 existing units x 45% turnover = 110 units.

[7] Refer to Exhibits 1-7a and 1-7b for the home equity analysis/impact:
756 additional qualifying households x 32.1% incidence level 243 additional qualified households in 2021;
943 additional qualifying households x 31.7% incidence level 298 additional qualified households in 2024.

[8] 102 units x 93% occupancy x 70% absorption from the PMA = 66 units to be filled from the PMA.

EXHIBIT 1-2

SUMMARY OF RESULTING AGE 75+ CAPTURE RATE

FOR NEW ASSISTED LIVING UNITS IN THE PRIMARY MARKET AREA
Redondo Beach, CA
102 Assisted Living Units

		$155,000	+ Income
		70%	PMA
Pragmatic Sequential Screening Process [1]		**Absorption Impact**	
	Year:	**2021**	**2024**
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [2]		19,779	21,074
Estimated Weighted Average Level of Incidence for ADLs for Age 75+ Cohort [3]		0.321	0.317
Subtotal		6,356	6,670
Apply Minimum Qualifying (Private Pay) Annual Income Screen @ $155,000 or More [4]		0.154	0.180
Subtotal Age/Income Qualified Households Who Are Estimated to Have ADL Needs		977	1,203
Less Competitive Assisted Living Units: [5]			
- Existing Occupied Assisted Living Units		(244)	(244)
- Vacant/Planned Assisted Living Units at 93% Occupancy		(148)	(148)
- Unit Turnover @ 45% of Occupied Units [6]		(110)	(110)
Subtotal Age/Income Qualified Available Prospects		475	701
Additional Qualified Households Available Due to Home Sale / Equity with Incidence Level Applied [7]		246	308
Net Age/Income Qualified Available Prospects		722	1,009

	2021	**2024**
Number of Subject Assisted Living Units to be Absorbed in the PMA [8]	**66**	**66**
Net Age / Income Qualified Prospects in the PMA	**722**	**1,009**
	↓	↓
Resulting Age 75+ Capture Rates	**9.2%**	**6.6%**

[1] Refer to Exhibit 1-5 for a more detailed explanation of the supporting rationale and key assumptions involved in the assisted living demand analysis.

[2] Refer to Exhibit A-1 in Appendix A for the calculation of total age 75+ households.

[3] Refer to Exhibit 1-4 for calculation of levels of incidence for the need for ADL services in the PMA.

[4] Refer to Exhibit A-6 for the calculation of age 75+ households who meet the minimum qualifying income criteria of $155,000 +.

[5] Refer to Exhibit B-1 in Appendix B for a list of competitive units factored into this demand analysis.

[6] 244 existing units x 45% turnover = 110 units.

[7] Refer to Exhibits 1-7a and 1-7b for the home equity analysis/impact:
    767 additional qualifying households x 32.1% incidence level 246 additional qualified households in 2021;
    974 additional qualifying households x 31.7% incidence level 308 additional qualified households in 2024.

[8] 102 units x 93% occupancy x 70% absorption from the PMA = 66 units to be filled from the PMA.

EXHIBIT 1-3

SUMMARY OF RESULTING AGE 75+ CAPTURE RATE

FOR NEW ASSISTED LIVING UNITS IN THE PRIMARY MARKET AREA
Redondo Beach, CA
102 Assisted Living Units

	$160,000	+ Income
	70%	PMA
Pragmatic Sequential Screening Process [1]	**Absorption Impact**	
Year:	**2021**	**2024**
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [2]	19,779	21,074
Estimated Weighted Average Level of Incidence for ADLs for Age 75+ Cohort [3]	0.321	0.317
Subtotal	6,356	6,670
Apply Minimum Qualifying (Private Pay) Annual Income Screen	0.142	0.167
@ $160,000 or More [4]		
Subtotal Age/Income Qualified Households Who Are Estimated to Have ADL Needs	902	1,114
Less Competitive Assisted Living Units: [5]		
- Existing Occupied Assisted Living Units	(244)	(244)
- Vacant/Planned Assisted Living Units at 93% Occupancy	(148)	(148)
- Unit Turnover @ 45% of Occupied Units [6]	(110)	(110)
Subtotal Age/Income Qualified Available Prospects	400	612
Additional Qualified Households Available Due to Home Sale / Equity with Incidence Level Applied [7]	255	324
Net Age/Income Qualified Available Prospects	655	936

	2021	2024
Number of Subject Assisted Living Units to be Absorbed in the PMA [8]	**66**	**66**
Net Age / Income Qualified Prospects in the PMA	**655**	**936**
	↓	↓
Resulting Age 75+ Capture Rates	**10.1%**	**7.1%**

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[1] Refer to Exhibit 1-5 for a more detailed explanation of the supporting rationale and key assumptions involved in the assisted living demand analysis.

[2] Refer to Exhibit A-1 in Appendix A for the calculation of total age 75+ households.

[3] Refer to Exhibit 1-4 for calculation of levels of incidence for the need for ADL services in the PMA.

[4] Refer to Exhibit A-7 for the calculation of age 75+ households who meet the minimum qualifying income criteria of $160,000 + .

[5] Refer to Exhibit B-1 in Appendix B for a list of competitive units factored into this demand analysis.

[6]   244 existing units x   45%   turnover = 110 units.

[7] Refer to Exhibits 1-7a and 1-7b for the home equity analysis/impact:

   793   additional qualifying households x   32.1% incidence level 255 additional qualified households in 2021;
   1,025   additional qualifying households x   31.7% incidence level 324 additional qualified households in 2024.

[8] 102 units x 93% occupancy x   70%   absorption from the PMA =   66 units to be filled from the PMA.

EXHIBIT 1-4

CALCULATION OF WEIGHTED AVERAGE _LEVEL OF INCIDENCE_

FOR ASSISTANCE WITH ACTIVITIES OF DAILY LIVING

FOR THE PRIMARY MARKET AREA

Redondo Beach, CA

Age Cohort	_2019_ Age 75+ Population	Estimated Level of Incidence	2019 Age 75+ Seniors Estimated to Require Assistance with ADLs
75 to 79	11,287	20.0%	2,257
80 to 84	9,235	31.0%	2,863
85+	8,854	50.0%	4,427
Total	29,376		9,547
Weighted Average		32.5%	

Age Cohort	_2021_ Age 75+ Population	Estimated Level of Incidence	2021 Age 75+ Seniors Estimated to Require Assistance with ADLs
75 to 79	12,097	20.0%	2,419
80 to 84	9,897	31.0%	3,068
85+	8,848	50.0%	4,424
Total	30,842		9,911
Weighted Average		32.1%	

Age Cohort	_2024_ Age 75+ Population	Estimated Level of Incidence	2024 Age 75+ Seniors Estimated to Require Assistance with ADLs
75 to 79	13,312	20.0%	2,662
80 to 84	10,891	31.0%	3,376
85+	8,838	50.0%	4,419
Total	33,041		10,458
Weighted Average		31.7%	

This exhibit summarizes the calculation of the weighted average incidence
level for the Age 75+ households in the Primary Market Area - based on
factors by age cohort. This weighted average level of incidence is utilized
in the capture rate models outlined in Exhibits 1-1 through 1-3.

Sources: U.S. Bureau of the Census, the Need for Personal Assistance With
Everyday Activities: Recipients and Caregivers
Nielsen
MDS Analysis

EXHIBIT 1-5

SUPPORTING RATIONALE AND KEY ASSUMPTIONS

INVOLVED IN QUANTIFYING THE DEMAND

FOR STATE-OF-THE-ART ASSISTED LIVING

The MDS approach utilized in determining assisted living demand involves the following pragmatic sequential screening process:

I. **Total Age 75+ Non-Institutionalized Households** - The estimated number of age 75+ non-institutionalized households in the Primary Market Area is first determined. This figure is considered to be conservative in that it does not include age 75+ households which reside in households headed by a person who is not age 75 or older - such as adult children/relatives, etc. It also screens out those persons who reside in group quarters, nursing homes or other institutionalized settings.

II. **Need-Driven Incidence Level Screen** - The estimated weighted average level of incidence for the need for assistance with the activities of daily living (ADLs) within the age 75+ household cohort is determined. Exhibit 1-4 summarizes the calculation of the weighted average incidence level utilized in this analysis for the PMA. This total gross level of age and incidence level qualified households represents a need-driven pool of prospects which are the true market for assisted living - exclusive of income qualification and consideration of existing comparable/competitive product offerings.

III. **Minimum Annual (Private Pay) Income Qualification Screen** - These age and incidence level (need-driven) qualified Senior households are adjusted to include only those income qualified households based on annual after-tax cash flow income alone - allowing for discretionary expenditures and exclusive of economic support by children and spend-down of assets. This minimum qualifying income screen should be sufficient to support the proposed market rate assisted living monthly service fees. The income screening process essentially eliminates existing residents of traditionally lower quality, older/smaller board and care type facilities which typically require monthly fees lower than those that will be charged at the subject new community.

IV. **Home Sale/Equity Investment Impact** - The impact of homeowner equity liquidation is factored into the demand analysis. This analysis assumes that the minimum qualifying income criteria could be reduced, for those Seniors selling their homes, due to the additional annual cash flow that would result from the sale of a home and the reinvestment of the net, after-tax sales proceeds (refer to Exhibits 1-7a through 1-8 summarize the home equity impact analysis).

Exhibit 1-5
Supporting Rationale and Key Assumptions
Involved in Quantifying the Demand
for State-of-the-Art Assisted Living

V.   **Current Competitive Supply Adjustment** - Senior households currently residing in existing comparable assisted living communities were then subtracted from the targeted pool of age, income and incidence level qualified households (refer to Appendix B for a list of assisted living competitors factored into this analysis).

VI.   **Adjustment for Overall Market Stabilized Occupancy** - Vacant and planned purpose-built assisted living units are assumed to be filled to 93% occupancy before evaluating the future net demand (refer to Appendix B).

VII.   **Compensation for Annual Unit Turnover** - Finally, annual resident turnover of approximately 40% for assisted living is calculated and subtracted for existing occupied units. This factor accounts for units at existing competitive projects that will constantly (annually) need to be refilled or re-occupied due to resident attrition.

The bottom-line result of this detailed analysis and screening process is to identify the net pool of age, income and incidence level qualified Senior households that are currently need-driven and would qualify for assisted living.

EXHIBIT 1-6

MINIMUM QUALIFYING CASH FLOW INCOME REQUIREMENTS FOR

A NEW ASSISTED LIVING AND MEMORY CARE DEVELOPMENT IN REDONDO BEACH, CALIFORNIA

Based on 2021 Monthly Service Fees

Unit Type	Number of Units	Monthly Fee	Annualized Monthly Fee	Total Annual Cash Flow Requirement After Tax [1]	Likely Annual Cash Flow Before Tax [2]
Assisted Living Units					
One Bedroom	102	$9,250 - $12,250	$111,000 - $147,000	$138,750 - $183,750	$154,167 - $204,167
Memory Care Units					
Studio - Semi-Private	60	$8,985	$107,820	$126,847	$140,941

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[1] Assumed 80.0% of the Seniors' cash flow income can be allocated for assisted living units and 85.0% for Alzheimer's/memory care.

[2] Assumes an average tax rate of 10.0% for assisted living and memory care.

EXHIBIT 1-7a

HOME EQUITY ANALYSIS - 2021 TIME FRAME

How the Sale of a Senior's Home in the Primary Market Area Increases the Number of Age and Income Qualified Households
Redondo Beach, CA

I. ***2021*** Estimated Median Home Value [1] $ 726,332

II. Assume Net Home Equity Proceeds Upon Sale @   90% $ 653,699

III. Assume Equity Proceeds Can Be Invested @   4% [2] $26,148 /Year

      - Pre-Tax Increase in Investment Income

	$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
IV. Required Qualifying CASH FLOW Income Criteria (Before Home Equity Conversion)	$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
- Less Increase in Equity Investment Income	$26,148	$26,148	$26,148	$26,148	$26,148	$26,148
V. Home Equity Cash Flow Lowers Qualifying Income Criteria to:	$108,852	$113,852	$118,852	$123,852	$128,852	$133,852

		Age 75+ / Income Screens				
	$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
VI. NET Age 75+ Qualified Households [3]	3,854	3,662	3,469	3,277	3,041	2,806
VII. ADDITIONAL Age Qualified Households that Become Income Qualified	1,200	1,114	1,027	940	953	986

VIII. Percent of Age 75+ HOMEOWNERS in the PMA @ 80.4%						
Net Increase in AGE/INCOME QUALIFIED Homeowners	965	896	826	756	767	793
Due to Home Equity Conversion Impact [4]			Additional Households			

Converting (Selling) home equity results in increased savings, portfolio value and investment income.
This increases the number of age/income qualified households

Refer to Exhibit 1-8 for a more detailed explanation of this analysis.

Source: Moore Diversified Services, Inc. Analysis

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[1] *Based on Census Data for Seniors and an analysis of residential home sales statistics.*

[2] *Average over a three (3) to four (4) year period.*

[3] *See Exhibit A-1 for Net Age Qualified Households*

[4] *Refer to Appendix C to this report. This factor represents the percent of age 75+ households who live in owner occupied units*
in the PMA - based on available census data.

High

EXHIBIT 1-7b

HOME EQUITY ANALYSIS - 2024 TIME FRAME

How the Sale of a Senior's Home in the Primary Market Area Increases the Number of Age and Income Qualified Households
Redondo Beach, CA

I.	*2024* Estimated Median Home Value [1]		$ 729,901					
II.	Assume Net Home Equity Proceeds Upon Sale @ 90%		$ 656,911					
III.	Assume Equity Proceeds Can Be Invested @ 4% [2]	$26,276 /Year						
	- Pre-Tax Increase in Investment Income							

		$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
IV.	Required Qualifying CASH FLOW Income Criteria (Before Home Equity Conversion)	$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
	- Less Increase in Equity Investment Income	$26,276	$26,276	$26,276	$26,276	$26,276	$26,276
V.	Home Equity Cash Flow Lowers Qualifying Income Criteria to:	$108,724	$113,724	$118,724	$123,724	$128,724	$133,724

Age 75+ / Income Screens

		$135,000	$140,000	$145,000	$150,000	$155,000	$160,000
VI.	NET Age 75+ Qualified Households [3]	4,737	4,518	4,300	4,081	3,800	3,519
VII.	ADDITIONAL Age Qualified Households that Become Income Qualified	1,441	1,351	1,261	1,172	1,211	1,274
VIII.	Percent of Age 75+ HOMEOWNERS in the PMA @ 80.4% Net Increase in AGE/INCOME QUALIFIED Homeowners Due to Home Equity Conversion Impact [4]	1,159	1,087	1,014	943	974	1,025

Additional Households

Converting (Selling) home equity results in increased savings, portfolio value and investment income.
This increases the number of age/income qualified households

Source: Moore Diversified Services, Inc. Analysis

_____

[1] *Based on Census Data for Seniors and an analysis of residential home sales statistics.*

[2] *Average over a three (3) to four (4) year period.*

[3] *See Exhibit A-1 for Net Age Qualified Households*

[4] *Refer to Appendix C to this report. This factor represents the percent of age 75+ households who live in owner occupied units in the PMA - based on available census data.*

High

EXHIBIT 1-8

EXPLANATION OF CALCULATION/QUANTIFICATION

OF POTENTIAL IMPACT OF HOME EQUITY

MDS has conducted an analysis giving consideration to the impact of home equity potential on Senior household incomes in the Primary Market Area (refer to Exhibits 1-7a and 1-7b). **This analysis assumes that the minimum cash flow income threshold could be reduced (for those Seniors selling their homes) due to the additional annual cash flow that would result from the sale of a home and the reinvestment of the net after-tax sales proceeds.** This analysis was accomplished as follows:

1. MDS assumed that the net equity (after closing costs) earned from the sale of these Seniors' homes would be equal to 90% of the sales value and that this equity could be invested at 4% (average over a three to four year period), which would generate an additional annual cash flow of $26,148 in 2021 and $26,276 in 2024.

2. MDS then reduced the minimum income criteria of $140,000 by the amount of the additional cash flow that would be generated from the sale of the home and calculated the percentage of new additional age qualified households that would now qualify at the new reduced income level.

3. MDS again reduced the new age and income qualified households to reflect only that percentage that are estimated to be homeowners (versus renters) in the Primary Market Area. Based on census data, it is estimated that approximately 80% of Seniors live in owner-occupied units.
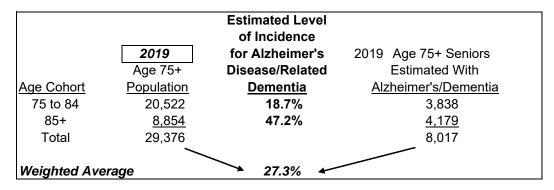
As can be seen from Exhibit 1-7a, approximately 896 additional age 75+ households (whose income is below $140,000) would be qualified at this level, providing they could sell their home and invest the net equity at 4%, thereby supplementing their existing annual cash flow income.
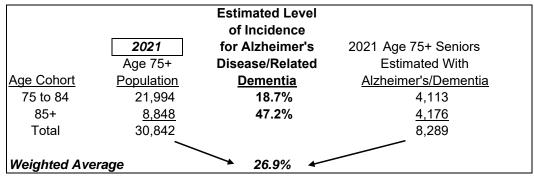
EXHIBIT 1-9

CALCULATION OF WEIGHTED AVERAGE *LEVEL OF INCIDENCE*
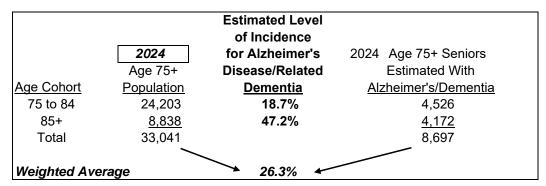
FOR ALZHEIMER'S DISEASE/RELATED DEMENTIA

IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Age Cohort	2019 Age 75+ Population	Estimated Level of Incidence for Alzheimer's Disease/Related Dementia	2019 Age 75+ Seniors Estimated With Alzheimer's/Dementia
75 to 84	20,522	18.7%	3,838
85+	8,854	47.2%	4,179
Total	29,376		8,017
Weighted Average		27.3%	

Age Cohort	2021 Age 75+ Population	Estimated Level of Incidence for Alzheimer's Disease/Related Dementia	2021 Age 75+ Seniors Estimated With Alzheimer's/Dementia
75 to 84	21,994	18.7%	4,113
85+	8,848	47.2%	4,176
Total	30,842		8,289
Weighted Average		26.9%	

Age Cohort	2024 Age 75+ Population	Estimated Level of Incidence for Alzheimer's Disease/Related Dementia	2024 Age 75+ Seniors Estimated With Alzheimer's/Dementia
75 to 84	24,203	18.7%	4,526
85+	8,838	47.2%	4,172
Total	33,041		8,697
Weighted Average		26.3%	

This exhibit summarizes the calculation of the weighted average incidence
level for Alzheimer's Disease or other related dementia in this PMA.
This weighted average level of incidence is utilized in the Alzheimer's
capture rate models outlined in Exhibits 1-10 through 1-12.

Sources: Alzheimer's Association
           Nielsen
           MDS Analysis

EXHIBIT 1-10

SUMMARY OF RESULTING AGE 75+ CAPTURE RATES FOR NEW ALZHEIMER'S/MEMORY CARE

UNITS IN AN ASSISTED LIVING SETTING
Redondo Beach, CA
120   Beds

Pragmatic Sequential Screening Process	$140,000 + Income 70% PMA Absorption Impact	
Year:	**2021**	**2024**
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [1]	19,779	21,074
Less Existing and Planned/Announced Assisted Living Units:	(967)	(967)
Subtotal	18,812	20,107
Estimated level of Incidence of Dementia [2]	0.269	0.263
Subtotal - Dementia Level of Incidence	5,056	5,293
Apply Minimum Qualifying (Private Pay)		
Income Screen @: $140,000 + [3]	0.185	0.214
Subtotal Age/Income Qualified Households Who Are Estimated to Have Dementia	936	1,135
Additional Qualified Households Available Due to Impact of Home Sale/Equity [4]	120	143
Subtotal Equity Adjusted Households	1,056	1,278
Less Competitive Memory Care Units [5]		
- Existing Occupied Memory Care Units	(93)	(93)
- Vacant and Planned Memory Care Units @ 93% Occupancy	(38)	(38)
- Unit Turnover @ 45% of Occupied Units	(42)	(42)
Net Age / Income Qualified Available Prospects	884	1,105
Number of Subject Memory Care Beds to be Absorbed in the PMA [6]	78	78
Net Age/Income Qualified Prospects in the PMA	884	1,105
Resulting Age 75+ Capture Rates	**8.8%**	**7.1%**

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[1] These are non-institutionalized households - does not include persons in nursing
homes or institutionalized group quarters. (Refer to Exhibit A-1 in Appendix A.)

[2] Information provided by The Alzheimer's Disease and Related Disorders Association, Inc.
The incidence level is a weighted average of two age cohorts - age 75 to 84 and 85+.

[3] Refer to Exhibit A-3 for the calculation of age 75+ households who meet the minimum qualifying income
criteria of $140,000   or more.

[4] Refer to Exhibits 1-9a and 1-9b - applied level of incidence and assumed that only 50% of these
residents would be coming directly from their own home - see calculation below:

    896   x   26.9%   x   50.0%   =   120 for year 2021;
    1,087   x   26.3%   x   50.0%   =   143 for year 2024.

[5] Refer to Exhibit B-3 in Appendix B for a list of competitive units factored into the demand analysis.

[6]   120   beds x   93% occupancy x   70%   absorption from PMA =   78   beds
to be filled from the PMA.

EXHIBIT 1-11

SUMMARY OF RESULTING AGE 75+ CAPTURE RATES FOR NEW ALZHEIMER'S/MEMORY CARE

UNITS IN AN ASSISTED LIVING SETTING
Redondo Beach, CA
120   Beds

Pragmatic Sequential Screening Process	$145,000 + Income 70% PMA Absorption Impact	
Year:	2021	2024
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [1]	19,779	21,074
Less Existing and Planned/Announced Assisted Living Units:	(967)	(967)
Subtotal	18,812	20,107
Estimated level of Incidence of Dementia [2]	0.269	0.263
Subtotal - Dementia Level of Incidence	5,056	5,293
Apply Minimum Qualifying (Private Pay) Income Screen @: $145,000 + [3]	0.175	0.204
Subtotal Age/Income Qualified Households Who Are Estimated to Have Dementia	887	1,080
Additional Qualified Households Available Due to Impact of Home Sale/Equity [4]	111	134
Subtotal Equity Adjusted Households	998	1,213
Less Competitive Memory Care Units [5]		
- Existing Occupied Memory Care Units	(93)	(93)
- Vacant and Planned Memory Care Units @ 93% Occupancy	(38)	(38)
- Unit Turnover @ 45% of Occupied Units	(42)	(42)
Net Age / Income Qualified Available Prospects	825	1,041
Number of Subject Memory Care Beds to be Absorbed in the PMA [6]	78	78
Net Age/Income Qualified Prospects in the PMA	825	1,041
Resulting Age 75+ Capture Rates	**9.5%**	**7.5%**

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[1] These are non-institutionalized households - does not include persons in nursing homes or institutionalized group quarters. (Refer to Exhibit A-1 in Appendix A.)

[2] Information provided by The Alzheimer's Disease and Related Disorders Association, Inc. The incidence level is a weighted average of two age cohorts - age 75 to 84 and 85+.

[3] Refer to Exhibit A-4 for the calculation of age 75+ households who meet the minimum qualifying income criteria of $145,000   or more.

[4] Refer to Exhibits 1-7a and 1-7b - applied level of incidence and assumed that only 50% of these residents would be coming directly from their own home - see calculation below:
    826   x   26.9%   x   50.0%   =   111 for year 2021;
    1,014   x   26.3%   x   50.0%   =   134 for year 2024.

[5] Refer to Exhibit B-2 in Appendix B for a list of competitive units factored into the demand analysis.

[6]   120   beds x   93% occupancy x   70%   absorption from PMA =   78   beds to be filled from the PMA.

EXHIBIT 1-12

SUMMARY OF RESULTING AGE 75+ CAPTURE RATES FOR NEW ALZHEIMER'S/MEMORY CARE

UNITS IN AN ASSISTED LIVING SETTING
Redondo Beach, CA
120   Beds

Pragmatic Sequential Screening Process	$150,000 + Income 70% PMA Absorption Impact	
Year:	**2021**	**2024**
Total (Gross) Estimated Non-Institutionalized Age 75+ Households [1]	19,779	21,074
Less Existing and Planned/Announced Assisted Living Units:	(967)	(967)
Subtotal	18,812	20,107
Estimated level of Incidence of Dementia [2]	0.269	0.263
Subtotal - Dementia Level of Incidence	5,056	5,293
Apply Minimum Qualifying (Private Pay)		
Income Screen @: $150,000 + [3]	0.166	0.194
Subtotal Age/Income Qualified Households Who Are Estimated to Have Dementia	838	1,025
Additional Qualified Households Available Due to Impact of Home Sale/Equity [4]	102	124
Subtotal Equity Adjusted Households	939	1,149
Less Competitive Memory Care Units [5]		
- Existing Occupied Memory Care Units	(93)	(93)
- Vacant and Planned Memory Care Units @ 93% Occupancy	(38)	(38)
- Unit Turnover @ 45% of Occupied Units	(42)	(42)
Net Age / Income Qualified Available Prospects	767	976
Number of Subject Memory Care Beds to be Absorbed in the PMA [6]	78	78
Net Age/Income Qualified Prospects in the PMA	767	976
Resulting Age 75+ Capture Rates	**10.2%**	**8.0%**

[1] These are non-institutionalized households - does not include persons in nursing homes or institutionalized group quarters. (Refer to Exhibit A-1 in Appendix A.)

[2] Information provided by The Alzheimer's Disease and Related Disorders Association, Inc. The incidence level is a weighted average of two age cohorts - age 75 to 84 and 85+.

[3] Refer to Exhibit A-5 for the calculation of age 75+ households who meet the minimum qualifying income criteria of $150,000   or more.

[4] Refer to Exhibits 1-7a and 1-7b - applied level of incidence and assumed that only 50% of these residents would be coming directly from their own home - see calculation below:
    756   x   26.9%   x   50.0%   =   102 for year 2021;
    943   x   26.3%   x   50.0%   =   124 for year 2024.

[5] Refer to Exhibit B-2 in Appendix B for a list of competitive units factored into the demand analysis.

[6]   120   beds x   93% occupancy x   70%   absorption from PMA =   78   beds to be filled from the PMA.

EXHIBIT 1-13

ANALYSIS OF THE ADULT CHILDREN/DECISION INFLUENCER

MARKET IN THE PRIMARY MARKET AREA
Redondo Beach, CA

Factors and Assumptions	Total Adult Children Households	Income Qualified Adult Children Households ($100,000+)
Estimated Number of Adult Children (age 55 - 64):		
- 2019	31,766	**18,510**
- 2024	33,053	**21,367**
Absolute Increase - 2019-2024	1,287	**2,857**
Average Increase per Year Over a 5-Year Time Frame:	257	**571**
Projected Number of Adult Children Households in the 2021 Time Frame:	32,281	**19,653**
Potential Number of Units That Could be Filled Assuming the Following Percentage of Adult Children Could Attract a Parent Back to the Area:		
@ 0.25%	81	**49**
@ 0.50%	161	**98**
@ 1.00%	323	**197**

These adult children decision influencers represent   22% of the total households in the PMA in 2019 and will represent approximately 22% of the total households in 2024. In   2021 , (the projected time frame for the project opening), approximately   61% of these households have cash flow incomes in excess of $100,000. It is the opinion of MDS that these households have the ability and, perhaps, the propensity to augment their parents income in order to allow them to afford this living arrangement.

Please note that MDS has NOT factored this potentially significant impact into the capture rate/demand models. It is considered forecasting safety margin for this development.

Source: Nielsen
            MDS Analysis

SECTION 2

PROPOSED PROJECT CONCEPT

Proposed Project Concept and
Product Characteristics

The proposed new assisted living and memory care units, which are the subject of this study, are being planned for development on the Beach Cities Health Center campus in Redondo Beach, California. As discussed in Section 1, MDS has evaluated the market demand/capture rates for the following new living arrangements:

- **102 Assisted Living Apartment Units**
- **60 Memory Care Units Accommodating 120 Beds**

Exhibit 2-1 outlines the proposed unit mix, including unit sizes and pricing characteristics which have been evaluated for the proposed new development. The pricing currently outlined in this market study involves a market rate rental monthly service fee type pricing structure - there will be no significant upfront entrance fee requirement for residency at this campus. There could be a one-time community assessment fee required upon move-in. This fee would cover the administrative costs of the move-in process, the evaluation/assessment of the resident and the determination of the appropriate living arrangement for the resident. For a married couple or double occupancy in an assisted living unit, there will be an additional monthly charge of $1,475 for the second person.

The proposed base monthly service fee pricing for the new living units will allow for priority access to all of the public spaces and common area amenities in the building and on the campus and will include the following menu of congregate services:

- Three daily meals plus snacks
- All utilities except telephone
- Weekly housekeeping service
- Weekly flat linen laundry services
- Supervised fitness and wellness programs
- Scheduled transportation services

- Social, recreational and wellness programs
- 24-hour emergency call system
- 24-hour access to trained staffing
- 24-hour security
- Interior/exterior maintenance
- Landscaping/grounds maintenance
- Real estate taxes/insurance on the building

The assisted living residents will also have access to well trained staff that can provide assistance with activities of daily living (ADLs) such as dining, dressing bathing, medication scheduling/management, etc. on an as-needed basis. While there may be some assisted living services included in the base monthly service fee – there will be higher levels of care offered at an additional cost and based on the individual needs of each resident. For the purposes of this market analysis, MDS has assumed the following four levels of care for higher levels of ADL needs:

- **Level I - $750 per month**
- **Level II - $1,500**
- **Level III - $2,250**
- **Level IV - $3,000**

There would be other ancillary services that would be available at an additional cost on an as-needed or desired basis. Some of these services include:

- Personal laundry services
- Guest meals
- Meal tray service
- Communication package – telephone, internet and cable TV
- Medic alert pendant
- Garage parking
- Beauty and barber shop services
- Health and personal care services
- Case management by health care professionals
- Rehabilitation services

The common areas and public spaces in the community will include, but not necessarily be limited to, the following:

- Community dining room
- Private dining room
- Living rooms/lounges

- Library with computers
- Movie theater
- Chapel
- Beauty salon/barber shop
- Fitness center
- Activities rooms
- Wellness/rehab center
- Physical therapy/exercise room

There will also be outside landscaped courtyard areas with outdoor grilles, elevated communal gardening, walking paths and a number of sitting areas available for the use of all residents. Consideration is also being given to the development of a parking garage to accommodate the additional parking needs on the campus. Residents of these types of campuses typically may have a reserved space at an additional cost of $50 to $75 per month.

The pricing characteristics outlined herein have been established such that they are consistent with that currently being achieved in the market area and with the overall affordability of the marketplace. Please note that all of the product characteristics are preliminary in nature and subject to the review of and continued brainstorming with the Development Team. They should also be confirmed by a detailed financial feasibility/pro forma analysis which will give consideration to both the upfront, one-time capital costs of development and the ongoing monthly operating expenses for each of these living arrangements.

Assisted Living Unit Features

The assisted living/residential care units will represent a "residential/social" model of assisted living consisting of one-bedroom apartment-type units that will be appointed in a quality, highly residential manner which means: carpeting, non-slip wood plank or tile floor coverings, mini-blinds, granite countertops, wood cabinetry and other types of interior design techniques typically found in state-of-the-art assisted living and memory care communities. Each living unit would have its own private bathroom with raised vanities and a walk-in shower with seating and grab bars. There will also be a number of safety features including a personal emergency

response system, security safe doors, safety railings, sprinklers and smoke detectors throughout the community.

The assisted living units will <u>not</u> have full-function kitchens - consistent with the anticipated frailty and limited lifestyle of the potential residents. Each of the assisted living units will have a kitchenette featuring a refrigerator, sink, microwave and cabinets. There will be three meals per day plus snacks included within the monthly service fee.

It should be noted that this community is planned to be housed in a multi-story building with elevator access. The apartment units would be double-loaded into interior hallways for security purposes and ease of access to all areas in the building. It is the opinion of MDS that these living units will represent the state-of-the-art in terms of design features, unit sizes, services, amenities and overall quality and ambience. It is MDS' opinion that the proposed new development - as currently conceived - will be competitive in this market area.

It has been MDS' experience that there may be site restraints, design constraints or other financial considerations not known to MDS which will, in fact, determine the ultimate unit mix and pricing structure for this community. It is MDS' recommendation that MDS and the Development Team have continued interaction in order to finalize the most prudent design and pricing strategies. This will result in a product that is most responsive to the marketplace and one that is consistent with the mission and objectives of the Development Team.

<u>Pricing and Price per Square Foot Value Analysis</u>

MDS conducted a detailed pricing analysis for the assisted living and memory care communities located in the Primary Market Areas. Exhibit 2-2 and 2-3 summarize an analysis of the monthly service fees per square foot for the assisted living communities in the PMA. This analysis compares key competitor monthly service fee pricing to that proposed for the subject new assisted living units in the projected 2021 time frame. It should be noted that the range of

assisted living rates reflected in Exhibit 2-2 includes the full spectrum of costs for the various unit types available including the range of additional costs for the levels of assistance in daily living services – they reflect a low to high range for each unit type. In the price per square foot analysis in Exhibit 2-3, MDS has outlined the cost for the base pricing for each unit type and then outlined a second scenario that includes the range of additional cost for the various levels of care or additional cost for the personal care services, if available.

Exhibits 2-4 and 2-5 summarize a similar analysis for the memory care communities. Since the subject project will be offering all semiprivate accommodations, MDS only conducted this analysis for competitors that offer semiprivate or companion living in memory care.

Please note that for the monthly service fee comparisons to the existing competitors, MDS took the existing 2019 monthly service fee pricing and escalated it to the 2021 time frame - assuming an estimated annual increase of 4%. MDS has typically observed annual monthly service fee escalation factors ranging from 2% to 5% at Senior housing communities across the country. While Seniors do not necessarily "quantify" their value judgments in this manner, it is MDS' opinion that these value indices and analysis can be useful in making important strategic comparisons with relevant competition.

Conclusions Regarding Proposed Pricing

Carefully conceived, appropriately designed, value engineered and proactively marketed, it is MDS' opinion that the subject new assisted living and memory care development will fit appropriately into the spectrum of existing products in the Redondo Beach PMA. The proposed pricing for each of the living arrangements is within the range of that currently being achieved by the newest existing competitors in this PMA. The unit sizes will be comparable to or larger than most of the existing units being offered by the area competitors resulting in price per square foot value indicators that are within the range of that being exhibited by the key competitors.

Community Amenities/Features

Community amenities/features in Senior housing communities are developed with the purpose of maintaining the physical and mental health of the residents. Availability of/access to all of the amenities recommended below will assist in maintaining the independence of the residents and creating social interaction:

- Community Dining Room
- Private Dining Room
- Other Dining Venues (Bistro, Deli/Sandwich Shop, Ice Cream Bar, etc.)
- Gift Shop/Convenience Store
- Card/Game Room
- Arts/Craft Room
- Library/Computer Learning Center
- Beauty/Barber Shop
- Movie Theater
- Multi-Purpose/Performing Arts Room
- Chapel/Area for Religious Services
- Lounges/Living Rooms
- Branch Bank Office
- Elevator Access to All Areas
- Laundry Facilities
- Trash Room
- Health and Wellness Center
- Exercise Area/Fitness Center
- Resident Storage
- Mail Room
- Outside Patios/Walking Areas
- Gardening Areas

It should be noted that, often times, one space or room will be used for more than one purpose. For example, a multi-purpose room can be used for entertainment activities, non-denominational religious services/bible study, chair exercises, etc. It should also be noted that there are some existing resources on the Beach Cities Health Center campus that may already provide some of these resources, such as the BCHD Center for Health and Fitness.

Most Senior living communities are pet friendly and some newer communities have dedicated fenced-in dog runs or pet activity areas. Please note that resident pets are generally limited to cats or dogs less than 25 pounds that are not disruptive to other residents.

Unit Amenities/Features

The following are the individual living unit amenities and features being recommended for the subject new community:

- 24-Hour Personal Emergency Response System
- Fire/Smoke Detectors and Sprinkler System
- Telephone Outlets
- Individual Heating/Cooling Controls
- Carpeting/Non-slip Flooring
- Mini-blinds

- Private Bathrooms
- Showers with a Seat and Grab Bars
- Kitchenettes
- Ample Closet Space/Walk in Closets
- Extra Storage Areas
- Basic Cable Television Access
- Wi Fi Connectivity

In many newer communities, apartments have at least 9 foot ceilings in order to optimize the appearance of spaciousness – especially with the smaller unit types. In addition, larger windows are used to let in maximum outside lighting.

There is typically wall-to-wall carpeting in the bedroom and living areas and non-slip vinyl or wood plank flooring in the kitchenette areas and bathrooms. The designs of newer communities are also offering walk in closets and built-in shelving or cabinets in the bathrooms and living areas in order to optimize storage capacity for residents in the living unit.

There should be a number of units designed for handicapped accessibility, or the ability to convert as necessary. According to the *2009 Overview of Assisted Living* report, an average of 22% of assisted living residents, on a national basis, use a wheel chair some or all of the time.

Resident Services/Amenities

The resident services and amenities are an extremely important part of the lifestyle at a state-of-the-art Senior housing community. It is this aspect that creates and maintains the lifestyle and ambience of the total community. The following services should be considered for the subject new development:

- Three Meals per Day Plus Snacks
- Weekly Housekeeping
- Daily Tidying/Trash Removal
- Flat Linen Laundry Service
- Personal Laundry Services
- 24-Hour Staffing/Security
- Interior and Exterior Maintenance/Repair
- All Utilities, Except Telephone
- Cable TV

- Landscaping/Grounds Maintenance
- Fitness/Wellness Programs
- Scheduled Transportation
- Social, Recreational, Educational and Cultural Activities
- Assistance with Daily Living Activities
- Counseling Services - Resident and Family

Conclusions Regarding Proposed Pricing

Carefully conceived, value engineered and appropriately priced, the proposed new assisted living and memory care development will fit appropriately into the spectrum of existing products in the Redondo Beach Primary Market Area. The proposed pricing for the assisted living and memory care is within the range of that offered by the key area newer competitors for a comparable, if not superior, array of services and amenities. The unit sizes are also within the range of that being offered by the area competitors resulting in price per square foot value indicators that are comparable to or lower than several of the competitors. It is the opinion of MDS that the proposed pricing for the subject new development will be acceptable to the sector of the market who have the affordability to pay for this alternative living arrangement and lifestyle - based on the anticipated product design, services, amenities and overall ambience planned for the campus. This assumes that there will be an aggressive and proactive marketing program that will communicate the positioning of this project within the other existing and emerging Senior housing products in the market area.

EXHIBIT 2-1

PROPOSED PRODUCT CHARACTERISTICS

FOR A NEW ASSISTED LIVING AND MEMORY CARE DEVELOPMENT

IN REDONDO BEACH, CALIFORNIA [1]

Market Rate Rental Pricing

					Projected Monthly Service Fees		Potential Ranges of Pricing Assuming Increased Pricing for Higher ADL Needs	
					Single Occupancy	Double Occupancy	Single Occupancy	Double Occupancy
Assisted Living Units								
One Bedroom	102	100.0%	600	s.f.	$9,250	10,725	$10,000 - $12,250 [2]	11,475 - 13,725
Memory Care Units								
Studio - Semi-Private	60	100.0%	352	s.f.	$8,985	8,985	None	None

Source: MDS Analysis

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[1] Subject to further analysis and discussion between MDS and the Development Team.

[2] These price ranges assume four levels of care ranging from $750 to $3,000 for assisted living. Memory care is all-inclusive pricing.

EXHIBIT 2-2

ASSISTED LIVING PRICING ANALYSIS

FOR COMPETITIVE PROJECTS IN THE PRIMARY MARKET AREA

Based on Current (2019) Pricing
of Comparable Assisted Living Projects and Projections to 2021

	Private Occupancy Pricing	
Major Competitors	**2019** **Monthly Cost**	**Estimated 2021** **Monthly Cost [1]**
Belmont Village of Rancho Palos Verdes	$6,380 - $9,380	$6,769 - $9,951
The Canterbury Retirement Community	$7,527 - $13,328	$7,985 - $14,140
Clearwater at South Bay	$6,600 - $11,930	$7,002 - $12,657
Huntington Retirement Hotel	$3,850 - $6,600	$4,084 - $7,002
Palos Verdes Villa, Inc.	$2,750 - $3,450	$2,917 - $3,660
Spring Senior Assisted Living	$3,200 - $4,200	$3,395 - $4,456
Sunrise of Hermosa Beach	$7,296 - $10,612	$7,740 - $11,258
Sunrise of Palos Verdes	$6,180 - $11,437	$6,556 - $12,134
Villa Sorrento	$3,200 - $6,300	$3,395 - $6,684
Under Construction		
The Kensington - Redondo Beach	$6,658 - $15,352	$7,063 - $16,287
Proposed Redondo Beach Assisted Living **_Pricing (2021 Time Frame)_**		$7,350 - $12,250

Source: MDS Analysis
MDS Field Survey - April, 2019

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[1] Assumed an annual increase in rates of 3%.

EXHIBIT 2-3

ASSISTED LIVING PRICE / VALUE COMPARISONS

Facility	Studio Unit			One - Bedroom Unit			Two - Bedroom Unit		
	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.
Belmont Village of Rancho Palos Verdes - Base Rate	310 - 370 s.f.	$6,769 - $7,723	$21.83 - $20.87 /s.f.	630 s.f.	$9,951	$15.80 /s.f.	None	None	None
- Includes Levels of Care	310 - 370 s.f.	Refused	Refused	630 s.f.	Refused	Refused	None	None	None
The Canterbury Retirement Community - All-inclusive Rate	250 - 300 s.f.	$7,985	$31.94 - $26.62 /s.f.	600 s.f.	$10,819	$18.03 /s.f.	850 - 1,200 s.f.	$14,140	$16.63 - $11.78 /s.f.
Clearwater at South Bay - Base Rate	415 s.f.	$7,002	$16.87 /s.f.	545 s.f.	$8,699	$15.96 /s.f.	None	None	None
- Includes Levels of Care	415 s.f.	$7,665 - $10,959	$18.47 - $26.41 /s.f.	545 s.f.	$9,362 - $12,657	$17.18 - $23.22 /s.f.	None	None	None
Huntington Retirement Hotel - Base Rate	340 - 380 s.f.	$4,084 - $4,668	$12.01 - $12.28 /s.f.	420 s.f.	$4,933	$11.75 /s.f.	None	None	None
- Includes Levels of Care	340 - 380 s.f.	$4,774 - $6,578	$14.04 - $17.31 /s.f.	420 s.f.	$5,623 - $7,002	$13.39 - $16.67 /s.f.	None	None	None
Palos Verdes Villa - Base Rate	275 s.f.	$2,917 - $3,448	$10.61 - $12.54 /s.f.	None	None	None	None	None	None
- Includes Levels of Care	275 s.f.	$3,130 - $3,660	$11.38 - $13.31 /s.f.	None	None	None	None	None	None
Proposed Redondo Beach Assisted Living Pricing (2021 Time Frame)	*400 s.f.*	*$7,350*	*$18.38 /s.f.*	*600 s.f.*	*$9,250*	*$15.42 /s.f.*	*None*	*None*	*None*
Proposed Pricing Assuming Additional Incremental Pricing For Higher ADL Needs	*400 s.f.*	*$8,100 - $10,350*	*$20.25 - $25.88 /s.f.*	*600 s.f.*	*$10,000 - $12,250*	*$16.67 - $20.42 /s.f.*	*None*	*None*	*None*

Exhibit 2-3
Assisted Living **Price/Value Comparisons**

Facility	Studio Unit			One - Bedroom Unit			Two - Bedroom Unit		
	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 Monthly Rental Rates	Rent /S.F.
Spring Senior Assisted Living - All-inclusive Rate	195 - 299 s.f.	$3,395 $4,456	$17.41 - $14.90 /s.f.	None	None	None	None	None	None
Sunrise of Hermosa Beach - Base Rate	346 s.f.	$7,740	$22.37 /s.f.	474 s.f.	$8,192	$17.28 /s.f.	483 s.f.	$9,193	$19.03 /s.f.
- Includes Maximum Level of Care	346 s.f.	$10,806	$31.23 /s.f.	474 s.f.	$11,258	$23.75 /s.f.	483 s.f.	$12,259	$25.38 /s.f.
Sunrise of Palos Verdes - Base Rate	300 s.f.	$6,556	$21.85 /s.f.	435 s.f.	$8,148	$18.73 /s.f.	608 s.f.	$9,262	$15.23 /s.f.
- Includes Maximum Level of Care	300 s.f.	$9,428	$31.43 /s.f.	435 s.f.	$11,020	$25.33 /s.f.	608 s.f.	$12,134	$19.96 /s.f.
Villa Sorrento - Base Rate	192 - 225 s.f.	$3,395 - $5,092	$17.68 - $22.63 /s.f.	None	None	None	None	None	None
- Includes Levels of Care	192 - 225 s.f.	$4,244 $6,684	$22.10 - $29.71 /s.f.	None	None	None	None	None	None
Under Construction The Kensington - Redondo Beach - Base Rate	350 - 450 s.f.	$7,063	$20.18 - $0.00 /s.f.	580 s.f.	$9,837 - $11,610	$16.96 - $20.02 /s.f.	None	None	None
- Includes Levels of Care	350 - 450 s.f.	$7,870 - $11,740	$22.49 - $26.09 /s.f.	580 s.f.	$10,643 - $16,287	$18.35 - $28.08 /s.f.	None	None	None
Proposed Redondo Beach Assisted Living Pricing (2021 Time Frame)	*400 s.f.*	*$7,350*	*$18.38 /s.f.*	*600 s.f.*	*$9,250*	*$15.42 /s.f.*	*None*	*None*	*None*
Proposed Pricing Assuming Additional Incremental Pricing For Higher ADL Needs	*400 s.f.*	*$8,100 - $10,350*	*$20.25 - $25.88 /s.f.*	*600 s.f.*	*$10,000 - $12,250*	*$16.67 - $20.42 /s.f.*	*None*	*None*	*None*

While Seniors do not necessarily "quantify" their value judgements, it is our professional opinion that the value indices can be useful in making important strategic comparisons with relevant competition.

EXHIBIT 2-4

ALZHEIMER'S/MEMORY CARE PRICING ANALYSIS

FOR COMPETITIVE PROJECTS IN THE PRIMARY MARKET AREA

Based on Current (2019) Pricing
of Comparable Alzheimer's/Memory Care Projects and Projections to 2021

Major Competitors	Private Occupancy Pricing		Semi-Private Occupancy Pricing	
	2019 Monthly Cost	Estimated 2021 Monthly Cost [1]	2019 Monthly Cost	Estimated 2021 Monthly Cost [1]
Belmont Village of Rancho Palos Verdes	$9,280 - $12,580	$9,845 - $13,346	None	None
Clearwater at South Bay	$6,200	$6,578	None	None
Huntington Retirement Hotel	$6,350 - $6,950	$6,737 - $7,373	$5,200 - $5,500	$5,517 - $5,835
Silverado Beach Cities Memory Care	$17,146 - $18,446	$18,190 - $19,569	$8,816 - $10,116	$9,353 - $10,732
Sunrise Assisted Living of Hermosa Beach	$7,296 - $10,672	$7,740 - $11,322	$5,046 - $7,206	$5,353 - $7,645
Sunrise of Palos Verdes	$5,700 - $12,346	$6,047 - $13,098	$4,620 - $8,820	$4,901 - $9,357
New Construction				
The Kensington - Redondo Beach	$6,658 - $16,264	$7,063 - $17,254	$4,712 - $13,923	$4,999 - $14,771

Proposed Redondo Beach Alzheimer's/Memory Care
   Pricing (2021 Time Frame)   **None**   **$8,985**

Source: MDS Analysis
            MDS Field Survey - April, 2019

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[1] Assumed an annual increase in rates of 3%.

EXHIBIT 2-5

ALZHEIMER'S/MEMORY CARE PRICE / VALUE COMPARISONS

Semi-Private Rate Analysis

Facility	Studio Unit			One - Bedroom Unit			Two - Bedroom Unit		
	Approx. S.F.	Projected 2021 *Semi-Private* Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 *Semi-Private* Monthly Rental Rates	Rent /S.F.	Approx. S.F.	Projected 2021 *Semi-Private* Monthly Rental Rates	Rent /S.F.
Belmont Village of Rancho Palos Verdes	None	None	None	None	None	None	None	None	None
Clearwater at South Bay	None	None	None	None	None	None	None	None	None
Huntington Retirement Hotel - All-inclusive Rate	170 - 210 s.f.	$5,517 - $5,835	$32.45 - $27.79 /s.f.	None	None	None	None	None	None
Silverado Beach Cities Memory Care - Base Rate	198 s.f.	$9,353	$47.24 /s.f.	None	None	None	None	None	None
- Includes Extensive Support Services	198 s.f.	$10,732	$54.20 /s.f.	None	None	None	None	None	None
Sunrise of Hermosa Beach - Base Rate	173 s.f.	$5,353	$30.94 /s.f.	None	None	None	None	None	None
- Includes Average Level of Care	173 s.f.	$6,902 - $7,645	$39.90 - $44.19 /s.f.	None	None	None	None	None	None
Sunrise of Palos Verdes - Base Rate	304 s.f.	$4,901 - $5,060	$16.12 - $16.65 /s.f.	None	None	None	None	None	None
- Includes Average Level of Care	304 s.f.	$5,665 - $9,357	$18.64 - $30.78 /s.f.	None	None	None	None	None	None
Under Construction The Kensington - Redondo Beach - Base Rate	175 - 290 s.f.	$4,999 - $7,334	$28.57 - $17.24 /s.f.	None	None	None	None	None	None
- Includes Levels of Care	175 - 290 s.f.	$9,030 - $14,752	$51.60 - $84.30 /s.f.	None	None	None	None	None	None
Proposed Redondo Beach Alzheimer's/Memory Care Pricing For Semi-Private Units (2021 Time Frame)	*176 s.f.*	*$8,985*	*$51.05 /s.f.*	*None*	*None*	*None*	*None*	*None*	*None*

While Seniors do not necessarily "quantify" their value judgements, it is our professional opinion that
the value indices can be useful in making important strategic comparisons with relevant competition.

Source: MDS Analysis
MDS Field Survey - April, 2019

Redondo Beach CA - Assisted Living 2019\ALZ S.F. Analysis
5/24/2019

SECTION 3

MARKET AREA DEFINITION

Market Area Determination Philosophy for
A Proposed New Senior Housing Community

The underlying approach utilized by MDS to analyze Senior housing market areas is to evaluate the market from the following perspectives:

1. Market size and depth

2. Quality of the surrounding area, including appropriateness of the site location, site supporting amenities, home values and selling indicators, etc.

3. Growth indicators for the future

4. Ability to pay from the age and income qualified Senior market

There are a number of other influencing factors which typically determine the absorption for a Senior housing community. Many of these are site sensitive and may be largely determined by the unique offerings of each development.

MDS' national and state experience with Senior housing communities and health care facilities indicates that a majority of the support (60% to 80%) for such a community comes from a fairly narrow local market area. The remaining support (20% to 40%) can come from adjacent, secondary and, sometimes, tertiary market areas - typically stimulated by the actions of adult children/decision influencers attempting to bring their aging parents closer to them in the later stages of their life.

Market Area Rationale - The rationale used to determine the depth and breadth of a proposed new project's Primary Market Area are:

- Time and distance contours from a typical site location
- Natural and man-made barriers
- Psychological barriers and other cultural or geographic dichotomies
- Potential affiliation with existing affinity groups

MDS approaches the market area definition by initially considering the above factors. Practical and realistic adjustments are then made to define the market area in a manner that would be aligned with discrete political subdivisions such as cities, counties, zip codes, census tracts or other geographical entities. This allows ease of data acquisition, analysis and, most importantly, implementation of future marketing activities such as efficient direct mail efforts.

In determining the viability and specific definition of the Primary Market Area for the subject new development, MDS was influenced by the following:

1. Investigation of the site location and surrounding neighborhood areas
2. Analysis of Senior and adult children households by zip code
3. Brainstorming and input from the local area Development Team
4. MDS' local and national experience in evaluating and defining market areas for Senior housing communities

Based on our analysis, MDS has defined the following major areas of interest for future unit absorption:

- **Primary Market Area (PMA)** - A "mosaic" of zip codes consisting of an approximate 5-mile radius from the Beach Cities Health Center campus which is the subject site location. It has been assumed that approximately 65% to 75% of the unit absorption and support for the proposed new Senior housing units will come from qualified prospects residing in this defined PMA. In the capture rate/demand analysis in Section 1, MDS assumed a PMA absorption factor of 70%.

- **Secondary Market Area (SMA)** - The remaining 25% to 35% of the unit absorption is expected to come from any areas outside of the PMA boundaries - including the remainder of the greater Los Angeles MSA, other areas in the state of California and in-migration from outside the state.

Exhibit 3-1 presents a more detailed definition of the Primary Market Area by contiguous zip code areas and communities. Figure 3-1 presents a map geographically depicting the approximate Primary Market Area boundaries.

National Resident Origin Profile Statistics
For Senior Housing Communities

In addition to evaluating the feasibility of new to-be developed Senior housing communities, MDS also assists Senior housing communities in optimizing their existing campuses. As a result, MDS has had the opportunity to review actual resident origin profile information for many communities across the United States. While it does vary from market area to market area, the data indicates that anywhere from 40% to 70% of the residents at these communities resided in the respective Primary Market Area prior to moving to the Senior housing community. Approximately 30% to 60% come from outside the PMA - primarily because their children/family lives there. In addition to MDS' national experience, there have been studies that have documented these resident origin profile trends.

A leading Senior housing trade organization, Argentum (formerly Assisted Living Federation of America) has conducted national surveys of independent living and assisted living communities across the nation. Communities were asked to report the distance from which their residents relocated to enter their community. According to the most recent 2009 Overview Report, the published responses for the U.S. overall were as follows:

	Independent Living/ Assisted Living	CCRC	Freestanding Assisted Living	Freestanding Dementia Care
• Less than 5 miles	43.5%	52.2%	40.0%	26.7%
• 5 to 10 miles	20.0 } 63.5%	16.4 } 68.6%	20.4 } 60.4%	34.7 } 61.4%
• 10 to 15 miles	15.3	13.4	20.0	16.7
• 15 to 25 miles	5.9	6.0	7.3	6.0
• More than 25 miles	15.3 } 21.2%	11.9 } 17.9%	12.4 } 19.7%	16.0 } 22.0%

As can be seen by this survey, approximately 60% of residents of assisted living and memory care communities come from up to a 10-mile radius of their community on a national basis. When asked the proximity to the closest relative after a move to Senior housing, the responses were as follows:

	% with Family Members Within	
	10 Miles	**25 miles**
• Independent Living/Assisted Living	56.7%	70.0%
• CCRC	47.8%	77.7%
• Freestanding Assisted Living	61.1%	78.9%
• Freestanding Dementia Care	66.2%	83.4%

All of this data indicates that the Primary Market Area definition and absorption assumptions for the proposed Senior living arrangements in Redondo Beach are conservative and achievable.

Conclusions Regarding the
Primary Market Area Definition

It is the opinion of MDS that the Primary Market Area defined for the subject new development is conservative and realistic. All of the data indicates that the Primary Market Area definition and absorption assumptions assumed for this analysis are conservative and achievable. Demographic data within this Primary Market Area were used as primary input into both the capture rate/demand models and the comprehensive analysis of the size and depth of the market for the subject new living arrangements. Summary Senior demographics for the PMA are included as Appendix A to this report. The detailed demographic reports acquired from Claritas are included as Appendix C - for the aggregated Primary Market Area as well as by individual zip codes within the PMA.

Summary of Market Area
Demographics by Zip Code

Appendix A to this report summarizes the projected growth of Senior households in the age 65 to 74 and 75+ cohorts in the Redondo Beach Primary Market Area. Appendix A also outlines the growth in income qualified age 75+ households. There are an estimated 18,960 age 75+ households in the PMA in 2019. These households are projected to increase by

approximately 11% or 2,114 new age 75+ households over the five year time frame from 2019 through 2024. In 2024, there are projected to be 21,074 age 75+ households in this PMA.

The 65 to 74 age cohort represents a group of households which is estimated to be approximately 19% larger than the age 75+ cohort, and it will be experiencing more significant growth. From 2019 to 2024, this age cohort is projected to increase by 19% or 4,366 new households - from 22,551 households in 2019 to 26,917 households in 2024.

When considering income qualified age 75+ Senior households, the following number and percent of these Senior households are expected to qualify at each of the income criteria evaluated in the capture rate analysis (in the 2019 time frame):

Minimum Qualifying Income Criteria	Number of Qualified Age of 75+ Households in 2021	Percent of Qualified Age 75+ Households in 2021	Refer to Exhibit
$140,000+	3,662	18.5%	A-3
$145,000+	3,469	17.5%	A-4
$150,000+	3,277	16.6%	A-5
$155,000+	3,041	15.4%	A-6
$160,000+	2,806	14.2%	A-7

As can be seen by Exhibits A-3 through A-6 in Appendix A, income-qualified age 75+ households are projected to grow by approximately 42% to 46% from 2019 through 2024 – depending on the affordability level.

Exhibits 3-2 through 3-4 summarize key demographic data for the Seniors (age 75+) and the adult children/decision influencers (age 55 to 64) in the Primary Market Area by zip code for the estimated 2019, 2021 and 2024 time frames. Approximately 13% of the total households in the PMA are estimated to be age 75+ households in 2019 and 22% are adult children households. This is compared to 11% and 20%, respectively, for the United States overall.

Exhibits 3-3 and 3-4 highlight the top five zip code areas with the highest concentrations of age and income qualified Seniors and adult children/decision influencer households in the Redondo Beach PMA. Approximately 78% of the age 75+ income qualified Seniors households

and 58% of the adult children/decision influencer households in the PMA reside in five of the total eleven zip code areas that contain the PMA demographics:

Age and Income Qualified Seniors	Adult Children/Decision Influencer Households
• 90275 Rancho Palos Verdes	• 90503 Torrance
• 90274 Palos Verdes Peninsula	• 90275 Rancho Palos Verdes
• 90266 Manhattan Beach	• 90277 Redondo Beach
• 90505 Torrance	• 90278 Redondo Beach
• 90277 Redondo Beach	• 90505 Torrance

Three of the zip codes fall on both top five lists:

- **90275   Rancho Palos Verdes**
- **90505   Torrance**
- **90277   Redondo Beach**

The zip code area for the subject site location is Redondo Beach 90277 and it is highlighted on each of the zip code exhibits. Summary Senior demographics by each of the income cohorts are included as Appendix A to this report. The detailed demographic reports acquired from Claritas - by individual zip code area as well as the aggregated PMA - are included as Appendix C.

Residential Home Sales

Exhibit 3-5 summarizes residential home sales statistics for the Redondo Beach Primary Market Area - based on actual sales comparables tracked and published by MelissaData. Exhibit 3-5 also summarizes this data by zip code in the PMA and reports the average annual growth (or decrease) in average sales prices from 2017 to 2019. Following are the average home sales prices from 2017 through 2019:

- **2017 $1,653,113**
- **2018 $1,343,735**
- **2019 $1,323,593**

According to the Melissa Data, average home sales prices have decreased by about 19% from 2017 to 2018. From 2018 to 2019, the average home sales price decreased by another 1.5%. It should be noted that the 2019 data only represents the first three months of the year.

Claritas/The Nielsen Company, a leading national supplier of demographics provides estimated housing values for owner-occupied units - based on census data - with current year estimates (2019) and five-year projections (2024). These median home values can be summarized as follows:

Median Housing Value

2019 Estimate	$726,332
2024 Projection	$729,901

The Nielsen Company is projecting an increase of 0.5% in median housing values over the next five years. It should be noted that the difference in the reported housing values is due to the fact that The Nielsen Company reports *median housing* values while the MelissaData is expressed as *weighted average sales prices.*

It is also estimated by the census that approximately 80% of the age 75+ households in the PMA live in owner-occupied units. In order to estimate the impact of the potential investment of home equity on the Senior housing capture rates in 2021 and 2024, MDS utilized these median housing values.

EXHIBIT 3-1

PRIMARY MARKET AREA

DEFINITION FOR A NEW SENIOR HOUSING
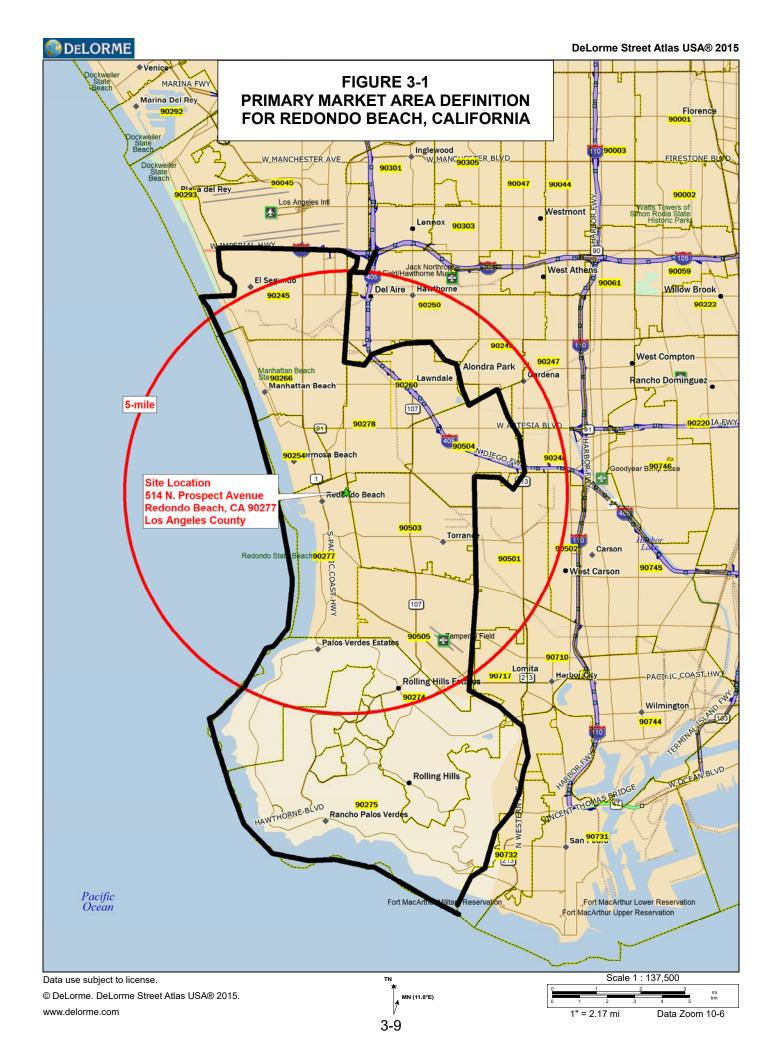
DEVELOPMENT IN REDONDO BEACH, CALIFORNIA

- 90245 El Segundo
- 90254 Hermosa Beach
- 90260 Lawndale
- 90266 Manhattan Beach
- 90274 Palos Verdes Peninsula
- 90275 Rancho Palos Verdes

- *90277 Redondo Beach* *
- 90278 Redondo Beach
- 90503 Torrance
- 90504 Torrance
- 90505 Torrance

* Zip Code for subject site location

Figure 3-1 presents a map depicting the approximate boundaries of this PMA. MDS has assumed that 65% to 75% of the new unit absorption will come from age and income qualified households residing in this PMA.

**FIGURE 3-1
PRIMARY MARKET AREA DEFINITION
FOR REDONDO BEACH, CALIFORNIA**

5-mile

Site Location
514 N. Prospect Avenue
Redondo Beach, CA 90277
Los Angeles County

EXHIBIT 3-2

ANALYSIS OF AGE QUALIFIED SENIOR

HOUSEHOLDS BY ZIP CODE IN THE PRIMARY MARKET AREA

Before Income Screen

Zip Code / Community		Total 2019 Households	Age 75+ Senior Households			Absolute Increase 2019-2024	Average Annual % Change
			2019	2021	2024		
90503	Torrance	17,904	2,386	2,469	2,598	212	1.7%
90277	*Redondo Beach* *	*17,590*	*1,890*	*2,006*	*2,193*	*303*	*3.0%*
90278	Redondo Beach	16,561	1,344	1,456	1,641	297	4.1%
90275	Rancho Palos Verdes	16,036	3,550	3,641	3,783	233	1.3%
90505	Torrance	14,717	2,287	2,350	2,448	161	1.4%
90266	Manhattan Beach	14,033	1,612	1,705	1,856	244	2.9%
90504	Torrance	12,005	1,542	1,587	1,658	116	1.5%
90260	Lawndale	10,427	656	702	778	122	3.5%
90274	Palos Verdes Peninsula	9,965	2,425	2,485	2,578	153	1.2%
90254	Hermosa Beach	9,678	691	754	860	169	4.5%
90245	El Segundo	7,295	577	617	681	104	3.4%
Total		**146,211**	**18,960**	**19,779**	**21,074**	**2,114**	**2.1%**

* Zip Code for subject site location

Source: Nielsen/Claritas
            MDS Analysis

EXHIBIT 3-3

SUMMARY OF INCOME QUALIFIED AGE 75+

HOUSEHOLDS BY ZIP CODE IN THE PRIMARY MARKET AREA

After Income Screen

	Zip Code / Community	Total 2019 Age 75+ Households	$150,000 + Qualifying Income Screen			Absolute 2019-2024	Average Annual % Change
			2019	2021	2024		
*	90275 Rancho Palos Verdes	3,550	787	887	1,062	275	6.2%
*	90274 Palos Verdes Peninsula	2,425	744	826	965	221	5.3%
	90503 Torrance	2,386	152	182	238	86	9.4%
*	90505 Torrance	2,287	196	233	303	107	9.1%
*	*90277 Redondo Beach ***	*1,890*	*194*	*232*	*305*	*111*	*9.5%*
*	90266 Manhattan Beach	1,612	338	397	506	168	8.4%
	90504 Torrance	1,542	79	96	129	50	10.3%
	90278 Redondo Beach	1,344	134	167	234	100	11.8%
	90254 Hermosa Beach	691	119	145	196	77	10.5%
	90260 Lawndale	656	21	27	39	18	13.2%
	90245 El Segundo	577	67	80	104	37	9.2%
Total		**18,960**	**2,831**	**3,277**	**4,081**	**1,250**	**7.6%**

* The highlighted zip codes contain approximately 78% of the age and income qualified Senior households (age 75+, $150,000+) in the PMA in 2021.

** Zip Code for subject site location

Source: Nielsen / Claritas
            MDS Analysis

EXHIBIT 3-4

ANALYSIS OF AGE QUALIFIED DECISION INFLUENCER

HOUSEHOLDS BY ZIP CODE IN THE PRIMARY MARKET AREA

Before Income Screen

	Zip Code / Community	Total 2019 Households	Age 55 to 64 Adult Children Households				
			2019	2021	2024	Absolute 2019-2024	Average Annual % Change
*	90503 Torrance	17,904	3,954	4,008	4,091	137	0.7%
*	*90277 Redondo Beach **	*17,590*	*3,631*	*3,740*	*3,910*	*279*	*1.5%*
*	90278 Redondo Beach	16,561	3,421	3,513	3,655	234	1.3%
*	90275 Rancho Palos Verdes	16,036	3,931	3,935	3,941	10	0.1%
*	90505 Torrance	14,717	3,413	3,440	3,481	68	0.4%
	90266 Manhattan Beach	14,033	3,112	3,167	3,252	140	0.9%
	90504 Torrance	12,005	2,623	2,623	2,624	1	0.0%
	90260 Lawndale	10,427	2,025	2,065	2,126	101	1.0%
	90274 Palos Verdes Peninsula	9,965	2,482	2,471	2,454	(28)	-0.2%
	90254 Hermosa Beach	9,678	1,509	1,617	1,793	284	3.5%
	90245 El Segundo	7,295	1,665	1,689	1,726	61	0.7%
Total		**146,211**	**31,766**	**32,275**	**33,053**	**1,287**	**0.8%**

** The highlighted zip codes contain approximately 58% of the adult children/
decision influencer households (age 55 to 64) in the PMA in 2021.*

** Zip Code for subject site location

Source: Nielsen / Claritas
MDS Analysis

Redondo Beach CA - Demographic Summary 2019-2024\Age 55-64
5/24/2019

EXHIBIT 3-5

SUMMARY OF WEIGHTED AVERAGE HOME SALES PRICES BY ZIP CODE IN THE PMA

MelissaData.Com

Zip Code/Community		From April, 2017 to December, 2017		January, 2018 December, 2018		January, 2019 March, 2019		Zillow.com - Zip Code 90277	
		# Sold	Wtd. Avg. Sales Price	# Sold	Wtd. Avg. Sales Price	# Sold	Wtd. Avg. Sales Price		
90245	El Segundo	157	$10,210,166	128	$1,208,039	24	$1,248,667	Median Home Value	$1,226,400
90254	Hermosa Beach	197	1,670,528	144	1,835,389	28	2,113,000	Annual Home Value Change	-1.1%
90260	Lawndale	227	547,458	181	556,116	36	575,500		
90266	Manhattan Beach	333	2,315,922	259	2,470,421	53	2,375,830		
90274	Palos Verdes Peninsula	362	1,636,395	555	1,649,031	47	1,954,936		
90275	Rancho Palos Verdes	495	1,219,917	429	1,299,762	69	1,117,000		
90277	*Redondo Beach* *	*383*	*1,189,559*	*328*	*1,288,052*	*56*	*1,124,982*		
90278	Redondo Beach	541	974,756	437	1,046,263	72	1,023,681		
90503	Torrance	310	801,868	282	821,496	59	781,627		
90504	Torrance	264	646,011	234	692,380	42	741,143		
90505	Torrance	339	855,410	279	852,803	47	865,681		
	PMA Totals/ Weighted Average	*3,608*	*$1,653,113*	*3,256*	*$1,343,735*	*533*	*$1,323,593*		

* Zip Code for subject site location

Source: www.melissadata.com and zillow.com
           MDS Analysis

SECTION 4

COMPETITIVE ANALYSIS

Overview

The proposed assisted living and memory care community being considered for development in the Redondo Beach, California, Primary Market Area (PMA) will be a state-of-the-art product. While new Senior housing products will, in the opinion of MDS, receive good marketplace acceptance, such acceptance will not be at the total exclusion of other forms of existing competition.

MDS conducted a comprehensive survey of the major existing and planned Senior housing competition in the Primary Market Area. The purpose of the survey was to determine the impact of competitive influences on the overall feasibility and viability of the proposed new community. Field work was originally completed in April, 2016 and updated in May, 2019. The analysis and conclusions contained herein reflect market conditions as of this most current time frame.

Resources for Identifying Senior Housing Communities

MDS utilized a number of resources in order to identify Senior housing communities in any market area. These included, but are not necessarily limited to, the following:

- New Lifestyles Directories
- Senior Resource Guide Website
- Superpages.com Website
- Websites for the Major Operators/Management Companies
- State Licensed Lists/Websites
- NIC MAP Database
- MDS' In-House Database

In order to identify planned projects in the pipeline, MDS checked information on the various Senior housing websites listed above, the NIC MAP data base and MDS' in-house resources. MDS also networked through interviews with city planning departments and existing Senior housing providers.

Types of Competition

There are three fundamental types of residential housing options for Seniors in the Redondo Beach area. They include existing and emerging:

1. **Independent living communities - both with and without assisted living and health care augmentation**

2. **Stand-alone assisted living/residential care communities**

3. **Alzheimer's/memory care facilities in an assisted living setting and as a stand-alone facility.**

There are also home health care agencies and other service delivery systems that can extend the tenure of the Senior living in their own home. While these can be viable service delivery systems in many cases, the practicality and cost of these services can quickly exceed that of an assisted living community for the highest levels of care or when 24-hour protective oversight is required.

Assisted Living/Residential Care Communities

Exhibits 4-1 and 4-2 summarize the pricing and occupancy characteristics of the assisted living/residential care communities surveyed in the Redondo Beach PMA. Figure 4-1 plots the approximate locations of these communities on a map.

MDS identified and surveyed nine existing market rate assisted living/residential care communities in the PMA. These nine communities, combined, operate 644 assisted living units which were reported to be 98% occupied at the time of the field survey – all communities, except one, reported occupancies of 87% or better. This combined occupancy excluded one community – **Villa Sorrento** – which refused to confirm occupancy at the time of the field survey update.

Sunrise of Palos Verdes is the newest community in the PMA - it opened in March, 2016 - the assisted living units were reported to be 100% occupied and there were five available memory care units. This community is housed in a four-story building with two floors of assisted living, one floor of early to mid-acuity memory care and one floor of secured high acuity memory care. There is a ground floor which provides an entrance to the building and a below the building secured parking garage. There is an elevator to the first floor above the ground level which has the main lobby and first floor of living units. There is also a screened in patio area off of this first floor of living units (above the ground floor) – other than this, there is limited outdoor resident space because of the tight site, topography and limited surrounding area.

This community represents very good quality and finish out that is typical of a Sunrise community. The kitchenettes were small with a small refrigerator and no microwave but represented a high quality finish out with respect to materials. It is MDS' opinion that this community would be a direct competitor to the subject new assisted living development being considered for Redondo Beach.

The other relevant competitor in the PMA is **Clearwater at South Bay** (formerly **Wellbrook Senior Living South Bay)**. **Clearwater** opened in June 2015 and is reported to be 97% occupied in assisted living and 98% occupied in memory care. This community was more spacious than the **Sunrise** and offered more outdoor areas and courtyard spaces. They also had more parking area. MDS did note that the closets in the living units were very small and they offered to provide an armoire at no additional cost. It is MDS' opinion that **Clearwater** represents a step up in overall quality and design over **Sunrise** and should be considered a direct and significant competitor. Most of the remaining assisted living communities represented mature, previous generation products and are not expected to represent significant direct competition to the new development being considered for Redondo Beach.

Alzheimer's/Memory Care Communities in an Assisted Living Setting – There are six Alzheimer's/memory care communities in the PMA. Five are dedicated secured areas of existing assisted living communities. In addition, MDS identified one freestanding purpose-built memory care community – **Silverado Beach Cities**. These six communities, combined, operate 292 Alzheimer's/memory care units which were reported to be 96% occupied at the time of the field survey. Exhibits 4-3 and 4-4 summarize the pricing and occupancy characteristics of these six memory care facilities.

It should be noted that the freestanding memory care community – **Silverado Beach Cities Memory Care** – is located at the Redondo Beach site location. It is MDS' understanding that these residents will be transferred to the memory care area of the new building being planned for development at this location.

Planned/Announced New Assisted Living/Memory Care Communities – MDS identified three new assisted living and memory care communities that are planned or under construction in this PMA:

- **The Kensington at Redondo Beach – 51 AL and 29 MC units**

- **Merrill Gardens at Rolling Hills Estates – 94 AL and 20 MC units**

- **Peninsula Pointe – 76 AL and 26 MC units**

The Kensington is under construction and scheduled to open in December, 2019. They are currently actively premarketing the community and will likely be the most significant planned competitor due to its proximity in Redondo Beach. Exhibits 4-2 and 4-4 summarize the pricing characteristics of this community. **Merrill Gardens** and **Peninsula Pointe** are located in Rolling Hills Estates. **Merrill Gardens** is reported to be under construction and, as reported by NIC, scheduled to open during 2019. MDS was unable to reach them by telephone during the update survey and is unable to confirm this information. **Peninsula Pointe** is reported under construction and will be a conversion of an existing office building at 27250 Hawthorne

Boulevard in Rolling Hills. It is scheduled to be open in November, 2019. There was no additional information available for this project at the time of the field survey. In order to be conservative in the capture rate analysis, MDS has assumed that all of these projects will be built and brought to 93% occupancy – prior to the introduction of the subject new community planned for Redondo Beach.

Occupancy Sensitivity of Competitive Projects

MDS has made every effort to obtain accurate, objective and timely occupancy information from the competitors in the Primary Market Area during this market feasibility analysis – consistent with MDS' high-quality standards in behalf of our clients. This information is extremely important in determining overall project feasibility; however, the industry generally recognizes that this information is frequently difficult to obtain. Currently, many markets have very dynamic supply/demand conditions and the "true occupancy" can be an elusive, moving target. It is not unusual, during these difficult economic times, for occupancy to be overstated, as operators are trying to create a sense of urgency as opposed to disclosing that they may be having occupancy challenges.

The results in this market feasibility study reflect our best efforts to obtain occupancy on a project-by-project basis at the time the work product is developed.

EXHIBIT 4-1

MAJOR COMPETING *ASSISTED LIVING* COMMUNITIES

IN THE MARKET AREA

Map Ref. No.[1]	Name of Community	Date Opened	Current Occupancy %	# of Licensed Beds/Units	# of Existing Beds/Units	# of Planned Beds/Units	# of Occupied Beds/Units	# of Vacant Beds/Units
1	Belmont Village of Rancho Palos Verdes	2004	96.8%	126	95	0	92	3
2	The Canterbury Retirement Community * Generally maintains a wait list.	1923	100.0%	187	28	0	28	0
3	Clearwater at South Bay * Formerly Wellbrook Senior Living - South Bay	2015	97.1%	74	70	0	68	2
4	Huntington Retirement Hotel	1985	98.5%	155	67	0	66	1
5	Palos Verdes Villa, Inc.	1996	97.2%	116	71	0	69	2
6	Spring Senior Assisted Living * Generally maintains a wait list.	1960	98.0%	51	51	0	50	1
7	Sunrise Assisted Living of Hermosa Beach	2000	99.2%	127	125	0	124	1
8	Sunrise of Palos Verdes	2016	100.0%	75	37	0	37	0
9	Villa Sorrento	1985	Refused	145	100	0	Refused	Refused
Under Construction								
10	The Kensington - Redondo Beach	Dec., 2019	0.0%	0	0	51	0	0
Planned								
11	Merrill Gardens at Rolling Hills Estates * Unable to obtain construction details after numerous attempts.	2020	0.0%	0	0	94	0	0
13	Peninsula Pointe	Nov., 2019	0.0%	0	0	76	0	0
	MARKET AREA TOTAL		**98.2%**	**1,056**	**644**	**221**	**534**	**10**

Source: MDS Field Survey - April, 2019

Redondo Beach CA - Assisted Living 2019\AL Competitive Summary
5/24/2019

[1] Refer to Figure 4-1 for project locations.

EXHIBIT 4-2

DETAILED CHARACTERISTICS OF *ASSISTED LIVING* COMMUNITIES

PRIMARY MARKET AREA COMMUNITIES	Belmont Village of Rancho Palos Verdes	The Canterbury Retirement Community	Clearwater at South Bay
Address & Phone:	5701 Crestridge Road Rancho Palos Verdes CA 90275 310-377-9977	5801 Crestridge Road Rancho Palos Verdes CA 90275 310-541-2410	3210 West Sepulveda Blvd. Torrance CA 90505 424-488-6340
Map Reference No.	1	2	3
Opening Date	2004	1923	January, 2015
Owner/Management:	Belmont Village Senior Living	Episcopal Communities and Services	Clearwater Living
Number of Units/Beds:			
Assisted Living	95	28	70
Alzheimer's/Memory Care	24	0	63
Independent Living	0	97	0
Nursing Beds	0	0	0
Planned Units	0	0	0
Occupancy Rates:			
Assisted Living	96.8%	100.0%	97.1%
Alzheimer's/Memory Care	91.7%	-	98.4%
Independent Living	-	100.0%	-
Nursing Beds	-	-	-
Community Fee/Security Deposit	2 month's rent	$750	$4,000
Base Monthly Service Fees:			
Studios/Alcove	$6,380 - $7,280	$7,527	$6,600
One Bedroom	$9,380	$10,198	$8,200
Two Bedroom	-	$13,328	-
Companion Suite	-	-	-
Second Person Fee	$1,500	$2,295	$1,000
Unit Size in S. F.:			
Studios/Alcove	310 - 370	250 - 300	415
One Bedroom	630	600	545
Two Bedroom	-	850 - 1,200	-
Companion Suite	-	-	-
All Inclusive Pricing:	No [1]	Yes [2]	No
Levels of Care:			
Level I	Refused	-	$625
Level II	Refused	-	$900
Level III	Refused	-	$1,175
Level IV	-	-	$1,550
Level V	-	-	$2,450
Level VI	-	-	$3,730
Extra Charge For:			
Medication Management	-	-	$250 - $750
Incontinence Care	-	-	-

- = Not offered at community; N/A = Information not available during survey.
[1] Enhanced personal care charges range from $1,210 to $1,800.
[2] Rates are all-inclusive; however support services needed for a spouse is an additional $2,000.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

Exhibit 4-2
Detailed Characteristics of
Assisted Living Communities

PRIMARY MARKET AREA COMMUNITIES	Huntington Retirement Hotel		Palos Verdes Villa, Inc.	Spring Senior Assisted Living	
Address & Phone:	20920 Earl Street Torrance CA 90503 310-370-5828		29661 South Western Avenue Rancho Palos Verdes CA 90275 310-547-9941	20900 Earl Street Torrance CA 90503 310-370-3594	
Map Reference No.	4		5	6	
Opening Date	1985		1996	1960	
Owner/Management:	Longwood Management Corp.		Privately Owned	Genesis Health Care	
Number of Units/Beds:					
Assisted Living	67		71	51	
Alzheimer's/Memory Care	30		0	0	
Independent Living	0		0	0	
Nursing Beds	0		0	0	
Planned Units	0		0	0	
Occupancy Rates:					
Assisted Living	98.5%		97.2%	98.0%	
Alzheimer's/Memory Care	96.7%		-	-	
Independent Living	-		-	-	
Nursing Beds	-		-	-	
Community Fee/Security Deposit	$2,800		$250	$1,500	
Base Monthly Service Fees:					
Studios/Alcove	$3,850 -	$4,250	$2,750 - $3,250	$3,200 -	$4,200
One Bedroom		$4,650	-		-
Two Bedroom		-	-		-
Companion Suite	$3,000 -	$3,400	$2,000	$3,200 -	$3,400
Second Person Fee		$1,800	None		None
Unit Size in S. F.:					
Studios/Alcove	340 -	380	275	195 -	299
One Bedroom		420	-		-
Two Bedroom		-	-		-
Companion Suite		-	-		-
All Inclusive Pricing:	No		No	Yes	
Levels of Care:					
Level I	$650		$200	-	
Level II	$950		-	-	
Level III	$1,250		-	-	
Level IV	$1,550		-	-	
Level V	$1,950		-	-	
Level VI	-		-	-	
Extra Charge For:					
Medication Management	-		$100	-	
Incontinence Care	$300		$500	$500	

- = Not offered at community; N/A = Information not available during survey.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

Exhibit 4-2
Detailed Characteristics of
***Assisted Living* Communities**

PRIMARY MARKET AREA COMMUNITIES	Sunrise Assisted Living of Hermosa Beach	Sunrise of Palos Verdes	Villa Sorrento
Address & Phone:	1837 Pacific Coast Highway Hermosa Beach CA 90254 310-937-0959	25535 Hawthorne Boulevard Torrance CA 90505 310-377-7425	23450 Madison Street Torrance CA 90505 310-539-6826
Map Reference No.	7	8	9
Opening Date	2000	March, 2016	1985
Owner/Management:	Sunrise Senior Living	Sunrise Senior Living	Privately Owned
Number of Units/Beds:			
Assisted Living	125	37	100
Alzheimer's/Memory Care	15	40	0
Independent Living	0	0	0
Nursing Beds	0	0	0
Planned Units	0	0	0
Occupancy Rates:			
Assisted Living	99.2%	100.0%	Refused
Alzheimer's/Memory Care	93.3%	87.5%	-
Independent Living	-	-	-
Nursing Beds	-	-	-
Community Fee/Security Deposit	$3,500	$6,500	$1,100 - $2,500
Base Monthly Service Fees:			
Studios/Alcove	$7,296	$6,180	$3,200 - $4,800
One Bedroom	$7,722	$7,680	-
Two Bedroom	-	$8,730	-
Companion Suite	$4,333	$4,680	$2,100
Second Person Fee	None	None	$2,000
Unit Size in S. F.:			
Studios/Alcove	346	300	192 - 225
One Bedroom	474	435	-
Two Bedroom	-	608	-
Companion Suite	483	608	192 - 225
All Inclusive Pricing:	No [3]	No [3]	No
Levels of Care:			
Level I	$1,156	$1,217	$800
Level II			$1,150
Level III			$1,500
Level IV	↓	↓	-
Level V			-
Level VI	$2,890	$2,707	-
Extra Charge For:			
Medication Management	$426 - $578	$426 - $730	-
Incontinence Care	-	-	-
Bathing	-	-	$50 per service

- = Not offered at community; N/A = Information not available during survey.
[3] Additional costs for personal care services are determined by personal assessment - range represents the average to maximum charge for these costs

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

Exhibit 4-2
Detailed Characteristics of
Assisted Living **Communities**

PRIMARY MARKET AREA COMMUNITIES	UNDER CONSTRUCTION The Kensington - Redondo Beach

Address & Phone:	320 Knob Hill Avenue Redondo Beach CA 90277 424-241-2064
Map Reference No.	10
Opening Date	December, 2019
Owner/Management:	Kensington Redondo Beach
Number of Units/Beds:	
Assisted Living	0
Alzheimer's/Memory Care	0
Independent Living	0
Nursing Beds	0
Planned Units	51 AL & 29 ALZ
Occupancy Rates:	
Assisted Living	-
Alzheimer's/Memory Care	-
Independent Living	-
Nursing Beds	-
Community Fee/Security Deposit	1 month's rent
Base Monthly Service Fees:	
Studios/Alcove	$6,658
One Bedroom	$9,272 - $10,944
Two Bedroom	-
Companion Suite	$5,472 - $6,019
Second Person Fee	None
Unit Size in S. F.:	
Studios/Alcove	350 - 450
One Bedroom	580
Two Bedroom	-
Companion Suite	580
All Inclusive Pricing:	No
Levels of Care:	
Level I	$760
Level II	$1,368
Level III	$1,976
Level IV	$2,548
Level V	$3,192
Level VI	$3,800
Level VII	$4,408
Extra Charge For:	
Medication Management	$851 - $1,155
Incontinence Care	$304 - $426

- = Not offered at community; N/A = Information not available during survey.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

EXHIBIT 4-3

MAJOR COMPETING *ALZHEIMER'S/MEMORY CARE* COMMUNITIES

IN THE MARKET AREA

Map Ref. No.[1]	Name of Community	Date Opened	Current Occupancy %	# of Licensed Beds/Units	# of Existing Beds/Units	# of Planned Beds/Units	# of Occupied Beds/Units	# of Vacant Beds/Units
1	Belmont Village of Rancho Palos Verdes	2004	91.7%	24	24	0	22	2
3	Clearwater at South Bay * Formerly Wellbrook Senior Living - South Bay	2015	98.4%	63	63	0	62	1
4	Huntington Retirement Hotel -- Rose Garden Court	1985	96.7%	30	30	0	29	1
12	Silverado Beach Cities Memory Care Community	2009	98.3%	120	120	0	118	2
7	Sunrise Assisted Living of Hermosa Beach	2000	93.3%	15	15	0	14	1
8	Sunrise of Palos Verdes	2016	87.5%	40	40	0	35	5
Under Construction								
10	The Kensington - Redondo Beach	Dec., 2019	0.0%	0	0	29	0	0
Planned								
11	Merrill Gardens at Rolling Hills Estates * Unable to obtain construction details after numerous attempts.	2020	0.0%	0	0	20	0	0
13	Peninsula Pointe	Nov., 2019	0.0%	0	0	26	0	0
	MARKET AREA TOTAL		**95.9%**	**292**	**292**	**75**	**280**	**12**

Source: MDS Field Survey - April, 2019

[1] Refer to Figure 4-1 for project locations.

Redondo Beach CA - Assisted Living 2019\ALZ Competitive Summary
5/24/2019

EXHIBIT 4-4

DETAILED CHARACTERISTICS OF *ALZHEIMER'S/MEMORY CARE* COMMUNITIES

PRIMARY MARKET AREA COMMUNITIES	Belmont Village of Rancho Palos Verdes	Clearwater at South Bay	Huntington Retirement Hotel -- Rose Garden Court
Address & Phone:	5701 Crestridge Road Rancho Palos Verdes CA 90275 310-377-9977	3210 West Sepulveda Blvd. Torrance CA 90505 424-488-6340	20920 Earl Street Torrance CA 90503 310-370-5828
Map Reference No. *	1	3	4
Opening Date	2004	January, 2015	1985
Owner/Management:	Belmont Village Senior Living	Clearwater Living	Longwood Management Corp.
Number of Units/Beds:			
Alzheimer's/Memory Care	24	63	30
Assisted Living	95	70	67
Independent Living	0	0	0
Nursing Beds	0	0	0
Planned Units	0		0
Occupancy Rates:			
Alzheimer's/Memory Care	91.7%	98.4%	96.7%
Assisted Living	96.8%	97.1%	98.5%
Independent Living	-	-	-
Nursing Beds	-	-	-
Community Fee/Security Deposit	2 month's rent	$4,000	$2,800
Base Monthly Service Fees:			
Studios/Alcove	$9,280 - $12,580	$6,200	$6,350 - $6,950
Companion Suite	-	-	$5,200 - $5,500
Second Person Fee	$2,500	-	None
Unit Size in S. F.:			
Studios/Alcove	310 - 630	330	340 - 420
Companion Suite	-	-	340 - 420
All Inclusive Pricing:	Yes	No	Yes
Levels of Care:			
Level I	-	$625	-
Level II	-	$900	-
Level III	-	$1,175	-
Level IV	-	$1,550	-
Level V	-	$2,450	-
Level VII	-	$3,730	-
Extra Charge For:			
Medication Management	-	$250 - $750	-
Incontinence Care	-	-	-

- = Not offered at community; N/A = Information not available during survey.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

Exhibit 4-4
Detailed Characteristics of
Alzheimer's/Memory Care **Communities**

PRIMARY MARKET AREA COMMUNITIES	Silverado Beach Cities Memory Care Community	Sunrise Assisted Living of Hermosa Beach	Sunrise of Palos Verdes
Address & Phone:	514 North Prospect Avenue Redondo Beach CA 90277 310-421-4867	1837 Pacific Coast Highway Hermosa Beach CA 90254 310-937-0959	25535 Hawthorne Boulevard Torrance CA 90505 310-377-7425
Map Reference No. *	12	7	8
Opening Date	2009	2000	March, 2016
Owner/Management:	Silverado Senior Living	Sunrise Senior Living	Sunrise Senior Living
Number of Units/Beds:			
Alzheimer's/Memory Care	120	15	40
Assisted Living	0	125	30
Independent Living	0	0	0
Nursing Beds	0	0	0
Planned Units	0	0	0
Occupancy Rates:			
Alzheimer's/Memory Care	98.3%	93.3%	87.5%
Assisted Living	-	99.2%	100.0%
Independent Living	-	-	-
Nursing Beds	-	-	-
Community Fee/Security Deposit	$7,300	$3,500	$6,500
Base Monthly Service Fees:			
Studios/Alcove	$17,146	$7,296 - $8,512	$5,700 - $9,000
Companion Suite	$8,816	$5,046	$4,620 - $4,770
Second Person Fee	None	None	None
Unit Size in S. F.:			
Studios/Alcove	396	346	300 - 608
Companion Suite	-	N/A	608
All Inclusive Pricing:	No [1]	No	No [2]
Levels of Care:			
Level I	$608	$1,460	$720
Level II	$1,300	↓	↓
Level III	-		
Level IV	-	$2,160	$4,050
Extra Charge For:			
Medication Management	-	$426 - $578	$426 - $730
Incontinence Care	-	-	$152

- = Not offered at community; N/A = Information not available during survey.

[1] Personal care services are $750/month if resident resides in semi-private room.

[2] Additional costs for personal care services are based on a point system -- there are no defined levels of care.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

Exhibit 4-4
Detailed Characteristics of
Alzheimer's/Memory Care **Communities**

PRIMARY MARKET AREA COMMUNITIES	UNDER CONSTRUCTION The Kensington - Redondo Beach
Address & Phone:	320 Knob Hill Avenue Redondo Beach CA 90277 424-241-2064
Map Reference No. *	10
Opening Date	December, 2019
Owner/Management:	Kensington Redondo Beach
Number of Units/Beds:	
Alzheimer's/Memory Care	0
Assisted Living	0
Independent Living	0
Nursing Beds	0
Planned Units	51 AL & 29 ALZ
Occupancy Rates:	
Alzheimer's/Memory Care	-
Assisted Living	-
Independent Living	-
Nursing Beds	-
Community Fee/Security Deposit	1 month's rent
Base Monthly Service Fees:	
Studios/Alcove	$6,658 - $9,272
Companion Suite	$4,712 - $6,931
Second Person Fee	None
Unit Size in S. F.:	
Studios/Alcove	350 - 580
Companion Suite	350 - 580
All Inclusive Pricing:	No
Levels of Care:	
Level I	$3,800
Level II	$4,864
Level III	$5,776
Level IV	$5,928
Level V	$6,992
Extra Charge For:	
Medication Management	$1,155
Incontinence Care	$304 - $426

- = Not offered at community; N/A = Information not available during survey.

Source: MDS Field Survey - April, 2019

* Refer to Figure 4-1 for approximate project locations.

APPENDIX A

SUMMARY SENIOR DEMOGRAPHICS

FOR THE PRIMARY MARKET AREA

EXHIBIT A-1
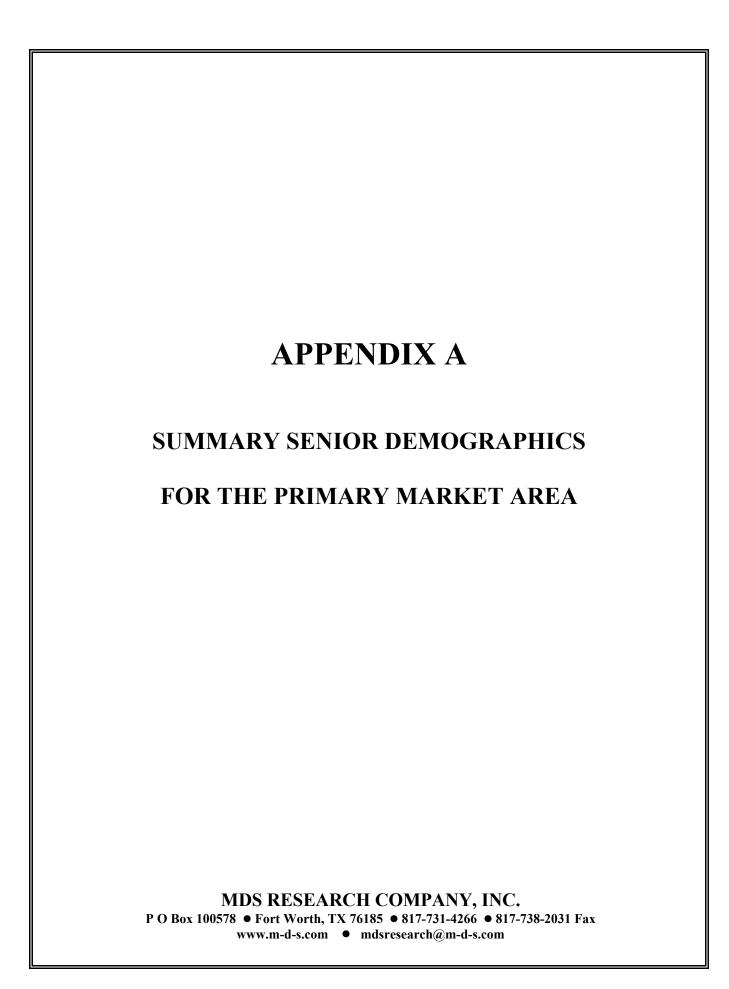
AGE 65+ AND AGE 75+ HOUSEHOLD GROWTH IN THE PRIMARY MARKET AREA

Redondo Beach, CA

	Year	Number of Households	
		65-74	75 +
	2000	15,210	12,085
	2019	22,551	18,960
	2021	24,205	19,779
	2024	26,917	21,074
Change in Households	2019 - 2024		
- Absolute		4,366	2,114
- Percentage		19.36%	11.15%
Average Annual % Change	2019 - 2024	3.60%	2.14%

See Figure 3-1 of this report for details on specific market area definitions.

Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.

Sources: Nielsen
            Moore Diversified Services, Inc.

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	$135,000

		Number of Households	
	Year	65-74	75 +
	2000 [1]	1,892	901
	2019 [1]	8,041	3,359
	2021	9,197	3,854
	2024 [1]	11,250	4,737

Change in Income Qualified Households	2019 - 2024		
- Absolute		3,208	1,378
- Percentage		39.90%	41.02%

Average Annual % Change		6.95%	7.12%

Qualified Households -	**2019**	8,041	3,359
Total Households -	**2019** [2]	22,551	18,960

% Income Qualified @ $135,000 + in **2019**	35.7%	17.7%

Qualified Households -	**2021**	9,197	3,854
Total Households -	**2021** [2]	24,205	19,779

% Income Qualified @ $135,000 + in **2021**	38.0%	19.5%

Qualified Households -	**2024**	11,250	4,737
Total Households -	**2024** [2]	26,917	21,074

% Income Qualified @ $135,000 + in **2024**	41.8%	22.5%

Sources: Nielsen
MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	$140,000

		Number of Households	
	Year	65-74	75 +
	2000 [1]	1,766	838
	2019 [1]	7,673	3,183
	2021	8,797	3,662
	2024 [1]	10,800	4,518

Change in Income Qualified Households	2019 - 2024		
- Absolute		3,128	1,335
- Percentage		40.76%	41.95%

Average Annual % Change		7.08%	7.26%

Qualified Households -	**2019**	7,673	3,183
Total Households -	**2019** [2]	22,551	18,960

% Income Qualified @ $140,000 + in **2019**	34.0%	16.8%

Qualified Households -	**2021**	8,797	3,662
Total Households -	**2021** [2]	24,205	19,779

% Income Qualified @ $140,000 + in **2021**	36.3%	18.5%

Qualified Households -	**2024**	10,800	4,518
Total Households -	**2024** [2]	26,917	21,074

% Income Qualified @ $140,000 + in **2024**	40.1%	21.4%

Sources: Nielsen
            MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	*$145,000*

		Number of Households	
	Year	65-74	75 +
	2000 [1]	1,640	776
	2019 [1]	7,304	3,007
	2021	8,397	3,469
	2024 [1]	10,351	4,300

Change in Income
Qualified Households   2019 -   2024

		65-74	75 +
-	Absolute	3,047	1,293
-	Percentage	41.71%	42.99%

Average Annual % Change	7.22%	7.41%

Qualified Households -	**2019**	7,304	3,007
Total Households -	**2019** [2]	22,551	18,960

% Income Qualified @ $145,000 + in **2019**	32.4%	15.9%

Qualified Households -	**2021**	8,397	3,469
Total Households -	**2021** [2]	24,205	19,779

% Income Qualified @ $145,000 + in **2021**	34.7%	17.5%

Qualified Households -	**2024**	10,351	4,300
Total Households -	**2024** [2]	26,917	21,074

% Income Qualified @ $145,000 + in **2024**	38.5%	20.4%

Sources: Nielsen
             MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

EXHIBIT A-5

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	*$150,000*

			Number of Households	
		Year	65-74	75 +
		2000 [1]	1,514	713
		2019 [1]	6,936	2,831
		2021	7,998	3,277
		2024 [1]	9,902	4,081

Change in Income Qualified Households	2019 - 2024		
- Absolute		2,966	1,250
- Percentage		42.76%	44.15%

Average Annual % Change		7.38%	7.59%

Qualified Households -	**2019**	6,936	2,831
Total Households -	**2019** [2]	22,551	18,960

% Income Qualified @ $150,000 + in **2019**	30.8%	14.9%

Qualified Households -	**2021**	7,998	3,277
Total Households -	**2021** [2]	24,205	19,779

% Income Qualified @ $150,000 + in **2021**	33.0%	16.6%

Qualified Households -	**2024**	9,902	4,081
Total Households -	**2024** [2]	26,917	21,074

% Income Qualified @ $150,000 + in **2024**	36.8%	19.4%

Sources: Nielsen
            MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

EXHIBIT A-6

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	*$155,000*

		Number of Households	
	Year	65-74	75 +
	2000 [1]	1,389	646
	2019 [1]	6,512	2,622
	2021	7,527	3,041
	2024 [1]	9,353	3,800

Change in Income
Qualified Households   2019 -   2024

- Absolute	2,841	1,178
- Percentage	43.63%	44.93%

Average Annual % Change	7.51%	7.70%

Qualified Households - **2019**	6,512	2,622
Total Households - **2019** [2]	22,551	18,960

% Income Qualified @ $155,000 + in **2000**	28.9%	13.8%

Qualified Households - **2021**	7,527	3,041
Total Households - **2021** [2]	24,205	19,779

% Income Qualified @ $155,000 + in **2021**	31.1%	15.4%

Qualified Households - **2024**	9,353	3,800
Total Households - **2024** [2]	26,917	21,074

% Income Qualified @ $155,000 + in **2024**	34.7%	18.0%

Sources: Nielsen
                   MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

EXHIBIT A-7

CALCULATION FOR INCOME QUALIFYING CRITERIA IN THE PRIMARY MARKET AREA

Redondo Beach, CA

Income Qualification Level:	*$160,000*

		Number of Households	
	Year	65-74	75 +
	2000 [1]	1,264	580
	2019 [1]	6,088	2,413
	2021	7,056	2,806
	2024 [1]	8,804	3,519

Change in Income
Qualified Households   2019 - 2024

		65-74	75 +
-	Absolute	2,716	1,106
-	Percentage	44.62%	45.84%

Average Annual % Change	7.66%	7.84%

Qualified Households - **2019**	6,088	2,413
Total Households - **2019** [2]	22,551	18,960

% Income Qualified @ $160,000 + in **2019**	27.0%	12.7%

Qualified Households - **2021**	7,056	2,806
Total Households - **2021** [2]	24,205	19,779

% Income Qualified @ $160,000 + in **2021**	29.2%	14.2%

Qualified Households - **2024**	8,804	3,519
Total Households - **2024** [2]	26,917	21,074

% Income Qualified @ $160,000 + in **2024**	32.7%	16.7%

Sources: Nielsen
                    MDS Analysis

---

[1] *Figures pulled from detailed demographic runs acquired from Claritas and included in Appendix C.*

[2] *The denominator in this calculation (total 2019 households) is provided on Exhibit A-1.*

APPENDIX B

SUMMARY OF COMPETITIVE

ASSISTED LIVING

AND ALZHEIMER'S/MEMORY CARE UNITS

FACTORED INTO THE

CAPTURE RATE/DEMAND MODELS

EXHIBIT B-1

SUMMARY OF COMPETITIVE ASSISTED LIVING UNITS

FACTORED INTO THE CAPTURE RATE / DEMAND MODELS

Redondo Beach, CA
Primary Market Area

Project Name	Total Units	Percent Weight [1]	Occupied	Vacant	Planned/ Announced
Units With Pricing That Is					
Lower Than Subject Community [2]					
Huntington Retirement Hotel	67	70 %	46	1	0
Palos Verdes Villa Inc.	71	70	48	2	0
Spring Senior Assisted Living	51	70	35	1	0
Villa Sorrento	100	70	70	0	0
Total Units Requiring Qualifying Incomes Lower Than the Minimum Threshold Assumed Herein [2]	289		200	4	0

Project Name	Total Units	Percent Weight [1]	Occupied	Vacant	Planned/ Announced
Units With Pricing That Is			Number of Units Factored Into the		
Comparable To Or Higher Than			Capture Rate/Demand Model		
The Subject Community [3]					
Belmont Village Rancho Palos Verdes	95	70 %	64	3	0
The Canterbury	28	70	20	0	0
Clearwater at South Bay	70	70	48	2	0
Sunrise of Hermosa Beach	125	70	87	1	0
Sunrise of Palos Verdes	37	70	26	0	0
The Kensington Redondo Beach	51	70	0	0	51
Merrill Gardens Rolling Hills Estates	94	70	0	0	94
Peninsula Pointe	76	70	0	0	76
Total Units Backed Out (Subtracted) After the Income Screen [3]	576		244	6	221

227 Vacant/Planned Units @
93% Occupancy =   211 Units X
70% absorption from the PMA =
148 Units

---

[1] Percent of units estimated to be filled with households residing in the Primary Market Area.

[2] It is assumed that these households have already been excluded from the pool of prospects through the income screening.

[3] The minimum cash flow income required to pay the monthly service fees is $150,000 or more.

EXHIBIT B-2

SUMMARY OF COMPETITIVE ALZHEIMER'S UNITS

FACTORED INTO THE CAPTURE RATE / DEMAND MODELS

Redondo Beach, CA
Primary Market Area

Project Name	Total Units	Percent Weight [1]	Occupied	Vacant	Planned/ Announced
Units With Pricing That Is Lower Than Subject Community [2]					
Huntington Retirement Hotel	30	70 %	20	1	0
Total Units Requiring Qualifying Incomes Lower Than the Minimum Threshold Assumed Herein [2]	30		20	1	0
Units With Pricing That Is Comparable To Or Higher Than The Subject Community [3]			Number of Units Factored Into the Capture Rate/Demand Model		
Belmont Village Rancho Palos Verdes	24	70 %	15	2	0
Clearwater at South Bay	63	70	43	1	0
Sunrise Hermosa Beach	15	70	10	1	0
Sunrise Palos Verdes	40	70	25	5	0
The Kensington Redondo Beach	29	70	0	0	29
Merrill Gardens Rolling Hills Estates	20	70	0	0	20
Peninsula Pointe	26	70	0	0	0
Total Units Backed Out (Subtracted) After the Income Screen [3]	217		93	9	49

58 Vacant/Planned Units @
93% Occupancy =   54 Units X
70% absorption from the PMA =
38 Units

---

[1] Percent of units estimated to be filled with households residing in the Primary Market Area.

[2] It is assumed that these households have already been excluded from the pool of prospects through the income screening.

[3] The minimum cash flow income required to pay the monthly service fees is $140,000 or more.

APPENDIX C

DETAILED DEMOGRAPHIC REPORTS

ACQUIRED FROM CLARITAS

nielsen   MDS Research Company, Inc.

DISCOVERY SERIES Geographic Summary and Table of Contents	Redondo Beach, CA - PMA
Current Year Estimates	
Total Population	372,834
Metropolitan	100%
Micropolitan	0%
Total Households	146,211
Metropolitan	100%
Micropolitan	0%
Predominant CBSA Type	Metropolitan
Land area, square miles	61.881
Target type used for study area	ZIP code
Number of targets retrieved	11

STANDARD COMPONENTS

Select a category by clicking the "Category" selector at the base of this column.

   Claritas Pop-Facts Reports
     Pop-Facts: Demographic Quick Facts
     Pop-Facts: Population Quick Facts
     Pop-Facts: Household Quick Facts
     Pop-Facts: Demographic Snapshot
     Pop-Facts: Census Demographic Overview
     Pop-Facts: Household Trend
     Pop-Facts: Demographic Trend
     Pop-Facts: Household Income by Age of Householder
     Population by Age and Race Trend
     Population by Age and Sex Trend
     Population by Age, Race and Sex
     Race and Hispanic Report
     Effective Buying Income
     Middle Years
     Young Adults
   Claritas Business-Facts: Businesses by Major Sectors

POINT DATA

The following point database is part of the Discovery Series. To use this component, select the appropriate database when starting a new project.

OPTIONAL COMPONENTS
   Claritas Senior Life Demographics
   Consumer Buying Power
     Detailed Categories
   Claritas Net Worth and Income Producing Assets
   Claritas Business-Facts: Summary
   Claritas Business-Facts: Retail, Service, Healthcare and Occupation Summary
   Claritas PRIZM Premier
   Claritas WorkPlace PRIZM Premier
   Claritas P$YCLE
   Retail Market Power
   "Full" Pop-Facts Detailed Data

OPTIONAL POINT DATA
   Shopping Centers
   Traffic Counts

MDS Research Company, Inc.

Pop-Facts: Demographic Quick Facts	Redondo Beach, CA - PMA	
Population		
2024 Projection	381,945	
2019 Estimate	372,834	
2010 Census	362,744	
2000 Census	349,432	
Growth 2019-2024	2.44%	
Growth 2010-2019	2.78%	
Growth 2000-2010	3.81%	
Households		
2024 Projection	149,712	
2019 Estimate	146,211	
2010 Census	142,563	
2000 Census	141,132	
Growth 2019-2024	2.39%	
Growth 2010-2019	2.56%	
Growth 2000-2010	1.01%	
2019 Estimated Population by Single-Classification Race	**372,834**	
White Alone	221,587	59.43%
Black or African American Alone	11,937	3.20%
American Indian and Alaska Native Alone	1,464	0.39%
Asian Alone	87,864	23.57%
Native Hawaiian and Other Pacific Islander Alone	1,275	0.34%
Some Other Race Alone	23,690	6.35%
Two or More Races	25,017	6.71%
2019 Estimated Population by Ethnicity (Hispanic or Latino)	**372,834**	
Hispanic or Latino	65,931	17.68%
Not Hispanic or Latino	306,903	82.32%
2019 Occupied Housing Units by Tenure	**146,211**	
Owner-Occupied	85,656	58.58%
Renter-Occupied	60,555	41.42%
2019 Average Household Size	2.54	

MDS Research Company, Inc.

Pop-Facts: Demographic Quick Facts	Redondo Beach, CA - PMA	
2019 Est. Households by Household Income	**146,211**	
Income Less than $15,000	7,563	5.17%
Income $15,000 to $24,999	6,363	4.35%
Income $25,000 to $34,999	7,401	5.06%
Income $35,000 to $49,999	10,673	7.30%
Income $50,000 to $74,999	17,350	11.87%
Income $75,000 to $99,999	16,709	11.43%
Income $100,000 to $124,999	14,833	10.14%
Income $125,000 to $149,999	12,227	8.36%
Income $150,000 to $199,999	17,290	11.83%
Income $200,000 to $249,999	10,599	7.25%
Income $250,000 to $499,999	14,824	10.14%
Income $500,000 or more	10,379	7.10%
2019 Est. Average Household Income	$ 158,078	
2019 Est. Median Household Income	$ 111,876	
2019 Median HH Inc. by Single-Classification Race		
White Alone	$ 117,101	
Black or African American Alone	$ 81,736	
American Indian and Alaska Native Alone	$ 56,292	
Asian Alone	$ 117,012	
Native Hawaiian and Other Pacific Islander Alone	$ 76,008	
Some Other Race Alone	$ 69,312	
Two or More Races	$ 113,179	
Hispanic or Latino	$ 79,787	
Not Hispanic or Latino	$ 117,759	
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MDS Research Company, Inc.

Pop-Facts: Population Quick Facts	Redondo Beach, CA - PMA	
Population		
2024 Projection	381,945	
2019 Estimate	372,834	
2010 Census	362,744	
2000 Census	349,432	
Growth 2019-2024	2.44%	
Growth 2010-2019	2.78%	
Growth 2000-2010	3.81%	
2019 Est. Population by Age	**372,834**	
Age 0 to 4	18,179	4.88%
Age 5 to 9	19,027	5.10%
Age 10 to 14	20,052	5.38%
Age 15 to 17	13,324	3.57%
Age 18 to 20	12,525	3.36%
Age 21 to 24	18,043	4.84%
Age 25 to 34	46,412	12.45%
Age 35 to 44	45,931	12.32%
Age 45 to 54	55,539	14.90%
Age 55 to 64	56,434	15.14%
Age 65 to 74	37,992	10.19%
Age 75 to 84	20,522	5.50%
Age 85 and over	8,854	2.37%
Age 16 and over	311,205	83.47%
Age 18 and over	302,252	81.07%
Age 21 and over	289,727	77.71%
Age 65 and over	67,368	18.07%
2019 Est. Median Age	**43.46**	
2019 Est. Average Age	**42.30**	

MDS Research Company, Inc.

Pop-Facts: Population Quick Facts	Redondo Beach, CA - PMA	
2019 Est. Population by Single-Classification Race	**372,834**	
White Alone	221,587	59.43%
Black or African American Alone	11,937	3.20%
American Indian and Alaska Native Alone	1,464	0.39%
Asian Alone	87,864	23.57%
Native Hawaiian and Other Pacific Islander Alone	1,275	0.34%
Some Other Race Alone	23,690	6.35%
Two or More Races	25,017	6.71%
2019 Est. Population by Ethnicity (Hispanic or Latino)	**372,834**	
Hispanic or Latino	65,931	17.68%
Not Hispanic or Latino	306,903	82.32%
2019 Est. Population by Sex	**372,834**	
Male	183,486	49.21%
Female	189,348	50.79%
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MDS Research Company, Inc.

Pop-Facts: Household Quick Facts	Redondo Beach, CA - PMA	
Households		
2024 Projection	149,712	
2019 Estimate	146,211	
2010 Census	142,563	
2000 Census	141,132	
Growth 2019-2024	2.39%	
Growth 2010-2019	2.56%	
Growth 2000-2010	1.01%	
2019 Est. Households by Household Income	**146,211**	
Income Less than $15,000	7,563	5.17%
Income $15,000 to $24,999	6,363	4.35%
Income $25,000 to $34,999	7,401	5.06%
Income $35,000 to $49,999	10,673	7.30%
Income $50,000 to $74,999	17,350	11.87%
Income $75,000 to $99,999	16,709	11.43%
Income $100,000 to $124,999	14,833	10.14%
Income $125,000 to $149,999	12,227	8.36%
Income $150,000 to $199,999	17,290	11.83%
Income $200,000 to $249,999	10,599	7.25%
Income $250,000 to $499,999	14,824	10.14%
Income $500,000 or more	10,379	7.10%
2019 Est. Average Household Income	$ 158,078	
2019 Est. Median Household Income	$ 111,876	
2019 Median HH Inc. by Single-Classification Race		
White Alone	$ 117,101	
Black or African American Alone	$ 81,736	
American Indian and Alaska Native Alone	$ 56,292	
Asian Alone	$ 117,012	
Native Hawaiian and Other Pacific Islander Alone	$ 76,008	
Some Other Race Alone	$ 69,312	
Two or More Races	$ 113,179	
Hispanic or Latino	$ 79,787	
Not Hispanic or Latino	$ 117,759	
2019 Est. Households by Household Type	**146,211**	
Family Households	95,597	65.38%
Nonfamily Households	50,614	34.62%
2019 Est. Group Quarters Population	**2,170**	
2019 Est. Households by Household Size	**146,211**	
1-person	38,599	26.40%
2-person	47,033	32.17%
3-person	25,130	17.19%
4-person	22,301	15.25%
5-person	8,555	5.85%
6-person	2,940	2.01%
7-or-more-person	1,653	1.13%
2019 Est. Average Household Size	**2.54**	

MDS Research Company, Inc.

Pop-Facts: Household Quick Facts	Redondo Beach, CA - PMA	
2019 Est. HHs by Type by Presence of Own Children	**95,597**	
Married-Couple Family, own children	34,714	36.31%
Married-Couple Family, no own children	41,057	42.95%
Male Householder, own children	2,525	2.64%
Male Householder, no own children	3,616	3.78%
Female Householder, own children	6,252	6.54%
Female Householder, no own children	7,433	7.78%
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MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 1)	Redondo Beach, CA · PMA	
Population		
2024 Projection	381,945	
2019 Estimate	372,834	
2010 Census	362,744	
2000 Census	349,432	
Growth 2019-2024	2.44%	
Growth 2010-2019	2.78%	
Growth 2000-2010	3.81%	
2019 Est. Population by Single-Classification Race	**372,834**	
White Alone	221,587	59.43%
Black or African American Alone	11,937	3.20%
American Indian and Alaska Native Alone	1,464	0.39%
Asian Alone	87,864	23.57%
Native Hawaiian and Other Pacific Islander Alone	1,275	0.34%
Some Other Race Alone	23,690	6.35%
Two or More Races	25,017	6.71%
2019 Est. Population Hispanic or Latino by Origin	**372,834**	
Not Hispanic or Latino	306,903	82.32%
Hispanic or Latino	65,931	17.68%
Hispanic or Latino by Origin	**65,931**	
Mexican	41,297	62.64%
Puerto Rican	1,960	2.97%
Cuban	2,025	3.07%
All Other Hispanic or Latino	20,649	31.32%
2019 Est. Hisp. or Latino Pop by Single-Classification Race	**65,931**	
White Alone	34,521	52.36%
Black or African American Alone	659	1.00%
American Indian and Alaska Native Alone	714	1.08%
Asian Alone	971	1.47%
Native Hawaiian and Other Pacific Islander Alone	113	0.17%
Some Other Race Alone	22,508	34.14%
Two or More Races	6,445	9.78%

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Pop-Facts: Demographic Snapshot (Part 1)	Redondo Beach, CA · PMA	
2019 Est. Pop by Race, Asian Alone, by Category	**87,864**	
Chinese, except Taiwanese	15,956	18.16%
Filipino	8,075	9.19%
Japanese	21,224	24.16%
Asian Indian	8,631	9.82%
Korean	16,100	18.32%
Vietnamese	6,616	7.53%
Cambodian	135	0.15%
Hmong	2	0.00%
Laotian	65	0.07%
Thai	816	0.93%
All other Asian Races, including 2 or more	10,244	11.66%
2019 Est. Population by Ancestry	**372,834**	
Arab	4,057	1.09%
Czech	835	0.22%
Danish	1,172	0.31%
Dutch	2,533	0.68%
English	19,544	5.24%
French (except Basque)	4,784	1.28%
French Canadian	1,096	0.29%
German	28,761	7.71%
Greek	1,937	0.52%
Hungarian	1,500	0.40%
Irish	21,369	5.73%
Italian	15,854	4.25%
Lithuanian	900	0.24%
Norwegian	3,691	0.99%
Polish	5,722	1.53%
Portuguese	1,180	0.32%
Russian	4,324	1.16%
Scottish	4,261	1.14%
Scotch-Irish	1,478	0.40%
Slovak	321	0.09%
Subsaharan African	1,403	0.38%
Swedish	3,129	0.84%
Swiss	871	0.23%
Ukrainian	707	0.19%
United States or American	16,625	4.46%
Welsh	786	0.21%
West Indian (except Hisp. groups)	712	0.19%
Other Ancestries	185,860	49.85%
Ancestry Unclassified	37,422	10.04%
2019 Est. Pop Age 5+ by Language Spoken At Home	**354,655**	
Speak only English	238,569	67.27%
Speak Asian or Pacific Island Language	49,617	13.99%
Speak IndoEuropean Language	20,871	5.88%
Speak Spanish	41,556	11.72%
Speak Other Language	4,042	1.14%

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 1)	Redondo Beach, CA · PMA	
2019 Est. Population by Sex	**372,834**	
Male	183,486	49.21%
Female	189,348	50.79%
2019 Est. Population by Age	**372,834**	
Age 0 to 4	18,179	4.88%
Age 5 to 9	19,027	5.10%
Age 10 to 14	20,052	5.38%
Age 15 to 17	13,324	3.57%
Age 18 to 20	12,525	3.36%
Age 21 to 24	18,043	4.84%
Age 25 to 34	46,412	12.45%
Age 35 to 44	45,931	12.32%
Age 45 to 54	55,539	14.90%
Age 55 to 64	56,434	15.14%
Age 65 to 74	37,992	10.19%
Age 75 to 84	20,522	5.50%
Age 85 and over	8,854	2.37%
Age 16 and over	311,205	83.47%
Age 18 and over	302,252	81.07%
Age 21 and over	289,727	77.71%
Age 65 and over	67,368	18.07%
2019 Est. Median Age	**43.46**	
2019 Est. Average Age	**42.30**	

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 1)	Redondo Beach, CA · PMA	
2019 Est. Male Population by Age	**183,486**	
Age 0 to 4	9,302	5.07%
Age 5 to 9	9,774	5.33%
Age 10 to 14	10,345	5.64%
Age 15 to 17	6,794	3.70%
Age 18 to 20	6,444	3.51%
Age 21 to 24	9,166	5.00%
Age 25 to 34	23,902	13.03%
Age 35 to 44	22,744	12.40%
Age 45 to 54	26,500	14.44%
Age 55 to 64	27,693	15.09%
Age 65 to 74	18,134	9.88%
Age 75 to 84	9,288	5.06%
Age 85 and over	3,400	1.85%
2019 Est. Median Age, Male	**42.04**	
2019 Est. Average Age, Male	**41.34**	
2019 Est. Female Population by Age	**189,348**	
Age 0 to 4	8,877	4.69%
Age 5 to 9	9,253	4.89%
Age 10 to 14	9,707	5.13%
Age 15 to 17	6,530	3.45%
Age 18 to 20	6,081	3.21%
Age 21 to 24	8,877	4.69%
Age 25 to 34	22,510	11.89%
Age 35 to 44	23,187	12.25%
Age 45 to 54	29,039	15.34%
Age 55 to 64	28,741	15.18%
Age 65 to 74	19,858	10.49%
Age 75 to 84	11,234	5.93%
Age 85 and over	5,454	2.88%
2019 Est. Median Age, Female	**44.85**	
2019 Est. Average Age, Female	**43.23**	

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 1)	Redondo Beach, CA · PMA	
2019 Est. Pop Age 15+ by Marital Status	**315,576**	
Total, Never Married	95,117	30.14%
Males, Never Married	51,021	16.17%
Females, Never Married	44,096	13.97%
Married, Spouse present	161,502	51.18%
Married, Spouse absent	13,484	4.27%
Widowed	16,489	5.23%
Males, Widowed	3,422	1.08%
Females, Widowed	13,067	4.14%
Divorced	28,984	9.18%
Males, Divorced	11,372	3.60%
Females, Divorced	17,612	5.58%
2019 Est. Pop Age 25+ by Edu. Attainment	**271,684**	
Less than 9th grade	7,884	2.90%
Some High School, no diploma	8,086	2.98%
High School Graduate (or GED)	36,149	13.31%
Some College, no degree	48,763	17.95%
Associate Degree	21,026	7.74%
Bachelor's Degree	90,768	33.41%
Master's Degree	40,575	14.93%
Professional School Degree	12,387	4.56%
Doctorate Degree	6,046	2.23%
2019 Est. Pop. Age 25+ by Edu. Attain., Hisp./Lat.	**41,281**	
No High School Diploma	7,493	18.15%
High School Graduate	9,440	22.87%
Some College or Associate's Degree	12,823	31.06%
Bachelor's Degree or Higher	11,525	27.92%
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MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 2)	Redondo Beach, CA - PMA	
Households		
2024 Projection	149,712	
2019 Estimate	146,211	
2010 Census	142,563	
2000 Census	141,132	
Growth 2019-2024	2.39%	
Growth 2010-2019	2.56%	
Growth 2000-2010	1.01%	
2019 Est. Households by Household Type	**146,211**	
Family Households	95,597	65.38%
Nonfamily Households	50,614	34.62%
2019 Est. Group Quarters Population	**2,170**	
2019 HHs by Ethnicity: Hispanic/Latino	**18,982**	**12.98%**
2019 Est. Households by HH Income	**146,211**	
Income < $15,000	7,563	5.17%
Income $15,000 to $24,999	6,363	4.35%
Income $25,000 to $34,999	7,401	5.06%
Income $35,000 to $49,999	10,673	7.30%
Income $50,000 to $74,999	17,350	11.87%
Income $75,000 to $99,999	16,709	11.43%
Income $100,000 to $124,999	14,833	10.14%
Income $125,000 to $149,999	12,227	8.36%
Income $150,000 to $199,999	17,290	11.83%
Income $200,000 to $249,999	10,599	7.25%
Income $250,000 to $499,999	14,824	10.14%
Income $500,000+	10,379	7.10%
2019 Est. Average Household Income	**$ 158,078**	
2019 Est. Median Household Income	**$ 111,876**	
2019 Median HH Income by Single-Class. Race or Ethn.		
White Alone	$ 117,101	
Black or African American Alone	$ 81,736	
American Indian and Alaska Native Alone	$ 56,292	
Asian Alone	$ 117,012	
Native Hawaiian and Other Pacific Islander Alone	$ 76,008	
Some Other Race Alone	$ 69,312	
Two or More Races	$ 113,179	
Hispanic or Latino	$ 79,787	
Not Hispanic or Latino	$ 117,759	

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 2)	Redondo Beach, CA - PMA	
2019 Est. Family HH Type by Presence of Own Children	**95,597**	
Married-Couple Family, own children	34,714	36.31%
Married-Couple Family, no own children	41,057	42.95%
Male Householder, own children	2,525	2.64%
Male Householder, no own children	3,616	3.78%
Female Householder, own children	6,252	6.54%
Female Householder, no own children	7,433	7.78%
2019 Est. Households by Household Size	**146,211**	
1-person	38,599	26.40%
2-person	47,033	32.17%
3-person	25,130	17.19%
4-person	22,301	15.25%
5-person	8,555	5.85%
6-person	2,940	2.01%
7-or-more-person	1,653	1.13%
2019 Est. Average Household Size	2.54	
2019 Est. Households by Presence of People Under 18	**146,211**	
Households with 1 or more People under Age 18	46,514	31.81%
Households with No People under Age 18	99,697	68.19%
Households with 1 or more People under Age 18	**46,514**	
Married-Couple Family	35,980	77.35%
Other Family, Male Householder	2,976	6.40%
Other Family, Female Householder	7,304	15.70%
Nonfamily, Male Householder	159	0.34%
Nonfamily, Female Householder	95	0.20%
Households with No People under Age 18	**99,697**	
Married-Couple Family	39,764	39.88%
Other Family, Male Householder	3,172	3.18%
Other Family, Female Householder	6,380	6.40%
Nonfamily, Male Householder	24,765	24.84%
Nonfamily, Female Householder	25,616	25.69%

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 2)	Redondo Beach, CA - PMA	
2019 Est. Households by Number of Vehicles	**146,211**	
No Vehicles	5,423	3.71%
1 Vehicle	44,039	30.12%
2 Vehicles	63,941	43.73%
3 Vehicles	22,732	15.55%
4 Vehicles	7,082	4.84%
5 or more Vehicles	2,994	2.05%
2019 Est. Average Number of Vehicles	**1.95**	
Family Households		
2024 Projection	97,843	
2019 Estimate	95,597	
2010 Census	93,320	
2000 Census	89,631	
Growth 2019-2024	2.35%	
Growth 2010-2019	2.44%	
Growth 2000-2010	4.12%	
2019 Est. Families by Poverty Status	**95,597**	
2019 Families at or Above Poverty	91,283	95.49%
2019 Families at or Above Poverty with Children	40,509	42.37%
2019 Families Below Poverty	4,314	4.51%
2019 Families Below Poverty with Children	2,678	2.80%
2019 Est. Pop Age 16+ by Employment Status	**311,205**	
In Armed Forces	386	0.12%
Civilian - Employed	193,343	62.13%
Civilian - Unemployed	9,162	2.94%
Not in Labor Force	108,314	34.80%
2019 Est. Civ. Employed Pop 16+ by Class of Worker	**190,436**	
For-Profit Private Workers	126,911	66.64%
Non-Profit Private Workers	11,733	6.16%
Local Government Workers	13,095	6.88%
State Government Workers	4,779	2.51%
Federal Government Workers	2,695	1.42%
Self-Employed Workers	30,810	16.18%
Unpaid Family Workers	413	0.22%

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 2)	Redondo Beach, CA - PMA	
2019 Est. Civ. Employed Pop 16+ by Occupation	**190,436**	
Architect/Engineer	8,425	4.42%
Arts/Entertainment/Sports	8,629	4.53%
Building Grounds Maintenance	2,777	1.46%
Business/Financial Operations	14,104	7.41%
Community/Social Services	2,219	1.17%
Computer/Mathematical	8,079	4.24%
Construction/Extraction	3,910	2.05%
Education/Training/Library	11,578	6.08%
Farming/Fishing/Forestry	107	0.06%
Food Prep/Serving	7,884	4.14%
Healthcare Practitioner/Technician	11,227	5.90%
Healthcare Support	1,840	0.97%
Maintenance Repair	3,240	1.70%
Legal	4,101	2.15%
Life/Physical/Social Science	2,023	1.06%
Management	34,161	17.94%
Office/Admin. Support	21,227	11.15%
Production	5,512	2.89%
Protective Service	2,971	1.56%
Sales/Related	22,247	11.68%
Personal Care/Service	7,024	3.69%
Transportation/Moving	7,151	3.76%
2019 Est. Pop 16+ by Occupation Classification	**190,436**	
Blue Collar	19,813	10.40%
White Collar	148,020	77.73%
Service & Farm	22,603	11.87%
2019 Est. Workers Age 16+ by Transp. To Work	**185,270**	
Drove Alone	148,800	80.32%
Car Pooled	12,070	6.51%
Public Transportation	2,922	1.58%
Walked	3,602	1.94%
Bicycle	1,419	0.77%
Other Means	3,248	1.75%
Worked at Home	13,209	7.13%
2019 Est. Workers Age 16+ by Travel Time to Work*		
Less than 15 minutes	36,005	
15 to 29 Minutes	58,799	
30 to 44 Minutes	36,345	
45 to 59 Minutes	19,321	
60 or more Minutes	21,786	
2019 Est. Avg. Travel Time to Work in Minutes*	**32.76**	
2019 Est. Occupied Housing Units by Tenure	**146,211**	
Owner-Occupied	85,656	58.58%
Renter-Occupied	60,555	41.42%
2019 Occupied Housing Units: Avg. Length of Residence		
Owner-Occupied	0	
Renter-Occupied	0	

MDS Research Company, Inc.

Pop-Facts: Demographic Snapshot (Part 2)	Redondo Beach, CA - PMA	
2019 Est. Owner Occupied Housing Units by Value	**85,656**	
Value Less than $20,000	354	0.41%
Value $20,000 to $39,999	112	0.13%
Value $40,000 to $59,999	106	0.12%
Value $60,000 to $79,999	134	0.16%
Value $80,000 to $99,999	68	0.08%
Value $100,000 to $149,999	181	0.21%
Value $150,000 to $199,999	137	0.16%
Value $200,000 to $299,999	462	0.54%
Value $300,000 to $399,999	1,516	1.77%
Value $400,000 to $499,999	3,252	3.80%
Value $500,000 to $749,999	16,721	19.52%
Value $750,000 to $999,999	19,877	23.21%
Value $1,000,000 to $1,499,999	20,828	24.32%
Value $1,500,000 to $1,999,999	9,503	11.09%
Value $2,000,000 or more	12,405	14.48%
2019 Est. Median All Owner-Occupied Housing Unit Value	**$ 726,332**	
2019 Est. Housing Units by Units in Structure	**153,532**	
1 Unit Attached	13,648	8.89%
1 Unit Detached	85,994	56.01%
2 Units	4,657	3.03%
3 or 4 Units	8,911	5.80%
5 to 19 Units	15,241	9.93%
20 to 49 Units	10,368	6.75%
50 or More Units	13,326	8.68%
Mobile Home or Trailer	1,360	0.89%
Boat, RV, Van, etc.	27	0.02%
Dominant structure type	1 Unit Detac...	
2019 Est. Housing Units by Year Structure Built	**153,532**	
Housing Units Built 2014 or Later	4,323	2.82%
Housing Units Built 2010 to 2013	683	0.44%
Housing Units Built 2000 to 2009	7,703	5.02%
Housing Units Built 1990 to 1999	8,386	5.46%
Housing Units Built 1980 to 1989	15,995	10.42%
Housing Units Built 1970 to 1979	25,973	16.92%
Housing Units Built 1960 to 1969	32,446	21.13%
Housing Units Built 1950 to 1959	41,788	27.22%
Housing Units Built 1940 to 1949	9,878	6.43%
Housing Units Built 1939 or Earlier	6,357	4.14%
2019 Est. Median Year Structure Built**	**1966**	
Dominant Year Structure Built	**1950 to 1959**	
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* This row intentionally left blank. No Total Category.		
**1939 will appear when at least half of the Housing Units in this reports area were built in 1939 or earlier.		

MDS Research Company, Inc.

Pop-Facts: Census Demographic Overview (Part 1)	Redondo Beach, CA - PMA	
Population		
2024 Projection	381,945	
2019 Estimate	372,834	
2010 Census	362,744	
2000 Census	349,432	
Growth 2019-2024	2.44%	
Growth 2010-2019	2.78%	
Growth 2000-2010	3.81%	
2010 Population by Single-Classification Race	**362,744**	
White Alone	232,159	64.00%
Black or African American Alone	10,671	2.94%
American Indian and Alaska Native Alone	1,326	0.37%
Asian Alone	77,992	21.50%
Native Hawaiian and Other Pacific Islander Alone	1,178	0.32%
Some Other Race Alone	20,421	5.63%
Two or More Races	18,997	5.24%
2010 Population By Ethnicity	**362,744**	
Not Hispanic or Latino	302,758	83.46%
Hispanic or Latino	59,986	16.54%
2010 Hispanic or Latino by Single-Classification Race	**59,986**	
White Alone	33,105	55.19%
Black or African American Alone	584	0.97%
American Indian and Alaska Native Alone	624	1.04%
Asian Alone	912	1.52%
Native Hawaiian and Other Pacific Islander Alone	111	0.19%
Some Other Race Alone	19,223	32.05%
Two or More Races	5,427	9.05%
2010 Population by Sex	**362,744**	
Male	179,036	49.36%
Female	183,708	50.64%
Male/Female Ratio	0.97	

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Pop-Facts: Census Demographic Overview (Part 1)	Redondo Beach, CA - PMA	
2010 Population by Age	**362,744**	
Age 0 to 4	19,335	5.33%
Age 5 to 9	21,715	5.99%
Age 10 to 14	23,509	6.48%
Age 15 to 17	15,206	4.19%
Age 18 to 20	10,600	2.92%
Age 21 to 24	14,023	3.87%
Age 25 to 34	44,945	12.39%
Age 35 to 44	55,052	15.18%
Age 45 to 54	62,196	17.15%
Age 55 to 64	44,140	12.17%
Age 65 to 74	26,806	7.39%
Age 75 to 84	17,936	4.94%
Age 85 and over	7,281	2.01%
Age 16 and over	293,148	80.81%
Age 18 and over	282,979	78.01%
Age 21 and over	272,379	75.09%
Age 65 and over	52,023	14.34%
2010 Median Age	**40.82**	

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Pop-Facts: Census Demographic Overview (Part 1)	Redondo Beach, CA - PMA	
2010 Male Population by Age	**179,036**	
Age 0 to 4	10,029	5.60%
Age 5 to 9	11,132	6.22%
Age 10 to 14	12,012	6.71%
Age 15 to 17	7,813	4.36%
Age 18 to 20	5,756	3.21%
Age 21 to 24	7,190	4.02%
Age 25 to 34	22,597	12.62%
Age 35 to 44	26,433	14.76%
Age 45 to 54	30,870	17.24%
Age 55 to 64	21,763	12.16%
Age 65 to 74	12,806	7.15%
Age 75 to 84	7,884	4.40%
Age 85 and over	2,751	1.54%
2010 Median Age, Male	**39.91**	
2010 Female Population by Age	**183,708**	
Age 0 to 4	9,306	5.07%
Age 5 to 9	10,583	5.76%
Age 10 to 14	11,497	6.26%
Age 15 to 17	7,393	4.02%
Age 18 to 20	4,844	2.64%
Age 21 to 24	6,833	3.72%
Age 25 to 34	22,348	12.16%
Age 35 to 44	28,619	15.58%
Age 45 to 54	31,326	17.05%
Age 55 to 64	22,377	12.18%
Age 65 to 74	14,000	7.62%
Age 75 to 84	10,052	5.47%
Age 85 and over	4,530	2.47%
2010 Median Age, Female	**41.66**	
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Pop-Facts: Census Demographic Overview (Part 2)	Redondo Beach, CA - PMA	
Households		
2024 Projection	149,712	
2019 Estimate	146,211	
2010 Census	142,563	
2000 Census	141,132	
Growth 2019-2024	2.39%	
Growth 2010-2019	2.56%	
Growth 2000-2010	1.01%	
2010 Households by Household Type	**142,563**	
Family Households	93,320	65.46%
Non-family Households	49,243	34.54%
2010 Group Quarters Population	**2,112**	
2010 Hispanic or Latino Households	**16,964**	**11.90%**
2010 Households by Household Size	**142,563**	
1-person	37,467	26.28%
2-person	46,257	32.45%
3-person	24,396	17.11%
4-person	22,003	15.43%
5-person	8,091	5.68%
6-person	2,756	1.93%
7-or-more-person	1,593	1.12%

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Pop-Facts: Census Demographic Overview (Part 2)	Redondo Beach, CA - PMA	
2010 Households by Type and Presence of Children	**142,563**	
Married-Couple Family, own children	33,902	23.78%
Male Householder, own children	2,472	1.73%
Female Householder, own children	6,105	4.28%
Married-Couple Family, no own children	40,045	28.09%
Male Householder, no own children	3,537	2.48%
Female Householder, no own children	7,259	5.09%
Non-family Households	49,243	34.54%
2010 Households by Presence of People Under Age 18	**142,563**	
HH with 1 or More People Under Age 18:	45,451	31.88%
Households with No People Under Age 18:	97,112	68.12%
HH with 1 or More People Under Age 18:	**45,451**	
Married-Couple Family	35,164	77.37%
Other Family, Male Householder	2,906	6.39%
Other Family, Female Householder	7,134	15.70%
Nonfamily, Male Householder	157	0.35%
Nonfamily, Female Householder	90	0.20%
Households with No People Under Age 18:	**97,112**	
Married-Couple Family	38,786	39.94%
Other Family, Male Householder	3,104	3.20%
Other Family, Female Householder	6,232	6.42%
Nonfamily, Male Householder	24,096	24.81%
Nonfamily, Female Householder	24,894	25.63%
2010 Occupied Housing Units by Tenure	**142,563**	
Owner-Occupied	83,621	58.66%
Renter-Occupied	58,942	41.34%
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Pop-Facts: Household Trend	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Universe Totals*						
Population	**362,744**		**372,834**		**381,945**	
Percent Change			2.78%		2.44%	
Households	**142,563**		**146,211**		**149,712**	
Percent Change			2.56%		2.39%	
Families	**93,320**		**95,597**		**97,843**	
Percent Change			2.44%		2.35%	
Housing Units	**149,541**		**153,532**		**157,119**	
Percent Change			2.67%		2.34%	
Group Quarters Population	**2,112**		**2,170**		**2,172**	
Percent Change			2.75%		0.09%	
Total Households by Income**	**141,134**		**146,211**		**149,712**	
Income Less than $15,000	10,630	7.53%	7,563	5.17%	6,677	4.46%
Income $15,000 to $24,999	9,592	6.80%	6,363	4.35%	5,602	3.74%
Income $25,000 to $34,999	11,078	7.85%	7,401	5.06%	6,631	4.43%
Income $35,000 to $49,999	18,208	12.90%	10,673	7.30%	9,604	6.41%
Income $50,000 to $74,999	27,126	19.22%	17,350	11.87%	15,998	10.69%
Income $75,000 to $99,999	19,944	14.13%	16,709	11.43%	15,665	10.46%
Income $100,000 to $124,999	14,608	10.35%	14,833	10.14%	14,471	9.67%
Income $125,000 to $149,999	8,717	6.18%	12,227	8.36%	12,691	8.48%
Income $150,000 to $199,999	9,542	6.76%	17,290	11.83%	18,318	12.24%
Income $200,000 to $249,999	4,618	3.27%	10,599	7.25%	12,653	8.45%
Income $250,000 to $499,999	4,421	3.13%	14,824	10.14%	17,675	11.81%
Income $500,000 or more	2,650	1.88%	10,379	7.10%	13,727	9.17%
Average Household Income	**$ 95,057**		**$ 158,078**		**$ 176,152**	
Median Household Income	**$ 69,409**		**$ 111,876**		**$ 125,410**	
Median HH Income by Single-Class. Race**						
White Alone	$ 72,262		$ 117,101		$ 132,735	
Black or African American Alone	$ 47,519		$ 81,736		$ 89,446	
American Indian and Alaska Native Alone	$ 59,572		$ 56,292		$ 66,525	
Asian Alone	$ 70,349		$ 117,012		$ 130,916	
Native Hawaiian and Other Pacific Islander Alone	$ 69,271		$ 76,008		$ 88,447	
Some Other Race Alone	$ 43,956		$ 69,312		$ 77,011	
Two or More Races	$ 56,498		$ 113,179		$ 125,516	
Hispanic or Latino	$ 49,236		$ 79,787		$ 90,279	
Not Hispanic or Latino	$ 71,827		$ 117,759		$ 132,746	

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Pop-Facts: Household Trend	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Housholds by Household Type and Size*						
Non-family Households	**49,243**		**50,614**		**51,869**	
1-person	37,467	76.09%	38,599	76.26%	39,629	76.40%
2-person	9,429	19.15%	9,587	18.94%	9,761	18.82%
3-person	1,657	3.36%	1,727	3.41%	1,774	3.42%
4-person	488	0.99%	496	0.98%	498	0.96%
5-person	132	0.27%	136	0.27%	137	0.26%
6-person	43	0.09%	44	0.09%	46	0.09%
7-or-more-person	25	0.05%	25	0.05%	24	0.05%
Family Households	**93,320**		**95,597**		**97,843**	
2-person	36,828	39.46%	37,446	39.17%	38,247	39.09%
3-person	22,739	24.37%	23,403	24.48%	23,990	24.52%
4-person	21,515	23.06%	21,805	22.81%	22,262	22.75%
5-person	7,959	8.53%	8,419	8.81%	8,689	8.88%
6-person	2,713	2.91%	2,896	3.03%	2,995	3.06%
7-or-more-person	1,568	1.68%	1,628	1.70%	1,660	1.70%

*Census column is 2010 Data.
**Census column is 2000 Data.

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Pop-Facts: Demographic Trend	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population by Age*	1,225		1,162	0.38%	1,225	0.39%
Age 0 to 4	19,335	5.33%	18,179	4.88%	18,156	4.75%
Age 5 to 9	21,715	5.99%	19,027	5.10%	18,973	4.97%
Age 10 to 14	23,509	6.48%	20,052	5.38%	19,735	5.17%
Age 15 to 17	15,206	4.19%	13,324	3.57%	12,853	3.37%
Age 18 to 20	10,600	2.92%	12,525	3.36%	12,113	3.17%
Age 21 to 24	14,023	3.87%	18,043	4.84%	17,352	4.54%
Age 25 to 34	44,945	12.39%	46,412	12.45%	48,887	12.80%
Age 35 to 44	55,052	15.18%	45,931	12.32%	45,509	11.92%
Age 45 to 54	62,196	17.15%	55,539	14.90%	50,093	13.12%
Age 55 to 64	44,140	12.17%	56,434	15.14%	59,301	15.53%
Age 65 to 74	26,806	7.39%	37,992	10.19%	45,932	12.03%
Age 75 to 84	17,936	4.94%	20,522	5.50%	24,203	6.34%
Age 85 and over	7,281	2.01%	8,854	2.37%	8,838	2.31%
Age 16 and over	293,148	80.81%	311,205	83.47%	320,848	84.00%
Age 18 and over	282,979	78.01%	302,252	81.07%	312,228	81.75%
Age 21 and over	272,379	75.09%	289,727	77.71%	300,115	78.58%
Age 65 and over	52,023	14.34%	67,368	18.07%	78,973	20.68%
Median Age	**40.82**		**43.46**		**44.43**	
Population by Sex*	**362,744**		**372,834**		**381,945**	
Male	179,036	49.36%	183,486	49.21%	187,765	49.16%
Female	183,708	50.64%	189,348	50.79%	194,180	50.84%

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Pop-Facts: Demographic Trend	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Pop. by Single-Classification Race by Hispanic/Latino*						
Hispanic or Latino:	**59,986**		**65,931**		**69,825**	
White Alone	33,105	55.19%	34,521	52.36%	35,546	50.91%
Black or African American Alone	584	0.97%	659	1.00%	699	1.00%
American Indian and Alaska Native Alone	624	1.04%	714	1.08%	773	1.11%
Asian Alone	912	1.52%	971	1.47%	1,005	1.44%
Native Hawaiian and Other Pacific Islander Alone	111	0.19%	113	0.17%	114	0.16%
Some Other Race Alone	19,223	32.05%	22,508	34.14%	24,657	35.31%
Two or More Races	5,427	9.05%	6,445	9.78%	7,031	10.07%
Not Hispanic or Latino	**302,758**		**306,903**		**312,120**	
White Alone	199,054	65.75%	187,066	60.95%	181,548	58.17%
Black or African American Alone	10,087	3.33%	11,278	3.67%	12,011	3.85%
American Indian and Alaska Native Alone	702	0.23%	750	0.24%	757	0.24%
Asian Alone	77,080	25.46%	86,893	28.31%	93,495	29.95%
Native Hawaiian and Other Pacific Islander Alone	1,067	0.35%	1,162	0.38%	1,225	0.39%
Some Other Race Alone	1,198	0.40%	1,182	0.39%	1,187	0.38%
Two or More Races	13,570	4.48%	18,572	6.05%	21,897	7.02%
Households by Age of Householder*	**142,563**		**146,211**		**149,712**	
Age Under 25	2,585	1.81%	2,828	1.93%	2,905	1.94%
Age 25 to 34	18,362	12.88%	16,395	11.21%	15,820	10.57%
Age 35 to 44	28,249	19.82%	23,271	15.92%	22,578	15.08%
Age 45 to 54	34,827	24.43%	30,440	20.82%	27,365	18.28%
Age 55 to 64	25,608	17.96%	31,766	21.73%	33,053	22.08%
Age 65 to 74	16,306	11.44%	22,551	15.42%	26,917	17.98%
Age 75 to 84	11,626	8.15%	13,018	8.90%	15,191	10.15%
Age 85 and over	5,000	3.51%	5,942	4.06%	5,883	3.93%
Median Age of Householder	**51.34**		**55.05**		**56.87**	
Households by Household Income**	**141,134**		**146,211**		**149,712**	
Income Less than $15,000	10,630	7.53%	7,563	5.17%	6,677	4.46%
Income $15,000 to $24,999	9,592	6.80%	6,363	4.35%	5,602	3.74%
Income $25,000 to $34,999	11,078	7.85%	7,401	5.06%	6,631	4.43%
Income $35,000 to $49,999	18,208	12.90%	10,673	7.30%	9,604	6.41%
Income $50,000 to $74,999	27,126	19.22%	17,350	11.87%	15,998	10.69%
Income $75,000 to $99,999	19,944	14.13%	16,709	11.43%	15,665	10.46%
Income $100,000 to $124,999	14,608	10.35%	14,833	10.14%	14,471	9.67%
Income $125,000 to $149,999	8,717	6.18%	12,227	8.36%	12,691	8.48%
Income $150,000 to $199,999	9,542	6.76%	17,290	11.83%	18,318	12.24%
Income $200,000 to $249,999	4,618	3.27%	10,599	7.25%	12,653	8.45%
Income $250,000 to $499,999	4,421	3.13%	14,824	10.14%	17,675	11.81%
Income $500,000 or more	2,650	1.88%	10,379	7.10%	13,727	9.17%
Average Household Income	**$ 95,057**		**$ 158,078**		**$ 176,152**	
Median Household Income	**$ 69,409**		**$ 111,876**		**$ 125,410**	
Median HH Inc. by Single Classification Race**						
White Alone	$ 72,262		$ 117,101		$ 132,735	
Black or African American Alone	$ 47,519		$ 81,736		$ 89,446	
American Indian and Alaska Native Alone	$ 59,572		$ 56,292		$ 66,525	
Asian Alone	$ 70,349		$ 117,012		$ 130,916	

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Pop-Facts: Demographic Trend	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Native Hawaiian and Other Pacific Islander Alone	$ 69,271		$ 76,008		$ 88,447	
Some Other Race Alone	$ 43,956		$ 69,312		$ 77,011	
Two or More Races	$ 56,498		$ 113,179		$ 125,516	
Hispanic or Latino	$ 49,236		$ 79,787		$ 90,279	
Not Hispanic or Latino	$ 71,827		$ 117,759		$ 132,746	
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*Census column is 2010 Data.						
**Census column is 2000 Data.						

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Pop-Facts: Household Income by Age of Householder	Redondo Beach, CA - PMA								
	Age 15-24	Age 25-34	Age 35-44	Age 45-54	Age 55-64	Age 65-74	Age 75-84	Age 85+	Total
2000 Census Age/Income Household Totals	**3,374**	**25,155**	**36,157**	**29,602**	**19,551**	**15,210**	**9,655**	**2,430**	**141,134**
% Of Total Households	2.39%	17.82%	25.62%	20.97%	13.85%	10.78%	6.84%	1.72%	100.00%
Income Less than $15,000	**713**	**1,417**	**1,671**	**1,557**	**1,194**	**1,748**	**1,696**	**634**	**10,630**
% Across Age Ranges	6.71%	13.33%	15.72%	14.65%	11.23%	16.44%	15.95%	5.96%	100.00%
% Within Age Ranges	21.13%	5.63%	4.62%	5.26%	6.11%	11.49%	17.57%	26.09%	7.53%
Income $15,000 to $24,999	**488**	**1,517**	**1,718**	**1,281**	**1,052**	**1,581**	**1,525**	**430**	**9,592**
% Across Age Ranges	5.09%	15.82%	17.91%	13.35%	10.97%	16.48%	15.90%	4.48%	100.00%
% Within Age Ranges	14.46%	6.03%	4.75%	4.33%	5.38%	10.39%	15.79%	17.70%	6.80%
Income $25,000 to $34,999	**437**	**2,254**	**2,208**	**1,858**	**1,174**	**1,565**	**1,280**	**302**	**11,078**
% Across Age Ranges	3.94%	20.35%	19.93%	16.77%	10.60%	14.13%	11.55%	2.73%	100.00%
% Within Age Ranges	12.95%	8.96%	6.11%	6.28%	6.00%	10.29%	13.26%	12.43%	7.85%
Income $35,000 to $49,999	**558**	**3,971**	**4,274**	**3,118**	**2,046**	**2,450**	**1,474**	**317**	**18,208**
% Across Age Ranges	3.06%	21.81%	23.47%	17.12%	11.24%	13.46%	8.10%	1.74%	100.00%
% Within Age Ranges	16.54%	15.79%	11.82%	10.53%	10.46%	16.11%	15.27%	13.05%	12.90%
Income $50,000 to $74,999	**723**	**5,952**	**6,993**	**5,376**	**3,456**	**2,741**	**1,559**	**326**	**27,126**
% Across Age Ranges	2.67%	21.94%	25.78%	19.82%	12.74%	10.10%	5.75%	1.20%	100.00%
% Within Age Ranges	21.43%	23.66%	19.34%	18.16%	17.68%	18.02%	16.15%	13.42%	19.22%
Income $75,000 to $99,999	**204**	**3,708**	**6,147**	**4,241**	**2,822**	**1,760**	**898**	**164**	**19,944**
Income $75,000 to $99,999	1.02%	18.59%	30.82%	21.26%	14.15%	8.82%	4.50%	0.82%	100.00%
% Within Age Ranges	6.05%	14.74%	17.00%	14.33%	14.43%	11.57%	9.30%	6.75%	14.13%
Income $100,000 to $124,999	**155**	**2,445**	**4,394**	**3,587**	**2,352**	**1,221**	**388**	**66**	**14,608**
% Across Age Ranges	1.06%	16.74%	30.08%	24.56%	16.10%	8.36%	2.66%	0.45%	100.00%
% Within Age Ranges	4.59%	9.72%	12.15%	12.12%	12.03%	8.03%	4.02%	2.72%	10.35%
Income $125,000 to $149,999	**50**	**1,471**	**2,433**	**2,260**	**1,560**	**630**	**243**	**70**	**8,717**
% Across Age Ranges	0.57%	16.88%	27.91%	25.93%	17.90%	7.23%	2.79%	0.80%	100.00%
% Within Age Ranges	1.48%	5.85%	6.73%	7.63%	7.98%	4.14%	2.52%	2.88%	6.18%
Income $150,000 to $199,999	**29**	**1,278**	**2,806**	**2,814**	**1,657**	**625**	**268**	**65**	**9,542**
% Across Age Ranges	0.30%	13.39%	29.41%	29.49%	17.37%	6.55%	2.81%	0.68%	100.00%
% Within Age Ranges	0.86%	5.08%	7.76%	9.51%	8.48%	4.11%	2.78%	2.67%	6.76%
Income $200,000 or more	**17**	**1,142**	**3,513**	**3,510**	**2,238**	**889**	**324**	**56**	**11,689**
% Across Age Ranges	0.15%	9.77%	30.05%	30.03%	19.15%	7.61%	2.77%	0.48%	100.00%
% Within Age Ranges	0.50%	4.54%	9.72%	11.86%	11.45%	5.84%	3.36%	2.30%	8.28%
Median Household Income*	**$ 36,317**	**$ 64,359**	**$ 79,939**	**$ 84,497**	**$ 82,561**	**$ 52,381**	**$ 38,323**	**$ 30,000**	**$ 69,409**

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Pop-Facts: Household Income by Age of Householder	Redondo Beach, CA - PMA								
	Age 15-24	Age 25-34	Age 35-44	Age 45-54	Age 55-64	Age 65-74	Age 75-84	Age 85+	Total
2019 Estimate Age/Income Household Totals	**2,828**	**16,395**	**23,271**	**30,440**	**31,766**	**22,551**	**13,018**	**5,942**	**146,211**
% Of Total Households	1.93%	11.21%	15.92%	20.82%	21.73%	15.42%	8.90%	4.06%	100.00%
Income Less than $15,000	**367**	**547**	**526**	**895**	**1,573**	**1,414**	**1,335**	**906**	**7,563**
% Across Age Ranges	4.85%	7.23%	6.95%	11.83%	20.80%	18.70%	17.65%	11.98%	100.00%
% Within Age Ranges	12.98%	3.34%	2.26%	2.94%	4.95%	6.27%	10.26%	15.25%	5.17%
Income $15,000 to $24,999	**165**	**511**	**428**	**582**	**1,094**	**1,190**	**1,419**	**974**	**6,363**
% Across Age Ranges	2.59%	8.03%	6.73%	9.15%	17.19%	18.70%	22.30%	15.31%	100.00%
% Within Age Ranges	5.83%	3.12%	1.84%	1.91%	3.44%	5.28%	10.90%	16.39%	4.35%
Income $25,000 to $34,999	**296**	**718**	**612**	**848**	**1,268**	**1,427**	**1,463**	**769**	**7,401**
% Across Age Ranges	4.00%	9.70%	8.27%	11.46%	17.13%	19.28%	19.77%	10.39%	100.00%
% Within Age Ranges	10.47%	4.38%	2.63%	2.79%	3.99%	6.33%	11.24%	12.94%	5.06%
Income $35,000 to $49,999	**429**	**1,347**	**1,251**	**1,551**	**1,923**	**1,920**	**1,628**	**624**	**10,673**
% Across Age Ranges	4.02%	12.62%	11.72%	14.53%	18.02%	17.99%	15.25%	5.85%	100.00%
% Within Age Ranges	15.17%	8.22%	5.38%	5.10%	6.05%	8.51%	12.51%	10.50%	7.30%
Income $50,000 to $74,999	**492**	**2,221**	**2,112**	**3,060**	**3,689**	**2,866**	**2,087**	**823**	**17,350**
% Across Age Ranges	2.84%	12.80%	12.17%	17.64%	21.26%	16.52%	12.03%	4.74%	100.00%
% Within Age Ranges	17.40%	13.55%	9.08%	10.05%	11.61%	12.71%	16.03%	13.85%	11.87%
Income $75,000 to $99,999	**399**	**2,350**	**2,534**	**3,371**	**3,709**	**2,438**	**1,390**	**518**	**16,709**
% Across Age Ranges	2.39%	14.06%	15.17%	20.17%	22.20%	14.59%	8.32%	3.10%	100.00%
% Within Age Ranges	14.11%	14.33%	10.89%	11.07%	11.68%	10.81%	10.68%	8.72%	11.43%
Income $100,000 to $124,999	**219**	**1,938**	**2,464**	**3,215**	**3,166**	**2,518**	**907**	**406**	**14,833**
% Across Age Ranges	1.48%	13.07%	16.61%	21.67%	21.34%	16.98%	6.11%	2.74%	100.00%
% Within Age Ranges	7.74%	11.82%	10.59%	10.56%	9.97%	11.17%	6.97%	6.83%	10.14%
Income $125,000 to $149,999	**178**	**1,600**	**2,319**	**2,794**	**2,614**	**1,842**	**625**	**255**	**12,227**
% Across Age Ranges	1.46%	13.09%	18.97%	22.85%	21.38%	15.07%	5.11%	2.09%	100.00%
% Within Age Ranges	6.29%	9.76%	9.97%	9.18%	8.23%	8.17%	4.80%	4.29%	8.36%
Income $150,000 to $199,999	**133**	**2,085**	**3,655**	**4,369**	**3,882**	**2,120**	**911**	**135**	**17,290**
% Across Age Ranges	0.77%	12.06%	21.14%	25.27%	22.45%	12.26%	5.27%	0.78%	100.00%
% Within Age Ranges	4.70%	12.72%	15.71%	14.35%	12.22%	9.40%	7.00%	2.27%	11.83%
Income $200,000 or more	**150**	**3,078**	**7,370**	**9,755**	**8,848**	**4,816**	**1,253**	**532**	**35,802**
% Across Age Ranges	0.42%	8.60%	20.59%	27.25%	24.71%	13.45%	3.50%	1.49%	100.00%
% Within Age Ranges	5.30%	18.77%	31.67%	32.05%	27.85%	21.36%	9.63%	8.95%	24.49%
Median Household Income*	**$ 57,978**	**$ 106,495**	**$ 143,418**	**$ 140,193**	**$ 120,744**	**$ 100,204**	**$ 57,954**	**$ 42,740**	**$ 111,876**

MDS Research Company, Inc.

Pop-Facts: Household Income by Age of Householder	Redondo Beach, CA - PMA								
	Age 15-24	Age 25-34	Age 35-44	Age 45-54	Age 55-64	Age 65-74	Age 75-84	Age 85+	Total
2024 Projection Age/Income Household Totals	**2,905**	**15,820**	**22,578**	**27,365**	**33,053**	**26,917**	**15,191**	**5,883**	**149,712**
% Of Total Households	1.94%	10.57%	15.08%	18.28%	22.08%	17.98%	10.15%	3.93%	100.00%
Income Less than $15,000	**346**	**429**	**406**	**635**	**1,283**	**1,393**	**1,382**	**803**	**6,677**
% Across Age Ranges	5.18%	6.43%	6.08%	9.51%	19.22%	20.86%	20.70%	12.03%	100.00%
% Within Age Ranges	11.91%	2.71%	1.80%	2.32%	3.88%	5.18%	9.10%	13.65%	4.46%
Income $15,000 to $24,999	**178**	**405**	**330**	**395**	**854**	**1,159**	**1,424**	**857**	**5,602**
% Across Age Ranges	3.18%	7.23%	5.89%	7.05%	15.24%	20.69%	25.42%	15.30%	100.00%
% Within Age Ranges	6.13%	2.56%	1.46%	1.44%	2.58%	4.31%	9.37%	14.57%	3.74%
Income $25,000 to $34,999	**289**	**566**	**447**	**607**	**1,079**	**1,407**	**1,537**	**699**	**6,631**
% Across Age Ranges	4.36%	8.54%	6.74%	9.15%	16.27%	21.22%	23.18%	10.54%	100.00%
% Within Age Ranges	9.95%	3.58%	1.98%	2.22%	3.26%	5.23%	10.12%	11.88%	4.43%
Income $35,000 to $49,999	**430**	**1,047**	**918**	**1,159**	**1,646**	**2,020**	**1,782**	**602**	**9,604**
% Across Age Ranges	4.48%	10.90%	9.56%	12.07%	17.14%	21.03%	18.55%	6.27%	100.00%
% Within Age Ranges	14.80%	6.62%	4.07%	4.24%	4.98%	7.50%	11.73%	10.23%	6.41%
Income $50,000 to $74,999	**495**	**1,866**	**1,679**	**2,387**	**3,343**	**3,087**	**2,316**	**825**	**15,998**
% Across Age Ranges	3.09%	11.66%	10.50%	14.92%	20.90%	19.30%	14.48%	5.16%	100.00%
% Within Age Ranges	17.04%	11.80%	7.44%	8.72%	10.11%	11.47%	15.25%	14.02%	10.69%
Income $75,000 to $99,999	**404**	**2,065**	**2,183**	**2,684**	**3,481**	**2,717**	**1,610**	**521**	**15,665**
% Across Age Ranges	2.58%	13.18%	13.94%	17.13%	22.22%	17.34%	10.28%	3.33%	100.00%
% Within Age Ranges	13.91%	13.05%	9.67%	9.81%	10.53%	10.09%	10.60%	8.86%	10.46%
Income $100,000 to $124,999	**243**	**1,812**	**2,162**	**2,639**	**3,087**	**2,986**	**1,120**	**422**	**14,471**
% Across Age Ranges	1.68%	12.52%	14.94%	18.24%	21.33%	20.63%	7.74%	2.92%	100.00%
% Within Age Ranges	8.36%	11.45%	9.58%	9.64%	9.34%	11.09%	7.37%	7.17%	9.67%
Income $125,000 to $149,999	**203**	**1,623**	**2,207**	**2,529**	**2,790**	**2,246**	**819**	**274**	**12,691**
% Across Age Ranges	1.60%	12.79%	17.39%	19.93%	21.98%	17.70%	6.45%	2.16%	100.00%
% Within Age Ranges	6.99%	10.26%	9.78%	9.24%	8.44%	8.34%	5.39%	4.66%	8.48%
Income $150,000 to $199,999	**147**	**2,148**	**3,656**	**3,966**	**4,251**	**2,744**	**1,245**	**161**	**18,318**
% Across Age Ranges	0.80%	11.73%	19.96%	21.65%	23.21%	14.98%	6.80%	0.88%	100.00%
% Within Age Ranges	5.06%	13.58%	16.19%	14.49%	12.86%	10.19%	8.20%	2.74%	12.24%
Income $200,000 or more	**170**	**3,859**	**8,590**	**10,364**	**11,239**	**7,158**	**1,956**	**719**	**44,055**
% Across Age Ranges	0.39%	8.76%	19.50%	23.53%	25.51%	16.25%	4.44%	1.63%	100.00%
% Within Age Ranges	5.85%	24.39%	38.05%	37.87%	34.00%	26.59%	12.88%	12.22%	29.43%
Median Household Income*	**$ 60,581**	**$ 121,137**	**$ 163,088**	**$ 158,163**	**$ 140,712**	**$ 114,028**	**$ 65,873**	**$ 49,514**	**$ 125,410**

MDS Research Company, Inc.

Population by Age and Race Trend	Total Population	%	White Alone	Black or Af. American Alone	Amer. Indian or AL Native Alone	Asian Alone	Nat. Hawaii or Pac. Isl. Alone	Some Other Race Alone	Two or More Races
					Redondo Beach, CA - PMA				
Population									
2024 Projection	381,945		217,094	12,710	1,530	94,500	1,339	25,844	28,928
2019 Estimate	372,834		221,587	11,937	1,464	87,864	1,275	23,690	25,017
2010 Census	362,744		232,159	10,671	1,326	77,992	1,178	20,421	18,997
2000 Census	349,432		241,195	9,713	1,367	63,057	1,099	18,092	14,909
Growth 2019 - 2024	2.44%		-2.03%	6.48%	4.51%	7.55%	5.02%	9.09%	15.63%
Growth 2010 - 2019	2.78%		-4.55%	11.86%	10.41%	12.66%	8.23%	16.01%	31.69%
Growth 2000 - 2010	3.81%		-3.75%	9.86%	-3.00%	23.68%	7.19%	12.87%	27.42%
2010 Census Population by Age	**362,744**		**232,159**	**10,671**	**1,326**	**77,992**	**1,178**	**20,421**	**18,997**
Age 0 to 4	19,335	5.33%	10,620	578	73	3,885	73	1,435	2,660
Age 5 to 9	21,715	5.99%	12,225	607	73	4,564	74	1,500	2,670
Age 10 to 14	23,509	6.48%	13,137	834	69	5,085	88	1,681	2,619
Age 15 to 17	15,206	4.19%	8,564	548	63	3,377	69	1,084	1,496
Age 18 to 20	10,600	2.92%	6,107	395	52	2,018	55	1,070	908
Age 21 to 24	14,023	3.87%	8,344	534	68	2,646	69	1,344	1,012
Age 25 to 34	44,945	12.39%	27,156	1,505	186	9,901	169	3,736	2,296
Age 35 to 44	55,052	15.18%	33,277	1,755	209	14,011	191	3,606	2,011
Age 45 to 54	62,196	17.15%	41,063	1,882	251	14,319	207	2,784	1,695
Age 55 to 64	44,140	12.17%	31,348	1,147	155	9,198	104	1,300	905
Age 65 to 74	26,806	7.39%	20,006	580	81	5,174	52	500	399
Age 75 to 84	17,936	4.94%	14,265	213	36	2,868	23	285	242
Age 85 and over	7,281	2.01%	6,047	93	10	946	4	96	84
Age 18 and over	282,979	78.01%	187,613	8,104	1,048	61,081	874	14,721	9,552
Age 21 and over	272,379	75.09%	181,506	7,709	996	59,063	819	13,651	8,644
Age 65 and over	52,023	14.34%	40,318	886	127	8,988	79	881	725
Median Age	**40.82**		**43.99**	**36.91**	**38.78**	**40.37**	**34.53**	**30.61**	**18.18**

MDS Research Company, Inc.

Population by Age and Race Trend	Redondo Beach, CA - PMA								
	Total Population	%	White Alone	Black or Af. American Alone	Amer. Indian or AL Native Alone	Asian Alone	Nat. Hawaii or Pac. Isl. Alone	Some Other Race Alone	Two or More Races
2019 Estimated Population by Age	**372,834**		**221,587**	**11,937**	**1,464**	**87,864**	**1,275**	**23,690**	**25,017**
Age 0 to 4	18,179	4.88%	8,781	535	74	3,913	72	1,473	3,326
Age 5 to 9	19,027	5.10%	9,480	579	77	4,155	71	1,593	3,073
Age 10 to 14	20,052	5.38%	10,062	792	61	4,372	92	1,702	2,977
Age 15 to 17	13,324	3.57%	6,986	444	51	2,905	59	1,103	1,691
Age 18 to 20	12,525	3.36%	6,666	445	71	2,772	62	1,089	1,501
Age 21 to 24	18,043	4.84%	9,843	596	80	4,001	73	1,678	1,769
Age 25 to 34	46,412	12.45%	24,415	1,752	200	12,040	174	4,493	3,337
Age 35 to 44	45,931	12.32%	25,330	1,727	215	12,387	179	3,812	2,275
Age 45 to 54	55,539	14.90%	33,716	2,008	246	14,043	214	3,211	2,092
Age 55 to 64	56,434	15.14%	36,904	1,694	205	13,811	143	2,040	1,627
Age 65 to 74	37,992	10.19%	26,816	952	129	8,272	92	932	811
Age 75 to 84	20,522	5.50%	15,571	278	39	3,784	37	422	394
Age 85 and over	8,854	2.37%	7,017	135	16	1,409	7	142	144
Age 18 and over	302,252	81.07%	186,278	9,587	1,201	72,519	981	17,819	13,950
Age 21 and over	289,727	77.71%	179,612	9,142	1,130	69,747	919	16,730	12,449
Age 65 and over	67,368	18.07%	49,404	1,365	184	13,465	136	1,496	1,349
Median Age	**43.46**		**47.74**	**39.78**	**40.49**	**42.89**	**36.93**	**32.14**	**20.88**
Average Age	**42.30**		**45.45**	**39.27**	**39.78**	**41.84**	**37.12**	**33.51**	**26.29**

MDS Research Company, Inc.

Population by Age and Race Trend	Redondo Beach, CA - PMA								
	Total Population	%	White Alone	Black or Af. American Alone	Amer. Indian or AL Native Alone	Asian Alone	Nat. Hawaii or Pac. Isl. Alone	Some Other Race Alone	Two or More Races
2024 Projected Population by Age	**381,945**		**217,094**	**12,710**	**1,530**	**94,500**	**1,339**	**25,844**	**28,928**
Age 0 to 4	18,156	4.75%	8,196	527	69	4,012	66	1,528	3,767
Age 5 to 9	18,973	4.97%	8,822	572	81	4,296	70	1,650	3,484
Age 10 to 14	19,735	5.17%	9,261	814	65	4,387	97	1,801	3,309
Age 15 to 17	12,853	3.37%	6,338	446	50	2,804	70	1,176	1,875
Age 18 to 20	12,113	3.17%	6,169	455	59	2,637	49	1,165	1,667
Age 21 to 24	17,352	4.54%	9,084	596	74	3,898	73	1,661	1,965
Age 25 to 34	48,887	12.80%	23,883	1,859	224	13,928	185	4,755	4,058
Age 35 to 44	45,509	11.92%	23,548	1,813	203	12,893	171	4,220	2,650
Age 45 to 54	50,093	13.12%	28,819	2,001	238	13,147	226	3,428	2,235
Age 55 to 64	59,301	15.53%	37,307	1,898	219	15,312	163	2,417	1,988
Age 65 to 74	45,932	12.03%	31,119	1,219	162	10,867	107	1,276	1,179
Age 75 to 84	24,203	6.34%	17,758	361	65	4,783	50	609	571
Age 85 and over	8,838	2.31%	6,790	149	21	1,536	12	158	180
Age 18 and over	312,228	81.75%	184,477	10,351	1,265	79,001	1,036	19,689	16,493
Age 21 and over	300,115	78.58%	178,308	9,896	1,206	76,364	987	18,524	14,826
Age 65 and over	78,973	20.68%	55,667	1,729	248	17,186	169	2,043	1,930
Median Age	**44.43**		**49.60**	**40.99**	**42.04**	**43.76**	**38.48**	**33.29**	**21.74**
Average Age	**43.36**		**46.84**	**40.53**	**41.52**	**43.07**	**38.58**	**34.70**	**27.17**

MDS Research Company, Inc.

Population by Age and Sex Trend	Redondo Beach, CA - PMA					
	2010 Census	%	2019 Estimate	%	2024 Projection	%
Population	**362,744**		**372,834**		**381,945**	
Percent Growth (2000-2024)*	3.81%		2.78%		2.44%	
Total Population by Age	**362,744**		**372,834**		**381,945**	
Age 0 to 4	19,335	5.33%	18,179	4.88%	18,156	4.75%
Age 5 to 9	21,715	5.99%	19,027	5.10%	18,973	4.97%
Age 10 to 14	23,509	6.48%	20,052	5.38%	19,735	5.17%
Age 15 to 17	15,206	4.19%	13,324	3.57%	12,853	3.37%
Age 18 to 20	10,600	2.92%	12,525	3.36%	12,113	3.17%
Age 21 to 24	14,023	3.87%	18,043	4.84%	17,352	4.54%
Age 25 to 34	44,945	12.39%	46,412	12.45%	48,887	12.80%
Age 35 to 44	55,052	15.18%	45,931	12.32%	45,509	11.92%
Age 45 to 54	62,196	17.15%	55,539	14.90%	50,093	13.12%
Age 55 to 64	44,140	12.17%	56,434	15.14%	59,301	15.53%
Age 65 to 74	26,806	7.39%	37,992	10.19%	45,932	12.03%
Age 75 to 84	17,936	4.94%	20,522	5.50%	24,203	6.34%
Age 85 and over	7,281	2.01%	8,854	2.37%	8,838	2.31%
Age 16 and over	293,148	80.81%	311,205	83.47%	320,848	84.00%
Age 18 and over	282,979	78.01%	302,252	81.07%	312,228	81.75%
Age 21 and over	272,379	75.09%	289,727	77.71%	300,115	78.58%
Age 65 and over	52,023	14.34%	67,368	18.07%	78,973	20.68%
Median Age	**40.82**		**43.46**		**44.43**	

MDS Research Company, Inc.

Population by Age and Sex Trend	Redondo Beach, CA - PMA					
	2010 Census	%	2019 Estimate	%	2024 Projection	%
Male Population by Age	**179,036**		**183,486**		**187,765**	
Age 0 to 4	10,029	5.60%	9,302	5.07%	9,274	4.94%
Age 5 to 9	11,132	6.22%	9,774	5.33%	9,706	5.17%
Age 10 to 14	12,012	6.71%	10,345	5.64%	10,138	5.40%
Age 15 to 17	7,813	4.36%	6,794	3.70%	6,608	3.52%
Age 18 to 20	5,756	3.21%	6,444	3.51%	6,275	3.34%
Age 21 to 24	7,190	4.02%	9,166	5.00%	8,857	4.72%
Age 25 to 34	22,597	12.62%	23,902	13.03%	25,194	13.42%
Age 35 to 44	26,433	14.76%	22,744	12.40%	22,941	12.22%
Age 45 to 54	30,870	17.24%	26,500	14.44%	23,921	12.74%
Age 55 to 64	21,763	12.16%	27,693	15.09%	28,539	15.20%
Age 65 to 74	12,806	7.15%	18,134	9.88%	22,088	11.76%
Age 75 to 84	7,884	4.40%	9,288	5.06%	10,879	5.79%
Age 85 and over	2,751	1.54%	3,400	1.85%	3,345	1.78%
Age 16 and over	143,238	80.01%	151,836	82.75%	156,474	83.34%
Age 18 and over	138,050	77.11%	147,271	80.26%	152,039	80.97%
Age 21 and over	132,294	73.89%	140,827	76.75%	145,764	77.63%
Age 65 and over	23,441	13.09%	30,822	16.80%	36,312	19.34%
Median Age	**39.91**		**42.04**		**42.77**	
Female Population by Age	**183,708**		**189,348**		**194,180**	
Age 0 to 4	9,306	5.07%	8,877	4.69%	8,882	4.57%
Age 5 to 9	10,583	5.76%	9,253	4.89%	9,267	4.77%
Age 10 to 14	11,497	6.26%	9,707	5.13%	9,597	4.94%
Age 15 to 17	7,393	4.02%	6,530	3.45%	6,245	3.22%
Age 18 to 20	4,844	2.64%	6,081	3.21%	5,838	3.01%
Age 21 to 24	6,833	3.72%	8,877	4.69%	8,495	4.37%
Age 25 to 34	22,348	12.16%	22,510	11.89%	23,693	12.20%
Age 35 to 44	28,619	15.58%	23,187	12.25%	22,568	11.62%
Age 45 to 54	31,326	17.05%	29,039	15.34%	26,172	13.48%
Age 55 to 64	22,377	12.18%	28,741	15.18%	30,762	15.84%
Age 65 to 74	14,000	7.62%	19,858	10.49%	23,844	12.28%
Age 75 to 84	10,052	5.47%	11,234	5.93%	13,324	6.86%
Age 85 and over	4,530	2.47%	5,454	2.88%	5,493	2.83%
Age 16 and over	149,910	81.60%	159,369	84.17%	164,374	84.65%
Age 18 and over	144,929	78.89%	154,981	81.85%	160,189	82.50%
Age 21 and over	140,085	76.25%	148,900	78.64%	154,351	79.49%
Age 65 and over	28,582	15.56%	36,546	19.30%	42,661	21.97%
Median Age	**41.66**		**44.85**		**45.96**	
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*Percent growth figures are as follows: 2010 (2000-2010), 2019 (2010-2019), and 2024 (2019-2024).						

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Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
Population Totals						
2024 Projection	381,945		187,765		194,180	
2019 Estimate	372,834		183,486		189,348	
2010 Census Estimate	362,744		179,036		183,708	
2000 Census Estimate	349,432		173,016		176,416	
Growth 2019-2024	2.44%		2.33%		2.55%	
Growth 2010-2019	2.78%		2.49%		3.07%	
Growth 2000-2010	3.81%		3.48%		4.13%	
2010 Census Estimate Population by Age	**362,744**		**179,036**		**183,708**	
Age 0 to 4	19,335	5.33%	10,029	5.60%	9,306	5.07%
Age 5 to 9	21,715	5.99%	11,132	6.22%	10,583	5.76%
Age 10 to 14	23,509	6.48%	12,012	6.71%	11,497	6.26%
Age 15 to 17	15,206	4.19%	7,813	4.36%	7,393	4.02%
Age 18 to 20	10,600	2.92%	5,756	3.21%	4,844	2.64%
Age 21 to 24	14,023	3.87%	7,190	4.02%	6,833	3.72%
Age 25 to 34	44,945	12.39%	22,597	12.62%	22,348	12.16%
Age 35 to 44	55,052	15.18%	26,433	14.76%	28,619	15.58%
Age 45 to 54	62,196	17.15%	30,870	17.24%	31,326	17.05%
Age 55 to 64	44,140	12.17%	21,763	12.16%	22,377	12.18%
Age 65 to 74	26,806	7.39%	12,806	7.15%	14,000	7.62%
Age 75 to 84	17,936	4.94%	7,884	4.40%	10,052	5.47%
Age 85 and over	7,281	2.01%	2,751	1.54%	4,530	2.47%
Age 18 and over	282,979	78.01%	138,050	77.11%	144,929	78.89%
Age 21 and over	272,379	75.09%	132,294	73.89%	140,085	76.25%
Age 65 and over	52,023	14.34%	23,441	13.09%	28,582	15.56%
Median Age	**40.82**		**39.91**		**41.66**	

MDS Research Company, Inc.

Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2010 Census Estimate Hispanic or Latino Population by Age	**59,986**		**28,894**		**31,092**	
Age 0 to 4	4,620	7.70%	2,372	8.21%	2,248	7.23%
Age 5 to 9	4,815	8.03%	2,419	8.37%	2,396	7.71%
Age 10 to 14	5,244	8.74%	2,753	9.53%	2,491	8.01%
Age 15 to 17	3,417	5.70%	1,724	5.97%	1,693	5.45%
Age 18 to 20	2,868	4.78%	1,548	5.36%	1,320	4.25%
Age 21 to 24	3,337	5.56%	1,724	5.97%	1,613	5.19%
Age 25 to 34	8,913	14.86%	4,309	14.91%	4,604	14.81%
Age 35 to 44	9,742	16.24%	4,517	15.63%	5,225	16.80%
Age 45 to 54	8,219	13.70%	3,812	13.19%	4,407	14.17%
Age 55 to 59	4,397	7.33%	1,969	6.81%	2,428	7.81%
Age 65 to 74	2,397	4.00%	974	3.37%	1,423	4.58%
Age 75 to 84	1,508	2.51%	595	2.06%	913	2.94%
Age 85 and over	509	0.85%	178	0.62%	331	1.06%
Age 18 and over	41,890	69.83%	19,626	67.92%	22,264	71.61%
Age 21 and over	39,022	65.05%	18,078	62.57%	20,944	67.36%
Age 65 and over	4,414	7.36%	1,747	6.05%	2,667	8.58%
Median Age	**31.39**		**29.43**		**33.22**	

MDS Research Company, Inc.

Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2010 Census Estimate White Alone Population by Age	**232,159**		**117,052**		**115,107**	
Age 0 to 4	10,620	4.57%	5,526	4.72%	5,094	4.43%
Age 5 to 9	12,225	5.27%	6,319	5.40%	5,906	5.13%
Age 10 to 14	13,137	5.66%	6,748	5.76%	6,389	5.55%
Age 15 to 17	8,564	3.69%	4,448	3.80%	4,116	3.58%
Age 18 to 20	6,107	2.63%	3,321	2.84%	2,786	2.42%
Age 21 to 24	8,344	3.59%	4,285	3.66%	4,059	3.53%
Age 25 to 34	27,156	11.70%	14,146	12.09%	13,010	11.30%
Age 35 to 44	33,277	14.33%	16,858	14.40%	16,419	14.26%
Age 45 to 54	41,063	17.69%	21,201	18.11%	19,862	17.26%
Age 55 to 64	31,348	13.50%	15,895	13.58%	15,453	13.42%
Age 65 to 74	20,006	8.62%	9,659	8.25%	10,347	8.99%
Age 75 to 84	14,265	6.14%	6,342	5.42%	7,923	6.88%
Age 85 and over	6,047	2.60%	2,304	1.97%	3,743	3.25%
Age 18 and over	187,613	80.81%	94,011	80.32%	93,602	81.32%
Age 21 and over	181,506	78.18%	90,690	77.48%	90,816	78.90%
Age 65 and over	40,318	17.37%	18,305	15.64%	22,013	19.12%
Median Age	**43.99**		**43.15**		**44.86**	
2010 Census Estimate Black or African American Alone Population by Age	**10,671**		**5,121**		**5,550**	
Age 0 to 4	578	5.42%	301	5.88%	277	4.99%
Age 5 to 9	607	5.69%	280	5.47%	327	5.89%
Age 10 to 14	834	7.82%	413	8.06%	421	7.59%
Age 15 to 17	548	5.14%	266	5.19%	282	5.08%
Age 18 to 20	395	3.70%	216	4.22%	179	3.23%
Age 21 to 24	534	5.00%	267	5.21%	267	4.81%
Age 25 to 34	1,505	14.10%	763	14.90%	742	13.37%
Age 35 to 44	1,755	16.45%	817	15.95%	938	16.90%
Age 45 to 54	1,882	17.64%	919	17.95%	963	17.35%
Age 55 to 64	1,147	10.75%	511	9.98%	636	11.46%
Age 65 to 74	580	5.44%	262	5.12%	318	5.73%
Age 75 to 84	213	2.00%	83	1.62%	130	2.34%
Age 85 and over	93	0.87%	23	0.45%	70	1.26%
Age 18 and over	8,104	75.94%	3,861	75.40%	4,243	76.45%
Age 21 and over	7,709	72.24%	3,645	71.18%	4,064	73.23%
Age 65 and over	886	8.30%	368	7.19%	518	9.33%
Median Age	**36.91**		**35.67**		**37.99**	

MDS Research Company, Inc.

Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2010 Census Estimate American Indian and Alaska Native Alone Population by Age	**1,326**		**679**		**647**	
Age 0 to 4	73	5.51%	39	5.74%	34	5.26%
Age 5 to 9	73	5.51%	41	6.04%	32	4.95%
Age 10 to 14	69	5.20%	35	5.15%	34	5.26%
Age 15 to 17	63	4.75%	28	4.12%	35	5.41%
Age 18 to 20	52	3.92%	34	5.01%	18	2.78%
Age 21 to 24	68	5.13%	42	6.19%	26	4.02%
Age 25 to 34	186	14.03%	91	13.40%	95	14.68%
Age 35 to 44	209	15.76%	107	15.76%	102	15.77%
Age 45 to 54	251	18.93%	119	17.53%	132	20.40%
Age 55 to 64	155	11.69%	81	11.93%	74	11.44%
Age 65 to 74	81	6.11%	44	6.48%	37	5.72%
Age 75 to 84	36	2.71%	14	2.06%	22	3.40%
Age 85 and over	10	0.75%	4	0.59%	6	0.93%
Age 18 and over	1,048	79.03%	536	78.94%	512	79.13%
Age 21 and over	996	75.11%	502	73.93%	494	76.35%
Age 65 and over	127	9.58%	62	9.13%	65	10.05%
Median Age	**38.78**		**37.76**		**39.85**	
2010 Census Estimate Asian Alone Population by Age	**77,992**		**36,219**		**41,773**	
Age 0 to 4	3,885	4.98%	2,026	5.59%	1,859	4.45%
Age 5 to 9	4,564	5.85%	2,324	6.42%	2,240	5.36%
Age 10 to 14	5,085	6.52%	2,572	7.10%	2,513	6.02%
Age 15 to 17	3,377	4.33%	1,733	4.78%	1,644	3.94%
Age 18 to 20	2,018	2.59%	1,096	3.03%	922	2.21%
Age 21 to 24	2,646	3.39%	1,343	3.71%	1,303	3.12%
Age 25 to 34	9,901	12.69%	4,505	12.44%	5,396	12.92%
Age 35 to 44	14,011	17.96%	5,962	16.46%	8,049	19.27%
Age 45 to 54	14,319	18.36%	6,451	17.81%	7,868	18.84%
Age 55 to 64	9,198	11.79%	4,187	11.56%	5,011	12.00%
Age 65 to 74	5,174	6.63%	2,438	6.73%	2,736	6.55%
Age 75 to 84	2,868	3.68%	1,231	3.40%	1,637	3.92%
Age 85 and over	946	1.21%	351	0.97%	595	1.42%
Age 18 and over	61,081	78.32%	27,564	76.10%	33,517	80.24%
Age 21 and over	59,063	75.73%	26,468	73.08%	32,595	78.03%
Age 65 and over	8,988	11.52%	4,020	11.10%	4,968	11.89%
Median Age	**40.37**		**39.21**		**41.22**	

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Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2010 Census Estimate Native Hawaiian and Other Pacific Islander Alone Population by Age	**1,178**		**618**		**560**	
Age 0 to 4	73	6.20%	35	5.66%	38	6.79%
Age 5 to 9	74	6.28%	42	6.80%	32	5.71%
Age 10 to 14	88	7.47%	46	7.44%	42	7.50%
Age 15 to 17	69	5.86%	39	6.31%	30	5.36%
Age 18 to 20	55	4.67%	27	4.37%	28	5.00%
Age 21 to 24	69	5.86%	39	6.31%	30	5.36%
Age 25 to 34	169	14.35%	90	14.56%	79	14.11%
Age 35 to 44	191	16.21%	99	16.02%	92	16.43%
Age 45 to 54	207	17.57%	113	18.28%	94	16.79%
Age 55 to 64	104	8.83%	48	7.77%	56	10.00%
Age 65 to 74	52	4.41%	25	4.05%	27	4.82%
Age 75 to 84	23	1.95%	15	2.43%	8	1.43%
Age 85 and over	4	0.34%	0	0.00%	4	0.71%
Age 18 and over	874	74.19%	456	73.79%	418	74.64%
Age 21 and over	819	69.52%	429	69.42%	390	69.64%
Age 65 and over	79	6.71%	40	6.47%	39	6.96%
Median Age	**34.53**		**34.00**		**35.11**	
2010 Census Estimate Some other race Alone Population by Age	**20,421**		**9,908**		**10,513**	
Age 0 to 4	1,435	7.03%	698	7.04%	737	7.01%
Age 5 to 9	1,500	7.35%	766	7.73%	734	6.98%
Age 10 to 14	1,681	8.23%	897	9.05%	784	7.46%
Age 15 to 17	1,084	5.31%	538	5.43%	546	5.19%
Age 18 to 20	1,070	5.24%	558	5.63%	512	4.87%
Age 21 to 24	1,344	6.58%	693	6.99%	651	6.19%
Age 25 to 34	3,736	18.29%	1,877	18.94%	1,859	17.68%
Age 35 to 44	3,606	17.66%	1,661	16.76%	1,945	18.50%
Age 45 to 54	2,784	13.63%	1,275	12.87%	1,509	14.35%
Age 55 to 64	1,300	6.37%	615	6.21%	685	6.52%
Age 65 to 74	500	2.45%	189	1.91%	311	2.96%
Age 75 to 84	285	1.40%	99	1.00%	186	1.77%
Age 85 and over	96	0.47%	42	0.42%	54	0.51%
Age 18 and over	14,721	72.09%	7,009	70.74%	7,712	73.36%
Age 21 and over	13,651	66.85%	6,451	65.11%	7,200	68.49%
Age 65 and over	881	4.31%	330	3.33%	551	5.24%
Median Age	**30.61**		**29.28**		**31.95**	

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Pop-Facts: 2010 Census Estimate Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2010 Census Estimate Two or More Races Population by Age	**18,997**		**9,447**		**9,550**	
Age 0 to 4	2,660	14.00%	1,397	14.79%	1,263	13.23%
Age 5 to 9	2,670	14.05%	1,360	14.40%	1,310	13.72%
Age 10 to 14	2,619	13.79%	1,305	13.81%	1,314	13.76%
Age 15 to 17	1,496	7.87%	760	8.04%	736	7.71%
Age 18 to 20	908	4.78%	506	5.36%	402	4.21%
Age 21 to 24	1,012	5.33%	514	5.44%	498	5.21%
Age 25 to 34	2,296	12.09%	1,130	11.96%	1,166	12.21%
Age 35 to 44	2,011	10.59%	932	9.87%	1,079	11.30%
Age 45 to 54	1,695	8.92%	796	8.43%	899	9.41%
Age 55 to 64	905	4.76%	433	4.58%	472	4.94%
Age 65 to 74	399	2.10%	189	2.00%	210	2.20%
Age 75 to 84	242	1.27%	97	1.03%	145	1.52%
Age 85 and over	84	0.44%	28	0.30%	56	0.59%
Age 18 and over	9,552	50.28%	4,625	48.96%	4,927	51.59%
Age 21 and over	8,644	45.50%	4,119	43.60%	4,525	47.38%
Age 65 and over	725	3.82%	314	3.32%	411	4.30%
Median Age	**18.18**		**17.61**		**19.13**	

MDS Research Company, Inc.

Pop-Facts: 2019 Estimated Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
Population Totals						
2024 Projection	381,945		187,765		194,180	
2019 Estimate	372,834		183,486		189,348	
2010 Census Estimate	362,744		179,036		183,708	
2000 Census Estimate	349,432		173,016		176,416	
Growth 2019-2024	2.44%		2.33%		2.55%	
Growth 2010-2019	2.78%		2.49%		3.07%	
Growth 2000-2010	3.81%		3.48%		4.13%	
2019 Estimated Population by Age	**372,834**		**183,486**		**189,348**	
Age 0 to 4	18,179	4.88%	9,302	5.07%	8,877	4.69%
Age 5 to 9	19,027	5.10%	9,774	5.33%	9,253	4.89%
Age 10 to 14	20,052	5.38%	10,345	5.64%	9,707	5.13%
Age 15 to 17	13,324	3.57%	6,794	3.70%	6,530	3.45%
Age 18 to 20	12,525	3.36%	6,444	3.51%	6,081	3.21%
Age 21 to 24	18,043	4.84%	9,166	5.00%	8,877	4.69%
Age 25 to 34	46,412	12.45%	23,902	13.03%	22,510	11.89%
Age 35 to 44	45,931	12.32%	22,744	12.40%	23,187	12.25%
Age 45 to 54	55,539	14.90%	26,500	14.44%	29,039	15.34%
Age 55 to 64	56,434	15.14%	27,693	15.09%	28,741	15.18%
Age 65 to 74	37,992	10.19%	18,134	9.88%	19,858	10.49%
Age 75 to 84	20,522	5.50%	9,288	5.06%	11,234	5.93%
Age 85 and over	8,854	2.37%	3,400	1.85%	5,454	2.88%
Age 18 and over	302,252	81.07%	147,271	80.26%	154,981	81.85%
Age 21 and over	289,727	77.71%	140,827	76.75%	148,900	78.64%
Age 65 and over	67,368	18.07%	30,822	16.80%	36,546	19.30%
Median Age	**43.46**		**42.04**		**44.85**	
2019 Estimated Hispanic or Latino Population by Age	**65,931**		**31,736**		**34,195**	
Age 0 to 4	4,566	6.93%	2,319	7.31%	2,247	6.57%
Age 5 to 9	4,736	7.18%	2,407	7.58%	2,329	6.81%
Age 10 to 14	5,004	7.59%	2,630	8.29%	2,374	6.94%
Age 15 to 17	3,177	4.82%	1,624	5.12%	1,553	4.54%
Age 18 to 20	3,022	4.58%	1,546	4.87%	1,476	4.32%
Age 21 to 24	4,145	6.29%	2,125	6.70%	2,020	5.91%
Age 25 to 34	10,215	15.49%	5,043	15.89%	5,172	15.13%
Age 35 to 44	9,449	14.33%	4,584	14.44%	4,865	14.23%
Age 45 to 54	8,605	13.05%	3,903	12.30%	4,702	13.75%
Age 55 to 64	6,391	9.69%	2,892	9.11%	3,499	10.23%
Age 65 to 74	3,976	6.03%	1,633	5.15%	2,343	6.85%
Age 75 to 84	1,958	2.97%	790	2.49%	1,168	3.42%
Age 85 and over	687	1.04%	240	0.76%	447	1.31%
Age 18 and over	48,448	73.48%	22,756	71.70%	25,692	75.13%
Age 21 and over	45,426	68.90%	21,210	66.83%	24,216	70.82%
Age 65 and over	6,621	10.04%	2,663	8.39%	3,958	11.57%
Median Age	**33.14**		**31.38**		**34.86**	

MDS Research Company, Inc.

Pop-Facts: 2019 Estimated Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2019 Estimated White Alone Population by Age	**221,587**		**111,189**		**110,398**	
Age 0 to 4	8,781	3.96%	4,498	4.05%	4,283	3.88%
Age 5 to 9	9,480	4.28%	4,912	4.42%	4,568	4.14%
Age 10 to 14	10,062	4.54%	5,244	4.72%	4,818	4.36%
Age 15 to 17	6,986	3.15%	3,558	3.20%	3,428	3.11%
Age 18 to 20	6,666	3.01%	3,434	3.09%	3,232	2.93%
Age 21 to 24	9,843	4.44%	5,024	4.52%	4,819	4.37%
Age 25 to 34	24,415	11.02%	13,059	11.74%	11,356	10.29%
Age 35 to 44	25,330	11.43%	13,202	11.87%	12,128	10.99%
Age 45 to 54	33,716	15.22%	16,830	15.14%	16,886	15.30%
Age 55 to 64	36,904	16.65%	18,626	16.75%	18,278	16.56%
Age 65 to 74	26,816	12.10%	12,927	11.63%	13,889	12.58%
Age 75 to 84	15,571	7.03%	7,149	6.43%	8,422	7.63%
Age 85 and over	7,017	3.17%	2,726	2.45%	4,291	3.89%
Age 18 and over	186,278	84.07%	92,977	83.62%	93,301	84.51%
Age 21 and over	179,612	81.06%	89,543	80.53%	90,069	81.59%
Age 65 and over	49,404	22.30%	22,802	20.51%	26,602	24.10%
Median Age	**47.74**		**46.58**		**48.89**	
2019 Estimated Black or African American Alone Population by Age	**11,937**		**5,786**		**6,151**	
Age 0 to 4	535	4.48%	272	4.70%	263	4.28%
Age 5 to 9	579	4.85%	275	4.75%	304	4.94%
Age 10 to 14	792	6.63%	399	6.90%	393	6.39%
Age 15 to 17	444	3.72%	216	3.73%	228	3.71%
Age 18 to 20	445	3.73%	227	3.92%	218	3.54%
Age 21 to 24	596	4.99%	303	5.24%	293	4.76%
Age 25 to 34	1,752	14.68%	937	16.19%	815	13.25%
Age 35 to 44	1,727	14.47%	854	14.76%	873	14.19%
Age 45 to 54	2,008	16.82%	964	16.66%	1,044	16.97%
Age 55 to 64	1,694	14.19%	758	13.10%	936	15.22%
Age 65 to 74	952	7.98%	439	7.59%	513	8.34%
Age 75 to 84	278	2.33%	113	1.95%	165	2.68%
Age 85 and over	135	1.13%	29	0.50%	106	1.72%
Age 18 and over	9,587	80.31%	4,624	79.92%	4,963	80.69%
Age 21 and over	9,142	76.59%	4,397	75.99%	4,745	77.14%
Age 65 and over	1,365	11.44%	581	10.04%	784	12.75%
Median Age	**39.78**		**38.09**		**41.43**	

MDS Research Company, Inc.

Pop-Facts: 2019 Estimated Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2019 Estimated American Indian and Alaska Native Alone Population by Age	**1,464**		**781**		**683**	
Age 0 to 4	74	5.05%	42	5.38%	32	4.69%
Age 5 to 9	77	5.26%	45	5.76%	32	4.69%
Age 10 to 14	61	4.17%	25	3.20%	36	5.27%
Age 15 to 17	51	3.48%	25	3.20%	26	3.81%
Age 18 to 20	71	4.85%	42	5.38%	29	4.25%
Age 21 to 24	80	5.46%	42	5.38%	38	5.56%
Age 25 to 34	200	13.66%	110	14.08%	90	13.18%
Age 35 to 44	215	14.69%	129	16.52%	86	12.59%
Age 45 to 54	246	16.80%	114	14.60%	132	19.33%
Age 55 to 64	205	14.00%	117	14.98%	88	12.88%
Age 65 to 74	129	8.81%	66	8.45%	63	9.22%
Age 75 to 84	39	2.66%	17	2.18%	22	3.22%
Age 85 and over	16	1.09%	7	0.90%	9	1.32%
Age 18 and over	1,201	82.04%	644	82.46%	557	81.55%
Age 21 and over	1,130	77.19%	602	77.08%	528	77.31%
Age 65 and over	184	12.57%	90	11.52%	94	13.76%
Median Age	**40.49**		**39.61**		**41.80**	
2019 Estimated Asian Alone Population by Age	**87,864**		**41,078**		**46,786**	
Age 0 to 4	3,913	4.45%	2,007	4.89%	1,906	4.07%
Age 5 to 9	4,155	4.73%	2,101	5.11%	2,054	4.39%
Age 10 to 14	4,372	4.98%	2,219	5.40%	2,153	4.60%
Age 15 to 17	2,905	3.31%	1,484	3.61%	1,421	3.04%
Age 18 to 20	2,772	3.15%	1,436	3.50%	1,336	2.86%
Age 21 to 24	4,001	4.55%	2,027	4.93%	1,974	4.22%
Age 25 to 34	12,040	13.70%	5,746	13.99%	6,294	13.45%
Age 35 to 44	12,387	14.10%	5,531	13.46%	6,856	14.65%
Age 45 to 54	14,043	15.98%	6,067	14.77%	7,976	17.05%
Age 55 to 64	13,811	15.72%	6,355	15.47%	7,456	15.94%
Age 65 to 74	8,272	9.41%	3,909	9.52%	4,363	9.33%
Age 75 to 84	3,784	4.31%	1,667	4.06%	2,117	4.52%
Age 85 and over	1,409	1.60%	529	1.29%	880	1.88%
Age 18 and over	72,519	82.54%	33,267	80.98%	39,252	83.90%
Age 21 and over	69,747	79.38%	31,831	77.49%	37,916	81.04%
Age 65 and over	13,465	15.32%	6,105	14.86%	7,360	15.73%
Median Age	**42.89**		**41.36**		**44.12**	

MDS Research Company, Inc.

Pop-Facts: 2019 Estimated Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2019 Estimated Native Hawaiian and Other Pacific Islander Alone Population by Age	**1,275**		**685**		**590**	
Age 0 to 4	72	5.65%	37	5.40%	35	5.93%
Age 5 to 9	71	5.57%	41	5.99%	30	5.08%
Age 10 to 14	92	7.22%	49	7.15%	43	7.29%
Age 15 to 17	59	4.63%	36	5.26%	23	3.90%
Age 18 to 20	62	4.86%	32	4.67%	30	5.08%
Age 21 to 24	73	5.73%	39	5.69%	34	5.76%
Age 25 to 34	174	13.65%	95	13.87%	79	13.39%
Age 35 to 44	179	14.04%	89	12.99%	90	15.25%
Age 45 to 54	214	16.78%	123	17.96%	91	15.42%
Age 55 to 64	143	11.22%	71	10.36%	72	12.20%
Age 65 to 74	92	7.22%	49	7.15%	43	7.29%
Age 75 to 84	37	2.90%	24	3.50%	13	2.20%
Age 85 and over	7	0.55%	0	0.00%	7	1.19%
Age 18 and over	981	76.94%	522	76.20%	459	77.80%
Age 21 and over	919	72.08%	490	71.53%	429	72.71%
Age 65 and over	136	10.67%	73	10.66%	63	10.68%
Median Age	**36.93**		**36.52**		**37.33**	
2019 Estimated Some Other Race Alone Population by Age	**23,690**		**11,522**		**12,168**	
Age 0 to 4	1,473	6.22%	710	6.16%	763	6.27%
Age 5 to 9	1,593	6.72%	821	7.13%	772	6.34%
Age 10 to 14	1,702	7.18%	916	7.95%	786	6.46%
Age 15 to 17	1,103	4.66%	550	4.77%	553	4.54%
Age 18 to 20	1,089	4.60%	546	4.74%	543	4.46%
Age 21 to 24	1,678	7.08%	855	7.42%	823	6.76%
Age 25 to 34	4,493	18.97%	2,270	19.70%	2,223	18.27%
Age 35 to 44	3,812	16.09%	1,842	15.99%	1,970	16.19%
Age 45 to 54	3,211	13.55%	1,454	12.62%	1,757	14.44%
Age 55 to 64	2,040	8.61%	980	8.51%	1,060	8.71%
Age 65 to 74	932	3.93%	364	3.16%	568	4.67%
Age 75 to 84	422	1.78%	152	1.32%	270	2.22%
Age 85 and over	142	0.60%	62	0.54%	80	0.66%
Age 18 and over	17,819	75.22%	8,525	73.99%	9,294	76.38%
Age 21 and over	16,730	70.62%	7,979	69.25%	8,751	71.92%
Age 65 and over	1,496	6.31%	578	5.02%	918	7.54%
Median Age	**32.14**		**31.00**		**33.30**	

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Pop-Facts: 2019 Estimated Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2019 Estimated Two or More Races Population by Age	**25,017**		**12,434**		**12,583**	
Age 0 to 4	3,326	13.29%	1,730	13.91%	1,596	12.68%
Age 5 to 9	3,073	12.28%	1,579	12.70%	1,494	11.87%
Age 10 to 14	2,977	11.90%	1,496	12.03%	1,481	11.77%
Age 15 to 17	1,691	6.76%	873	7.02%	818	6.50%
Age 18 to 20	1,501	6.00%	778	6.26%	723	5.75%
Age 21 to 24	1,769	7.07%	876	7.05%	893	7.10%
Age 25 to 34	3,337	13.34%	1,687	13.57%	1,650	13.11%
Age 35 to 44	2,275	9.09%	1,100	8.85%	1,175	9.34%
Age 45 to 54	2,092	8.36%	937	7.54%	1,155	9.18%
Age 55 to 64	1,627	6.50%	780	6.27%	847	6.73%
Age 65 to 74	811	3.24%	385	3.10%	426	3.39%
Age 75 to 84	394	1.57%	164	1.32%	230	1.83%
Age 85 and over	144	0.58%	49	0.39%	95	0.75%
Age 18 and over	13,950	55.76%	6,756	54.33%	7,194	57.17%
Age 21 and over	12,449	49.76%	5,978	48.08%	6,471	51.43%
Age 65 and over	1,349	5.39%	598	4.81%	751	5.97%
Median Age	**20.88**		**20.08**		**21.80**	

MDS Research Company, Inc.

Pop-Facts: 2024 Projected Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
Population Totals						
2024 Projection	381,945		187,765		194,180	
2019 Estimate	372,834		183,486		189,348	
2010 Census Estimate	362,744		179,036		183,708	
2000 Census Estimate	349,432		173,016		176,416	
Growth 2019-2024	2.44%		2.33%		2.55%	
Growth 2010-2019	2.78%		2.49%		3.07%	
Growth 2000-2010	3.81%		3.48%		4.13%	
2024 Projected Population by Age	**381,945**		**187,765**		**194,180**	
Age 0 to 4	18,156	4.75%	9,274	4.94%	8,882	4.57%
Age 5 to 9	18,973	4.97%	9,706	5.17%	9,267	4.77%
Age 10 to 14	19,735	5.17%	10,138	5.40%	9,597	4.94%
Age 15 to 17	12,853	3.37%	6,608	3.52%	6,245	3.22%
Age 18 to 20	12,113	3.17%	6,275	3.34%	5,838	3.01%
Age 21 to 24	17,352	4.54%	8,857	4.72%	8,495	4.37%
Age 25 to 34	48,887	12.80%	25,194	13.42%	23,693	12.20%
Age 35 to 44	45,509	11.92%	22,941	12.22%	22,568	11.62%
Age 45 to 54	50,093	13.12%	23,921	12.74%	26,172	13.48%
Age 55 to 64	59,301	15.53%	28,539	15.20%	30,762	15.84%
Age 65 to 74	45,932	12.03%	22,088	11.76%	23,844	12.28%
Age 75 to 84	24,203	6.34%	10,879	5.79%	13,324	6.86%
Age 85 and over	8,838	2.31%	3,345	1.78%	5,493	2.83%
Age 18 and over	312,228	81.75%	152,039	80.97%	160,189	82.50%
Age 21 and over	300,115	78.58%	145,764	77.63%	154,351	79.49%
Age 65 and over	78,973	20.68%	36,312	19.34%	42,661	21.97%
Median Age	**44.43**		**42.77**		**45.96**	
2024 Projected Hispanic or Latino Population by Age	**69,825**		**33,650**		**36,175**	
Age 0 to 4	4,635	6.64%	2,363	7.02%	2,272	6.28%
Age 5 to 9	4,774	6.84%	2,416	7.18%	2,358	6.52%
Age 10 to 14	5,090	7.29%	2,673	7.94%	2,417	6.68%
Age 15 to 17	3,307	4.74%	1,679	4.99%	1,628	4.50%
Age 18 to 20	3,104	4.45%	1,604	4.77%	1,500	4.15%
Age 21 to 24	4,054	5.81%	2,055	6.11%	1,999	5.53%
Age 25 to 34	10,720	15.35%	5,343	15.88%	5,377	14.86%
Age 35 to 44	9,962	14.27%	4,889	14.53%	5,073	14.02%
Age 45 to 54	8,584	12.29%	3,969	11.79%	4,615	12.76%
Age 55 to 64	7,171	10.27%	3,231	9.60%	3,940	10.89%
Age 65 to 74	5,121	7.33%	2,130	6.33%	2,991	8.27%
Age 75 to 84	2,578	3.69%	1,049	3.12%	1,529	4.23%
Age 85 and over	725	1.04%	249	0.74%	476	1.32%
Age 18 and over	52,019	74.50%	24,519	72.86%	27,500	76.02%
Age 21 and over	48,915	70.05%	22,915	68.10%	26,000	71.87%
Age 65 and over	8,424	12.06%	3,428	10.19%	4,996	13.81%
Median Age	**34.28**		**32.55**		**36.06**	

MDS Research Company, Inc.

Pop-Facts: 2024 Projected Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2024 Projected White Alone Population by Age	**217,094**		**108,664**		**108,430**	
Age 0 to 4	8,196	3.78%	4,194	3.86%	4,002	3.69%
Age 5 to 9	8,822	4.06%	4,561	4.20%	4,261	3.93%
Age 10 to 14	9,261	4.27%	4,813	4.43%	4,448	4.10%
Age 15 to 17	6,338	2.92%	3,269	3.01%	3,069	2.83%
Age 18 to 20	6,169	2.84%	3,200	2.94%	2,969	2.74%
Age 21 to 24	9,084	4.18%	4,649	4.28%	4,435	4.09%
Age 25 to 34	23,883	11.00%	12,796	11.78%	11,087	10.23%
Age 35 to 44	23,548	10.85%	12,509	11.51%	11,039	10.18%
Age 45 to 54	28,819	13.27%	14,400	13.25%	14,419	13.30%
Age 55 to 64	37,307	17.18%	18,480	17.01%	18,827	17.36%
Age 65 to 74	31,119	14.33%	15,102	13.90%	16,017	14.77%
Age 75 to 84	17,758	8.18%	8,091	7.45%	9,667	8.92%
Age 85 and over	6,790	3.13%	2,600	2.39%	4,190	3.86%
Age 18 and over	184,477	84.98%	91,827	84.51%	92,650	85.45%
Age 21 and over	178,308	82.13%	88,627	81.56%	89,681	82.71%
Age 65 and over	55,667	25.64%	25,793	23.74%	29,874	27.55%
Median Age	**49.60**		**48.01**		**51.18**	
2024 Projected Black or African American Alone Population by Age	**12,710**		**6,205**		**6,505**	
Age 0 to 4	527	4.15%	265	4.27%	262	4.03%
Age 5 to 9	572	4.50%	282	4.54%	290	4.46%
Age 10 to 14	814	6.40%	407	6.56%	407	6.26%
Age 15 to 17	446	3.51%	235	3.79%	211	3.24%
Age 18 to 20	455	3.58%	224	3.61%	231	3.55%
Age 21 to 24	596	4.69%	305	4.92%	291	4.47%
Age 25 to 34	1,859	14.63%	1,020	16.44%	839	12.90%
Age 35 to 44	1,813	14.26%	912	14.70%	901	13.85%
Age 45 to 54	2,001	15.74%	965	15.55%	1,036	15.93%
Age 55 to 64	1,898	14.93%	837	13.49%	1,061	16.31%
Age 65 to 74	1,219	9.59%	571	9.20%	648	9.96%
Age 75 to 84	361	2.84%	150	2.42%	211	3.24%
Age 85 and over	149	1.17%	32	0.52%	117	1.80%
Age 18 and over	10,351	81.44%	5,016	80.84%	5,335	82.01%
Age 21 and over	9,896	77.86%	4,792	77.23%	5,104	78.46%
Age 65 and over	1,729	13.60%	753	12.14%	976	15.00%
Median Age	**40.99**		**39.00**		**43.01**	

MDS Research Company, Inc.

Pop-Facts: 2024 Projected Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2024 Projected American Indian and Alaska Native Alone Population by Age	**1,530**		**813**		**717**	
Age 0 to 4	69	4.51%	37	4.55%	32	4.46%
Age 5 to 9	81	5.29%	45	5.54%	36	5.02%
Age 10 to 14	65	4.25%	27	3.32%	38	5.30%
Age 15 to 17	50	3.27%	23	2.83%	27	3.77%
Age 18 to 20	59	3.86%	30	3.69%	29	4.04%
Age 21 to 24	74	4.84%	39	4.80%	35	4.88%
Age 25 to 34	224	14.64%	125	15.38%	99	13.81%
Age 35 to 44	203	13.27%	121	14.88%	82	11.44%
Age 45 to 54	238	15.56%	118	14.51%	120	16.74%
Age 55 to 64	219	14.31%	125	15.38%	94	13.11%
Age 65 to 74	162	10.59%	83	10.21%	79	11.02%
Age 75 to 84	65	4.25%	29	3.57%	36	5.02%
Age 85 and over	21	1.37%	11	1.35%	10	1.39%
Age 18 and over	1,265	82.68%	681	83.76%	584	81.45%
Age 21 and over	1,206	78.82%	651	80.07%	555	77.41%
Age 65 and over	248	16.21%	123	15.13%	125	17.43%
Median Age	**42.04**		**41.65**		**42.62**	
2024 Projected Asian Alone Population by Age	**94,500**		**44,324**		**50,176**	
Age 0 to 4	4,012	4.25%	2,049	4.62%	1,963	3.91%
Age 5 to 9	4,296	4.55%	2,169	4.89%	2,127	4.24%
Age 10 to 14	4,387	4.64%	2,224	5.02%	2,163	4.31%
Age 15 to 17	2,804	2.97%	1,450	3.27%	1,354	2.70%
Age 18 to 20	2,637	2.79%	1,355	3.06%	1,282	2.56%
Age 21 to 24	3,898	4.12%	2,003	4.52%	1,895	3.78%
Age 25 to 34	13,928	14.74%	6,675	15.06%	7,253	14.46%
Age 35 to 44	12,893	13.64%	5,939	13.40%	6,954	13.86%
Age 45 to 54	13,147	13.91%	5,712	12.89%	7,435	14.82%
Age 55 to 64	15,312	16.20%	6,904	15.58%	8,408	16.76%
Age 65 to 74	10,867	11.50%	5,181	11.69%	5,686	11.33%
Age 75 to 84	4,783	5.06%	2,097	4.73%	2,686	5.35%
Age 85 and over	1,536	1.63%	566	1.28%	970	1.93%
Age 18 and over	79,001	83.60%	36,432	82.19%	42,569	84.84%
Age 21 and over	76,364	80.81%	35,077	79.14%	41,287	82.28%
Age 65 and over	17,186	18.19%	7,844	17.70%	9,342	18.62%
Median Age	**43.76**		**42.13**		**45.13**	

MDS Research Company, Inc.

Pop-Facts: 2024 Projected Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2024 Projected Native Hawaiian and Other Pacific Islander Alone Population by Age	**1,339**		**733**		**606**	
Age 0 to 4	66	4.93%	35	4.77%	31	5.12%
Age 5 to 9	70	5.23%	40	5.46%	30	4.95%
Age 10 to 14	97	7.24%	50	6.82%	47	7.76%
Age 15 to 17	70	5.23%	42	5.73%	28	4.62%
Age 18 to 20	49	3.66%	26	3.55%	23	3.80%
Age 21 to 24	73	5.45%	36	4.91%	37	6.11%
Age 25 to 34	185	13.82%	100	13.64%	85	14.03%
Age 35 to 44	171	12.77%	90	12.28%	81	13.37%
Age 45 to 54	226	16.88%	135	18.42%	91	15.02%
Age 55 to 64	163	12.17%	83	11.32%	80	13.20%
Age 65 to 74	107	7.99%	58	7.91%	49	8.09%
Age 75 to 84	50	3.73%	35	4.77%	15	2.48%
Age 85 and over	12	0.90%	3	0.41%	9	1.49%
Age 18 and over	1,036	77.37%	566	77.22%	470	77.56%
Age 21 and over	987	73.71%	540	73.67%	447	73.76%
Age 65 and over	169	12.62%	96	13.10%	73	12.05%
Median Age	**38.48**		**39.17**		**37.72**	
2024 Projected Some Other Race Alone Population by Age	**25,844**		**12,604**		**13,240**	
Age 0 to 4	1,528	5.91%	733	5.82%	795	6.00%
Age 5 to 9	1,650	6.38%	846	6.71%	804	6.07%
Age 10 to 14	1,801	6.97%	967	7.67%	834	6.30%
Age 15 to 17	1,176	4.55%	599	4.75%	577	4.36%
Age 18 to 20	1,165	4.51%	595	4.72%	570	4.31%
Age 21 to 24	1,661	6.43%	835	6.62%	826	6.24%
Age 25 to 34	4,755	18.40%	2,394	18.99%	2,361	17.83%
Age 35 to 44	4,220	16.33%	2,058	16.33%	2,162	16.33%
Age 45 to 54	3,428	13.26%	1,590	12.62%	1,838	13.88%
Age 55 to 64	2,417	9.35%	1,171	9.29%	1,246	9.41%
Age 65 to 74	1,276	4.94%	514	4.08%	762	5.76%
Age 75 to 84	609	2.36%	234	1.86%	375	2.83%
Age 85 and over	158	0.61%	68	0.54%	90	0.68%
Age 18 and over	19,689	76.18%	9,459	75.05%	10,230	77.27%
Age 21 and over	18,524	71.68%	8,864	70.33%	9,660	72.96%
Age 65 and over	2,043	7.91%	816	6.47%	1,227	9.27%
Median Age	**33.29**		**32.21**		**34.38**	

MDS Research Company, Inc.

Pop-Facts: 2024 Projected Population by Age, Race and Sex	Redondo Beach, CA - PMA					
	Total Population	%	Male Population	%	Female Population	%
2024 Projected Two or More Races Population by Age	**28,928**		**14,436**		**14,492**	
Age 0 to 4	3,767	13.02%	1,966	13.62%	1,801	12.43%
Age 5 to 9	3,484	12.04%	1,766	12.23%	1,718	11.85%
Age 10 to 14	3,309	11.44%	1,651	11.44%	1,658	11.44%
Age 15 to 17	1,875	6.48%	954	6.61%	921	6.36%
Age 18 to 20	1,667	5.76%	871	6.03%	796	5.49%
Age 21 to 24	1,965	6.79%	991	6.86%	974	6.72%
Age 25 to 34	4,058	14.03%	2,090	14.48%	1,968	13.58%
Age 35 to 44	2,650	9.16%	1,308	9.06%	1,342	9.26%
Age 45 to 54	2,235	7.73%	1,011	7.00%	1,224	8.45%
Age 55 to 64	1,988	6.87%	951	6.59%	1,037	7.16%
Age 65 to 74	1,179	4.08%	581	4.02%	598	4.13%
Age 75 to 84	571	1.97%	236	1.63%	335	2.31%
Age 85 and over	180	0.62%	60	0.42%	120	0.83%
Age 18 and over	16,493	57.01%	8,099	56.10%	8,394	57.92%
Age 21 and over	14,826	51.25%	7,228	50.07%	7,598	52.43%
Age 65 and over	1,930	6.67%	877	6.08%	1,053	7.27%
Median Age	**21.74**		**21.04**		**22.45**	

MDS Research Company, Inc.

Race and Hispanic Report	Redondo Beach, CA - PMA				
	2010 Census	2019 Estimate	% Change 2010-2019	2024 Projection	% Change 2019-2024
Universe Totals					
Population	362,744	372,834	2.78%	381,945	2.44%
Households	142,563	146,211	2.56%	149,712	2.39%
Families	93,320	95,597	2.44%	97,843	2.35%
Housing Units	149,541	153,532	2.67%	157,119	2.34%
Group Quarters Population	2,112	2,170	2.75%	2,172	0.09%
Population		372,834		381,945	
Not Hispanic or Latino		306,903		312,120	
Hispanic or Latino		65,931		69,825	
Mexican		41,297		43,727	
Puerto Rican		1,960		2,072	
Cuban		2,025		2,141	
All Other Hispanic or Latino		20,649		21,885	
Total Population by Single-Classification Race		372,834		381,945	
White Alone		221,587		217,094	
Black or African American Alone		11,937		12,710	
American Indian and Alaska Native Alone		1,464		1,530	
Asian Alone		87,864		94,500	
Native Hawaiian and Other Pacific Islander Alone		1,275		1,339	
Some Other Race Alone		23,690		25,844	
Two or More Races		25,017		28,928	
Hispanic or Latino Population by Single-Classification Race		65,931		69,825	
Not Hispanic or Latino		306,903		312,120	
Hisp./Latino, White Alone		34,521		35,546	
Hisp./Latino, Black or African American Alone		659		699	
Hisp./Latino, American Indian and Alaska Native Alone		714		773	
Hisp./Latino, Asian Alone		971		1,005	
Hisp./Latino, Native Hawaiian and Other Pacific Islander Alone		113		114	
Hisp./Latino, Some Other Race Alone		22,508		24,657	
Hisp./Latino, Two or More Races		6,445		7,031	
Hispanic or Latino Population by Sex		65,931		69,825	
Male		31,736		33,650	
Female		34,195		36,175	
Median Age		33.14		34.28	

MDS Research Company, Inc.

Race and Hispanic Report	Redondo Beach, CA - PMA				
	2010 Census	2019 Estimate	% Change 2010-2019	2024 Projection	% Change 2019-2024
Hispanic or Latino Population Age 25+ by Education		**41,281**		**44,861**	
No High School Diploma		7,493		8,169	
High School Graduate		9,440		10,286	
Some College or Associate's Degree		12,823		13,873	
Bachelor's Degree or Higher		11,525		12,533	
Hispanic or Latino Households by Single-Classification Race		**18,982**		**20,310**	
Not Hispanic or Latino		127,229		129,402	
Hisp./Latino, White Alone		10,571		10,995	
Hisp./Latino, Black or African American Alone		177		203	
Hisp./Latino, American Indian/Alaska Native Alone		260		284	
Hisp./Latino, Asian Alone		268		281	
Hisp./Latino, Hawaiian/Pacific Islander Alone		28		40	
Hisp./Latino, Some Other Race Alone		6,354		7,050	
Hisp./Latino, Two or More Races		1,324		1,457	
Hispanic or Latino Household Income		**18,982**		**20,310**	
Income Less than $15,000		1,066		958	
Income $15,000 to $24,999		1,160		1,054	
Income $25,000 to $34,999		1,554		1,364	
Income $35,000 to $49,999		2,204		2,186	
Income $50,000 to $74,999		3,017		3,018	
Income $75,000 to $99,999		2,559		2,577	
Income $100,000 to $124,999		2,001		2,198	
Income $125,000 to $149,999		1,399		1,692	
Income $150,000 to $199,999		1,643		1,977	
Income $200,000 or more		2,379		3,286	
Median Hispanic or Latino HH Income		**$ 79,787**		**$ 90,279**	
Average Hispanic or Latino HH Income		**$ 115,996**		**$ 131,586**	
Non-Hispanic or Latino Household Income		**127,229**		**129,402**	
Income Less than $15,000		6,497		5,719	
Income $15,000 to $24,999		5,203		4,548	
Income $25,000 to $34,999		5,847		5,267	
Income $35,000 to $49,999		8,469		7,418	
Income $50,000 to $74,999		14,333		12,980	
Income $75,000 to $99,999		14,150		13,088	
Income $100,000 to $124,999		12,832		12,273	
Income $125,000 to $149,999		10,828		10,999	
Income $150,000 to $199,999		15,647		16,341	
Income $200,000 or more		33,423		40,769	
Median Non-Hispanic HH Income		**$ 117,759**		**$ 132,746**	
Average Non-Hispanic HH Income		**$ 164,357**		**$ 183,146**	

MDS Research Company, Inc.

Race and Hispanic Report	Redondo Beach, CA - PMA				
	2010 Census	2019 Estimate	% Change 2010-2019	2024 Projection	% Change 2019-2024
Median HH Income by Single-Classification Race					
White Alone		$ 117,101		$ 132,735	
Black or African American Alone		$ 81,736		$ 89,446	
American Indian and Alaska Native Alone		$ 56,292		$ 66,525	
Asian Alone		$ 117,012		$ 130,916	
Native Hawaiian and Other Pacific Islander Alone		$ 76,008		$ 88,447	
Some Other Race Alone		$ 69,312		$ 77,011	
Two or More Races		$ 113,179		$ 125,516	
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MDS Research Company, Inc.

Effective Buying Income	Redondo Beach, CA - PMA	
		%
2019 Demographic Totals		
Population	372,834	
Households	146,211	
Families	95,597	
Group Quarters Population	2,170	
Housing Units	153,532	
2019 Average Household Size	**2.54**	
2019 Median Age	**43.46**	
2019 Median Household Income	$ 111,876	
2019 Median Owner-Occupied Housing Value	$ 726,332	
2019 Est. Households by Effective Buying Income	**146,211**	
EBI Less than $15,000	7,854	5.37%
EBI $15,000 to $24,999	7,094	4.85%
EBI $25,000 to $34,999	8,909	6.09%
EBI $35,000 to $49,999	14,243	9.74%
EBI $50,000 to $74,999	23,409	16.01%
EBI $75,000 to $99,999	24,520	16.77%
EBI $100,000 to $124,999	15,209	10.40%
EBI $125,000 to $149,999	11,299	7.73%
EBI $150,000 to $199,999	10,645	7.28%
EBI $200,000 to $249,999	4,580	3.13%
EBI $250,000 to $499,999	13,292	9.09%
EBI $500,000 or more	5,157	3.53%
2019 Average Effective Buying Income	$ 125,244	
2019 Median Effective Buying Income	$ 86,824	
2019 Aggregate Effective Buying Income	$ 18,312,081,...	

MDS Research Company, Inc.

Effective Buying Income	Redondo Beach, CA - PMA	
		%
2024 Demographic Totals		
Population	381,945	
Households	149,712	
Families	97,843	
Group Quarters Population	2,172	
Housing Units	157,119	
2024 Average Household Size	**2.54**	
2024 Median Age	**44.43**	
2024 Median Household Income	$ 125,410	
2024 Median All Owner-Occupied Housing Unit Value	$ 729,901	
2024 Proj. Households by Effective Buying Income	149,712	
EBI Less than $15,000	6,922	4.62%
EBI $15,000 to $24,999	6,209	4.15%
EBI $25,000 to $34,999	8,127	5.43%
EBI $35,000 to $49,999	13,158	8.79%
EBI $50,000 to $74,999	21,508	14.37%
EBI $75,000 to $99,999	24,058	16.07%
EBI $100,000 to $124,999	15,956	10.66%
EBI $125,000 to $149,999	12,252	8.18%
EBI $150,000 to $199,999	12,701	8.48%
EBI $200,000 to $249,999	5,441	3.63%
EBI $250,000 to $499,999	16,546	11.05%
EBI $500,000 or more	6,834	4.56%
2024 Average Effective Buying Income	$ 139,551	
2024 Median Effective Buying Income	$ 94,673	
2024 Aggregate Effective Buying Income	$ 20,892,454,...	
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MDS Research Company, Inc.

Middle Years	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population*	**362,744**		**372,834**		**381,945**	
Percent Growth (2000-2024)***	3.81%		2.78%		2.44%	
Population by Age*						
Total Population	**362,744**		**372,834**		**381,945**	
Age 35 to 44	55,052	15.18%	45,931	12.32%	45,509	11.92%
Age 45 to 54	62,196	17.15%	55,539	14.90%	50,093	13.12%
Total Population, Male*	**179,036**		**183,486**		**187,765**	
Age 35 to 44	26,433	14.76%	22,744	12.40%	22,941	12.22%
Age 45 to 54	30,870	17.24%	26,500	14.44%	23,921	12.74%
Total Population, Female*	**183,708**		**189,348**		**194,180**	
Age 35 to 44	28,619	15.58%	23,187	12.25%	22,568	11.62%
Age 45 to 54	31,326	17.05%	29,039	15.34%	26,172	13.48%

MDS Research Company, Inc.

Middle Years	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population by Single-Classification Race*						
White Alone	**232,159**		**221,587**		**217,094**	
Age 35 to 44	33,277	14.33%	25,330	11.43%	23,548	10.85%
Age 45 to 54	41,063	17.69%	33,716	15.22%	28,819	13.27%
Black or African American Alone	**10,671**		**11,937**		**12,710**	
Age 35 to 44	1,755	16.45%	1,727	14.47%	1,813	14.26%
Age 45 to 54	1,882	17.64%	2,008	16.82%	2,001	15.74%
American Indian and Alaska Native Alone	**1,326**		**1,464**		**1,530**	
Age 35 to 44	209	15.76%	215	14.69%	203	13.27%
Age 45 to 54	251	18.93%	246	16.80%	238	15.56%
Asian Alone	**77,992**		**87,864**		**94,500**	
Age 35 to 44	14,011	17.96%	12,387	14.10%	12,893	13.64%
Age 45 to 54	14,319	18.36%	14,043	15.98%	13,147	13.91%
Native Hawaiian and Other Pacific Islander Alone	**1,178**		**1,275**		**1,339**	
Age 35 to 44	191	16.21%	179	14.04%	171	12.77%
Age 45 to 54	207	17.57%	214	16.78%	226	16.88%
Some Other Race Alone	**20,421**		**23,690**		**25,844**	
Age 35 to 44	3,606	17.66%	3,812	16.09%	4,220	16.33%
Age 45 to 54	2,784	13.63%	3,211	13.55%	3,428	13.26%
Two or More Races	**18,997**		**25,017**		**28,928**	
Age 35 to 44	2,011	10.59%	2,275	9.09%	2,650	9.16%
Age 45 to 54	1,695	8.92%	2,092	8.36%	2,235	7.73%
Population by Hispanic or Latino* **Hispanic or Latino**	**59,986**		**65,931**		**69,825**	
Age 35 to 44	9,742	16.24%	9,449	14.33%	9,962	14.27%
Age 45 to 54	8,219	13.70%	8,605	13.05%	8,584	12.29%

MDS Research Company, Inc.

Middle Years	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Households by HH Income by Age of Householder**						
Householder Age 35 to 44	**36,157**		**23,271**		**22,578**	
Income Less than $15,000	1,671	4.62%	526	2.26%	406	1.80%
Income $15,000 to $24,999	1,718	4.75%	428	1.84%	330	1.46%
Income $25,000 to $34,999	2,208	6.11%	612	2.63%	447	1.98%
Income $35,000 to $49,999	4,274	11.82%	1,251	5.38%	918	4.07%
Income $50,000 to $74,999	6,993	19.34%	2,112	9.08%	1,679	7.44%
Income $75,000 to $99,999	6,147	17.00%	2,534	10.89%	2,183	9.67%
Income $100,000 to $124,999	4,394	12.15%	2,464	10.59%	2,162	9.58%
Income $125,000 to $149,999	2,433	6.73%	2,319	9.97%	2,207	9.78%
Income $150,000 to $199,999	2,806	7.76%	3,655	15.71%	3,656	16.19%
Income $200,000 or more	3,513	9.72%	7,370	31.67%	8,590	38.05%
Median Household Income	$ 79,939		$ 143,418		$ 163,088	
Households by HH Income by Age of Householder**						
Householder Age 45 - 54	**29,602**		**30,440**		**27,365**	
Income Less than $15,000	1,557	5.26%	895	2.94%	635	2.32%
Income $15,000 to $24,999	1,281	4.33%	582	1.91%	395	1.44%
Income $25,000 to $34,999	1,858	6.28%	848	2.79%	607	2.22%
Income $35,000 to $49,999	3,118	10.53%	1,551	5.10%	1,159	4.24%
Income $50,000 to $74,999	5,376	18.16%	3,060	10.05%	2,387	8.72%
Income $75,000 to $99,999	4,241	14.33%	3,371	11.07%	2,684	9.81%
Income $100,000 to $124,999	3,587	12.12%	3,215	10.56%	2,639	9.64%
Income $125,000 to $149,999	2,260	7.63%	2,794	9.18%	2,529	9.24%
Income $150,000 to $199,999	2,814	9.51%	4,369	14.35%	3,966	14.49%
Income $200,000 or more	3,510	11.86%	9,755	32.05%	10,364	37.87%
Median Household Income	$ 84,497		$ 140,193		$ 158,163	
Households by Household Income**						
Total Households	**141,134**		**146,211**		**149,712**	
Income Less than $15,000	10,630	7.53%	7,563	5.17%	6,677	4.46%
Income $15,000 to $24,999	9,592	6.80%	6,363	4.35%	5,602	3.74%
Income $25,000 to $34,999	11,078	7.85%	7,401	5.06%	6,631	4.43%
Income $35,000 to $49,999	18,208	12.90%	10,673	7.30%	9,604	6.41%
Income $50,000 to $74,999	27,126	19.22%	17,350	11.87%	15,998	10.69%
Income $75,000 to $99,999	19,944	14.13%	16,709	11.43%	15,665	10.46%
Income $100,000 to $124,999	14,608	10.35%	14,833	10.14%	14,471	9.67%
Income $125,000 to $149,999	8,717	6.18%	12,227	8.36%	12,691	8.48%
Income $150,000 to $199,999	9,542	6.76%	17,290	11.83%	18,318	12.24%
Income $200,000 to $249,999	4,618	3.27%	10,599	7.25%	12,653	8.45%
Income $250,000 to $499,999	4,421	3.13%	14,824	10.14%	17,675	11.81%
Income $500,000 or more	2,650	1.88%	10,379	7.10%	13,727	9.17%
Average Household Income	$ 95,057		$ 158,078		$ 176,152	
Median Household Income	$ 69,409		$ 111,876		$ 125,410	
Owner-Occupied Housing Units by Value**						
Total Owner-Occupied Housing Units	**81,604**		**85,656**		**87,648**	
Value Less than $20,000	340	0.42%	354	0.41%	392	0.45%
Value $20,000 to $39,999	699	0.86%	112	0.13%	123	0.14%
Value $40,000 to $59,999	400	0.49%	106	0.12%	103	0.12%
Value $60,000 to $79,999	329	0.40%	134	0.16%	126	0.14%
Value $80,000 to $99,999	485	0.59%	68	0.08%	94	0.11%
Value $100,000 to $149,999	2,073	2.54%	181	0.21%	193	0.22%
Value $150,000 to $199,999	5,132	6.29%	137	0.16%	138	0.16%
Value $200,000 to $299,999	15,480	18.97%	462	0.54%	403	0.46%

MDS Research Company, Inc.

Middle Years	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Value $300,000 to $399,999	16,599	20.34%	1,516	1.77%	1,325	1.51%
Value $400,000 to $499,999	12,412	15.21%	3,252	3.80%	2,698	3.08%
Value $500,000 to $749,999	16,409	20.11%	16,721	19.52%	14,839	16.93%
Value $750,000 to $999,999	6,755	8.28%	19,877	23.21%	18,048	20.59%
Value $1,000,000 or more	4,491	5.50%	42,736	49.89%	49,166	56.09%
Value $1,000,000 to $1,499,999			20,828	24.32%	22,200	25.33%
Value $1,500,000 to $1,999,999			9,503	11.09%	11,465	13.08%
Value $2,000,000 or more			12,405	14.48%	15,501	17.69%
Median All Owner-Occupied Housing Unit Value	$ 395,572		$ 726,332		$ 729,901	
Occupied Housing Units by Tenure*	**142,563**		**146,211**		**149,712**	
Owner-Occupied	83,621	58.66%	85,656	58.58%	87,648	58.54%
Renter-Occupied	58,942	41.34%	60,555	41.42%	62,064	41.46%
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*Census column is 2010 Data.						
**Census column is 2000 Data.						
***Percent growth figures are as follows: 2010 (2000-2010), 2019 (2010-2019), and 2024 (2019-2024).						

MDS Research Company, Inc.

Young Adults	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population*	**362,744**		**372,834**		**381,945**	
Percent Growth (2000 to 2024)*	3.81%		2.78%		2.44%	
Population by Age*						
Total Population	**362,744**		**372,834**		**381,945**	
Age 15 to 17	15,206	4.19%	13,324	3.57%	12,853	3.37%
Age 18 to 20	10,600	2.92%	12,040	13.70%	13,928	14.74%
Age 21 to 24	14,023	3.87%	18,043	4.84%	17,352	4.54%
Age 25 to 34	44,945	12.39%	46,412	12.45%	48,887	12.80%
Total Population, Male*	**179,036**		**183,486**		**187,765**	
Age 15 to 17	7,813	4.36%	6,794	3.70%	6,608	3.52%
Age 18 to 20	5,756	3.21%	6,444	3.51%	6,275	3.34%
Age 21 to 24	7,190	4.02%	9,166	5.00%	8,857	4.72%
Age 25 to 34	22,597	12.62%	23,902	13.03%	25,194	13.42%
Total Population, Female*	**183,708**		**189,348**		**194,180**	
Age 15 to 17	7,393	4.02%	6,530	3.45%	6,245	3.22%
Age 18 to 20	4,844	2.64%	6,081	3.21%	5,838	3.01%
Age 21 to 24	6,833	3.72%	8,877	4.69%	8,495	4.37%
Age 25 to 34	22,348	12.16%	22,510	11.89%	23,693	12.20%

MDS Research Company, Inc.

Young Adults	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population by Single-Classification Race*						
White Alone	**232,159**		**221,587**		**217,094**	
Age 15 to 17	8,564	3.69%	6,986	3.15%	6,338	2.92%
Age 18 to 20	6,107	2.63%	6,666	3.01%	6,169	2.84%
Age 21 to 24	8,344	3.59%	9,843	4.44%	9,084	4.18%
Age 25 to 34	27,156	11.70%	24,415	11.02%	23,883	11.00%
Black or African American Alone	**10,671**		**11,937**		**12,710**	
Age 15 to 17	548	5.14%	444	3.72%	446	3.51%
Age 18 to 20	395	3.70%	445	3.73%	455	3.58%
Age 21 to 24	534	5.00%	596	4.99%	596	4.69%
Age 25 to 34	1,505	14.10%	1,752	14.68%	1,859	14.63%
American Indian and Alaska Native Alone	**1,326**		**1,464**		**1,530**	
Age 15 to 17	63	4.75%	51	3.48%	50	3.27%
Age 18 to 20	52	3.92%	71	4.85%	59	3.86%
Age 21 to 24	68	5.13%	80	5.46%	74	4.84%
Age 25 to 34	186	14.03%	200	13.66%	224	14.64%
Asian Alone	**77,992**		**87,864**		**94,500**	
Age 15 to 17	3,377	4.33%	2,905	3.31%	2,804	2.97%
Age 18 to 20	2,018	2.59%	2,772	3.15%	2,637	2.79%
Age 21 to 24	2,646	3.39%	4,001	4.55%	3,898	4.12%
Age 25 to 34	9,901	12.69%	12,040	13.70%	13,928	14.74%
Native Hawaiian and Other Pacific Islander Alone	**1,178**		**1,275**		**1,339**	
Age 15 to 17	69	5.86%	59	4.63%	70	5.23%
Age 18 to 20	55	4.67%	62	4.86%	49	3.66%
Age 21 to 24	69	5.86%	73	5.73%	73	5.45%
Age 25 to 34	169	14.35%	174	13.65%	185	13.82%
Some Other Race Alone	**20,421**		**23,690**		**25,844**	
Age 15 to 17	1,084	5.31%	1,103	4.66%	1,176	4.55%
Age 18 to 20	1,070	5.24%	1,089	4.60%	1,165	4.51%
Age 21 to 24	1,344	6.58%	1,678	7.08%	1,661	6.43%
Age 25 to 34	3,736	18.29%	4,493	18.97%	4,755	18.40%
Two or More Races	**18,997**		**25,017**		**28,928**	
Age 15 to 17	1,496	7.87%	1,691	6.76%	1,875	6.48%
Age 18 to 20	908	4.78%	1,501	6.00%	1,667	5.76%
Age 21 to 24	1,012	5.33%	1,769	7.07%	1,965	6.79%
Age 25 to 34	2,296	12.09%	3,337	13.34%	4,058	14.03%

MDS Research Company, Inc.

Young Adults	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population by Hispanic or Latino*						
Hispanic or Latino	**59,986**		**65,931**		**69,825**	
Age 15 to 17	3,417	5.70%	3,177	4.82%	3,307	4.74%
Age 18 to 20	2,868	4.78%	3,022	4.58%	3,104	4.45%
Age 21 to 24	3,337	5.56%	4,145	6.29%	4,054	5.81%
Age 25 to 34	8,913	14.86%	10,215	15.49%	10,720	15.35%
Householder by HH Income by Age of Householder**						
Householder Age 15 - 24	**3,374**		**2,828**		**2,905**	
Income Less than $15,000	713	21.13%	367	12.98%	346	11.91%
Income $15,000 to $24,999	488	14.46%	165	5.83%	178	6.13%
Income $25,000 to $34,999	437	12.95%	296	10.47%	289	9.95%
Income $35,000 to $49,999	558	16.54%	429	15.17%	430	14.80%
Income $50,000 to $74,999	723	21.43%	492	17.40%	495	17.04%
Income $75,000 to $99,999	204	6.05%	399	14.11%	404	13.91%
Income $100,000 to $124,999	155	4.59%	219	7.74%	243	8.36%
Income $125,000 to $149,999	50	1.48%	178	6.29%	203	6.99%
Income $150,000 to $199,999	29	0.86%	133	4.70%	147	5.06%
Income $200,000 or more	17	0.50%	150	5.30%	170	5.85%
Median Household Income	$ 36,317		$ 57,978		$ 60,581	
Householder by HH Income by Age of Householder**						
Householder Age 25 to 34	**25,155**		**16,395**		**15,820**	
Income Less than $15,000	1,417	5.63%	547	3.34%	429	2.71%
Income $15,000 to $24,999	1,517	6.03%	511	3.12%	405	2.56%
Income $25,000 to $34,999	2,254	8.96%	718	4.38%	566	3.58%
Income $35,000 to $49,999	3,971	15.79%	1,347	8.22%	1,047	6.62%
Income $50,000 to $74,999	5,952	23.66%	2,221	13.55%	1,866	11.80%
Income $75,000 to $99,999	3,708	14.74%	2,350	14.33%	2,065	13.05%
Income $100,000 to $124,999	2,445	9.72%	1,938	11.82%	1,812	11.45%
Income $125,000 to $149,999	1,471	5.85%	1,600	9.76%	1,623	10.26%
Income $150,000 to $199,999	1,278	5.08%	2,085	12.72%	2,148	13.58%
Income $200,000 or more	1,142	4.54%	3,078	18.77%	3,859	24.39%
Median Household Income	$ 64,359		$ 106,495		$ 121,137	
Households by Household Income**						
Total Households	**141,134**		**146,211**		**149,712**	
Income Less than $15,000	10,630	7.53%	7,563	5.17%	6,677	4.46%
Income $15,000 to $24,999	9,592	6.80%	6,363	4.35%	5,602	3.74%
Income $25,000 to $34,999	11,078	7.85%	7,401	5.06%	6,631	4.43%
Income $35,000 to $49,999	18,208	12.90%	10,673	7.30%	9,604	6.41%
Income $50,000 to $74,999	27,126	19.22%	17,350	11.87%	15,998	10.69%
Income $75,000 to $99,999	19,944	14.13%	16,709	11.43%	15,665	10.46%
Income $100,000 to $124,999	14,608	10.35%	14,833	10.14%	14,471	9.67%
Income $125,000 to $149,999	8,717	6.18%	12,227	8.36%	12,691	8.48%
Income $150,000 to $199,999	9,542	6.76%	17,290	11.83%	18,318	12.24%
Income $200,000 to $249,999	4,618	3.27%	10,599	7.25%	12,653	8.45%
Income $250,000 to $499,999	4,421	3.13%	14,824	10.14%	17,675	11.81%
Income $500,000 or more	2,650	1.88%	10,379	7.10%	13,727	9.17%
Average Household Income	$ 95,057		$ 158,078		$ 176,152	
Median Household Income	$ 69,409		$ 111,876		$ 125,410	
Owner-Occupied Housing Units by Value**						

MDS Research Company, Inc.

Young Adults	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Total Owner-Occupied Housing Units	**81,604**		**85,656**		**87,648**	
Value Less than $20,000	340	0.42%	354	0.41%	392	0.45%
Value $20,000 to $39,999	699	0.86%	112	0.13%	123	0.14%
Value $40,000 to $59,999	400	0.49%	106	0.12%	103	0.12%
Value $60,000 to $79,999	329	0.40%	134	0.16%	126	0.14%
Value $80,000 to $99,999	485	0.59%	68	0.08%	94	0.11%
Value $100,000 to $149,999	2,073	2.54%	181	0.21%	193	0.22%
Value $150,000 to $199,999	5,132	6.29%	137	0.16%	138	0.16%
Value $200,000 to $299,999	15,480	18.97%	462	0.54%	403	0.46%
Value $300,000 to $399,999	16,599	20.34%	1,516	1.77%	1,325	1.51%
Value $400,000 to $499,999	12,412	15.21%	3,252	3.80%	2,698	3.08%
Value $500,000 to $749,999	16,409	20.11%	16,721	19.52%	14,839	16.93%
Value $750,000 to $999,999	6,755	8.28%	19,877	23.21%	18,048	20.59%
Value $1,000,000 or more	4,491	5.50%	42,736	49.89%	49,166	56.09%
Value $1,000,000 to $1,499,999			20,828	24.32%	22,200	25.33%
Value $1,500,000 to $1,999,999			9,503	11.09%	11,465	13.08%
Value $2,000,000 or more			12,405	14.48%	15,501	17.69%
Median All Owner-Occupied Housing Unit Value	**$ 395,572**		**$ 726,332**		**$ 729,901**	
Occupied Housing Units by Tenure*	**142,563**		**146,211**		**149,712**	
Owner-Occupied	83,621	58.66%	85,656	58.58%	87,648	58.54%
Renter-Occupied	58,942	41.34%	60,555	41.42%	62,064	41.46%
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*Census column is 2010 Data.						
**Census column is 2000 Data.						
***Percent growth figures are as follows: 2010 (2000-2010), 2019 (2010-2019), and 2024 (2019-2024).						

MDS Research Company, Inc.

Business-Facts: Major Sectors by Select 2-3 Digit NAICS Codes	Redondo Beach, CA - PMA				
	NAICS Code	Total Establishments	Total Employees	Sales ($ Thousands)	Establishments with 100 or more Employees
Total Businesses	**All**	**20,359**	**202,147**	**$ 41,024,458,1...**	**259**
Dominant Sector		Healthcare and...	Healthcare...	Manufacturing	Retail Trade
Dominant Subsector		Healthcare and...	Healthcare...	Manufacturing	Manufacturing
Retail Trade	**44-45**	**2,270**	**27,347**	**$ 7,292,974,213**	**55**
Motor Vehicle and Parts Dealers	441	163	2,937	$ 1,381,511,000	7
Furniture and Home Furnishing Stores	442	130	1,109	$ 251,379,000	0
Electronics and Appliance Stores	443	156	2,124	$ 454,100,000	4
Building Material and Garden Equipment and Supplies Dealers	444	133	1,383	$ 460,725,000	2
Food and Beverage Stores	445	257	4,835	$ 1,137,018,000	17
Health and Personal Care Stores	446	222	2,489	$ 508,846,000	3
Gasoline Stations	447	128	504	$ 616,281,000	0
Clothing and Accessories Stores	448	433	3,837	$ 625,354,438	1
Sporting Goods, Hobby, Musical Instrument and Book Stores	451	181	1,843	$ 283,863,500	4
General Merchandise Stores	452	76	3,612	$ 716,721,000	13
Miscellaneous Store Retailers	453	344	2,125	$ 540,260,275	2
Nonstore Retailers	454	47	549	$ 316,915,000	2
Finance and Insurance	**52**	**1,662**	**10,848**	**$ 3,117,011,000**	**10**
Monetary Authorities-Central Bank	521	0	0	$ 0	0
Credit Intermediation and Related Activities	522	625	4,772	$ 1,435,111,000	5
Securities, Commodity Contracts, and Other Financial Investments and Related Activities	523	490	2,869	$ 944,515,000	2
Insurance Carriers and Related Activities	524	537	3,097	$ 620,411,000	3
Funds, Trusts and Other Financial Vehicles	525	10	110	$ 116,974,000	0
Accommodation and Food Services	**72**	**1,361**	**22,673**	**$ 1,561,822,655**	**32**
Accommodation	721	101	4,517	$ 491,132,000	7
Food Services and Drinking Places	722	1,260	18,156	$ 1,070,690,655	25
Other Services (except Public Administration)	**81**	**1,920**	**9,914**	**$ 837,229,155**	**4**
Repair and Maintenance	811	457	2,591	$ 300,096,000	1
Personal and Laundry Services	812	1,009	4,336	$ 332,559,000	1
Religious, Grantmaking, Civic, Professional, and Similar Organizations	813	454	2,987	$ 204,574,155	2
Agriculture, Forestry, Fishing and Hunting	**11**	**19**	**73**	**$ 10,518,000**	**0**
Mining, Quarrying, and Oil and Gas Extraction	**21**	**11**	**67**	**$ 42,593,000**	**0**
Utilities	**22**	**8**	**118**	**$ 53,518,000**	**0**
Construction	**23**	**955**	**6,078**	**$ 1,232,759,500**	**3**
Manufacturing	**31-33**	**542**	**21,430**	**7,937,571,050**	**28**
Wholesale Trade	**42**	**526**	**9,408**	**$ 7,247,288,350**	**11**
Transportation and Warehousing	**48-49**	**323**	**3,791**	**713,568,000**	**5**
Information	**51**	**472**	**5,228**	**$ 1,539,313,830**	**7**
Real Estate and Rental and Leasing	**53**	**1,213**	**8,963**	**$ 1,536,123,373**	**16**
Professional, Scientific, and Technical Services	**54**	**2,715**	**18,920**	**$ 3,091,438,098**	**26**
Management of Companies and Enterprises	**55**	**50**	**313**	**$ 163,423,000**	**0**

MDS Research Company, Inc.

Business-Facts: Major Sectors by Select 2-3 Digit NAICS Codes	NAICS Code	Total Establishments	Total Employees	Sales ($ Thousands)	Establishments with 100 or more Employees
Redondo Beach, CA - PMA					
Administrative and Support and Waste Management and Remediation Services	56	726	5,227	$ 523,095,500	3
Educational Services	61	533	10,683	$ 217,250,492	16
Healthcare and Social Assistance	62	4,370	27,645	$ 3,162,786,484	15
Arts, Entertainment, and Recreation	71	455	5,215	$ 629,205,000	8
Public Administration	92	228	8,206	$ 114,969,425	20
Residential Population		372,834			
Households		146,211			
Average Household Income		$ 158,078			

MDS Research Company, Inc.

Senior Life	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population*	**362,744**		**372,834**		**381,945**	
Percent Growth (2000 to 2024)*	3.81%		2.78%		2.44%	
Population by Age*						
Total Population	**362,744**		**372,834**		**381,945**	
Age 45 to 54	62,196	17.15%	55,539	14.90%	50,093	13.12%
Age 55 to 64	44,140	12.17%	56,434	15.14%	59,301	15.53%
Age 65 to 74	26,806	7.39%	37,992	10.19%	45,932	12.03%
Age 75 to 84	17,936	4.94%	20,522	5.50%	24,203	6.34%
Age 85 and over	7,281	2.01%	8,854	2.37%	8,838	2.31%
Age 65 and over	52,023	14.34%	67,368	18.07%	78,973	20.68%
Age 80 and over	15,335	4.23%	17,215	4.62%	17,990	4.71%
Total Population, Male	**179,036**		**183,486**		**187,765**	
Age 45 to 54	30,870	17.24%	26,500	14.44%	23,921	12.74%
Age 55 to 64	21,763	12.16%	27,693	15.09%	28,539	15.20%
Age 65 to 74	12,806	7.15%	18,134	9.88%	22,088	11.76%
Age 75 to 84	7,884	4.40%	9,288	5.06%	10,879	5.79%
Age 85 and over	2,751	1.54%	3,400	1.85%	3,345	1.78%
Age 65 and over	23,441	13.09%	30,822	16.80%	36,312	19.34%
Age 80 and over	6,208	3.47%	7,086	3.86%	7,420	3.95%
Total Population, Female	**183,708**		**189,348**		**194,180**	
Age 45 to 54	31,326	17.05%	29,039	15.34%	26,172	13.48%
Age 55 to 64	22,377	12.18%	28,741	15.18%	30,762	15.84%
Age 65 to 74	14,000	7.62%	19,858	10.49%	23,844	12.28%
Age 75 to 84	10,052	5.47%	11,234	5.93%	13,324	6.86%
Age 85 and over	4,530	2.47%	5,454	2.88%	5,493	2.83%
Age 65 and over	28,582	15.56%	36,546	19.30%	42,661	21.97%
Age 80 and over	9,127	4.97%	10,129	5.35%	10,570	5.44%

MDS Research Company, Inc.

Senior Life	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Population by Single-Classification Race*						
White Alone	**232,159**		**221,587**		**217,094**	
Age 65 and over	40,318	17.37%	49,404	22.30%	55,667	25.64%
Black or African American Alone	**10,671**		**11,937**		**12,710**	
Age 65 and over	886	8.30%	1,365	11.44%	1,729	13.60%
American Indian and Alaska Native Alone	**1,326**		**1,464**		**1,530**	
Age 65 and over	127	9.58%	184	12.57%	248	16.21%
Asian Alone	**77,992**		**87,864**		**94,500**	
Age 65 and over	8,988	11.52%	13,465	15.32%	17,186	18.19%
Native Hawaiian and Other Pacific Islander Alone	**1,178**		**1,275**		**1,339**	
Age 65 and over	79	6.71%	136	10.67%	169	12.62%
Some Other Race Alone	**20,421**		**23,690**		**25,844**	
Age 65 and over	881	4.31%	1,496	6.31%	2,043	7.91%
Two or More Races	**18,997**		**25,017**		**28,928**	
Age 65 and over	725	3.82%	1,349	5.39%	1,930	6.67%
Population by Hispanic or Latino*						
Hispanic or Latino	**59,986**		**65,931**		**69,825**	
Age 65 and over	4,414	7.36%	6,621	10.04%	8,424	12.06%
Not Hispanic or Latino	**302,758**		**306,903**		**312,120**	

MDS Research Company, Inc.

Senior Life	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Households by HH Income by Age of Householder**						
Householder Age 45 to 54	**29,602**		**30,440**		**27,365**	
Income Less than $15,000	1,557	5.26%	895	2.94%	635	2.32%
Income $15,000 to $24,999	1,281	4.33%	582	1.91%	395	1.44%
Income $25,000 to $34,999	1,858	6.28%	848	2.79%	607	2.22%
Income $35,000 to $49,999	3,118	10.53%	1,551	5.10%	1,159	4.24%
Income $50,000 to $74,999	5,376	18.16%	3,060	10.05%	2,387	8.72%
Income $75,000 to $99,999	4,241	14.33%	3,371	11.07%	2,684	9.81%
Income $100,000 to $124,999	3,587	12.12%	3,215	10.56%	2,639	9.64%
Income $125,000 to $149,999	2,260	7.63%	2,794	9.18%	2,529	9.24%
Income $150,000 to $199,999	2,814	9.51%	4,369	14.35%	3,966	14.49%
Income $200,000 or more	3,510	11.86%	9,755	32.05%	10,364	37.87%
Median Household Income	$ 84,497		$ 140,193		$ 158,163	
Households by HH Income by Age of Householder**						
Householder Age 55 to 64	**19,551**		**31,766**		**33,053**	
Income Less than $15,000	1,194	6.11%	1,573	4.95%	1,283	3.88%
Income $15,000 to $24,999	1,052	5.38%	1,094	3.44%	854	2.58%
Income $25,000 to $34,999	1,174	6.00%	1,268	3.99%	1,079	3.26%
Income $35,000 to $49,999	2,046	10.46%	1,923	6.05%	1,646	4.98%
Income $50,000 to $74,999	3,456	17.68%	3,689	11.61%	3,343	10.11%
Income $75,000 to $99,999	2,822	14.43%	3,709	11.68%	3,481	10.53%
Income $100,000 to $124,999	2,352	12.03%	3,166	9.97%	3,087	9.34%
Income $125,000 to $149,999	1,560	7.98%	2,614	8.23%	2,790	8.44%
Income $150,000 to $199,999	1,657	8.48%	3,882	12.22%	4,251	12.86%
Income $200,000 or more	2,238	11.45%	8,848	27.85%	11,239	34.00%
Median Household Income	$ 82,561		$ 120,744		$ 140,712	
Households by HH Income by Age of Householder**						
Householder Age 65 to 74	**15,210**		**22,551**		**26,917**	
Income Less than $15,000	1,748	11.49%	1,414	6.27%	1,393	5.18%
Income $15,000 to $24,999	1,581	10.39%	1,190	5.28%	1,159	4.31%
Income $25,000 to $34,999	1,565	10.29%	1,427	6.33%	1,407	5.23%
Income $35,000 to $49,999	2,450	16.11%	1,920	8.51%	2,020	7.50%
Income $50,000 to $74,999	2,741	18.02%	2,866	12.71%	3,087	11.47%
Income $75,000 to $99,999	1,760	11.57%	2,438	10.81%	2,717	10.09%
Income $100,000 to $124,999	1,221	8.03%	2,518	11.17%	2,986	11.09%
Income $125,000 to $149,999	630	4.14%	1,842	8.17%	2,246	8.34%
Income $150,000 to $199,999	625	4.11%	2,120	9.40%	2,744	10.19%
Income $200,000 or more	889	5.84%	4,816	21.36%	7,158	26.59%
Median Household Income	$ 52,381		$ 100,204		$ 114,028	
Households by HH Income by Age of Householder**						
Householder Age 75 to 84	**9,655**		**13,018**		**15,191**	
Income Less than $15,000	1,696	17.57%	1,335	10.26%	1,382	9.10%
Income $15,000 to $24,999	1,525	15.79%	1,419	10.90%	1,424	9.37%
Income $25,000 to $34,999	1,280	13.26%	1,463	11.24%	1,537	10.12%
Income $35,000 to $49,999	1,474	15.27%	1,628	12.51%	1,782	11.73%
Income $50,000 to $74,999	1,559	16.15%	2,087	16.03%	2,316	15.25%
Income $75,000 to $99,999	898	9.30%	1,390	10.68%	1,610	10.60%
Income $100,000 to $124,999	388	4.02%	907	6.97%	1,120	7.37%
Income $125,000 to $149,999	243	2.52%	625	4.80%	819	5.39%
Income $150,000 to $199,999	268	2.78%	911	7.00%	1,245	8.20%
Income $200,000 or more	324	3.36%	1,253	9.63%	1,956	12.88%

Senior Life	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Median Household Income	$ 38,323		$ 57,954		$ 65,873	
Households by HH Income by Age of Householder**						
Householder Age 85 and over	2,430		5,942		5,883	
Income Less than $15,000	634	26.09%	906	15.25%	803	13.65%
Income $15,000 to $24,999	430	17.70%	974	16.39%	857	14.57%
Income $25,000 to $34,999	302	12.43%	769	12.94%	699	11.88%
Income $35,000 to $49,999	317	13.05%	624	10.50%	602	10.23%
Income $50,000 to $74,999	326	13.42%	823	13.85%	825	14.02%
Income $75,000 to $99,999	164	6.75%	518	8.72%	521	8.86%
Income $100,000 to $124,999	66	2.72%	406	6.83%	422	7.17%
Income $125,000 to $149,999	70	2.88%	255	4.29%	274	4.66%
Income $150,000 to $199,999	65	2.67%	135	2.27%	161	2.74%
Income $200,000 or more	56	2.30%	532	8.95%	719	12.22%
Median Household Income	$ 30,000		$ 42,740		$ 49,514	
Households by HH Income**						
Total Household	141,134		146,211		149,712	
Income Less than $15,000	10,630	7.53%	7,563	5.17%	6,677	4.46%
Income $15,000 to $24,999	9,592	6.80%	6,363	4.35%	5,602	3.74%
Income $25,000 to $34,999	11,078	7.85%	7,401	5.06%	6,631	4.43%
Income $35,000 to $49,999	18,208	12.90%	10,673	7.30%	9,604	6.41%
Income $50,000 to $74,999	27,126	19.22%	17,350	11.87%	15,998	10.69%
Income $75,000 to $99,999	19,944	14.13%	16,709	11.43%	15,665	10.46%
Income $100,000 to $124,999	14,608	10.35%	14,833	10.14%	14,471	9.67%
Income $125,000 to $149,999	8,717	6.18%	12,227	8.36%	12,691	8.48%
Income $150,000 to $199,999	9,542	6.76%	17,290	11.83%	18,318	12.24%
Income $200,000 to $249,999	4,618	3.27%	10,599	7.25%	12,653	8.45%
Income $250,000 to $499,999	4,421	3.13%	14,824	10.14%	17,675	11.81%
Income $500,000 or more	2,650	1.88%	10,379	7.10%	13,727	9.17%
Average Household Income	$ 95,057		$ 158,078		$ 176,152	
Median Household Income	$ 69,409		$ 111,876		$ 125,410	
Age 55+ Median Household Income	$ 59,141		$ 94,387		$ 100,000	
Age 65+ Median Household Income	$ 45,209		$ 74,613		$ 88,936	
Owner Occupied Housing Units by Value**						
Total Owner-Occupied Housing Units	81,604		85,656		87,648	
Value Less than $20,000	340	0.42%	354	0.41%	392	0.45%
Value $20,000 to $39,999	699	0.86%	112	0.13%	123	0.14%
Value $40,000 to $59,999	400	0.49%	106	0.12%	103	0.12%
Value $60,000 to $79,999	329	0.40%	134	0.16%	126	0.14%
Value $80,000 to $99,999	485	0.59%	68	0.08%	94	0.11%
Value $100,000 to $149,999	2,073	2.54%	181	0.21%	193	0.22%
Value $150,000 to $199,999	5,132	6.29%	137	0.16%	138	0.16%
Value $200,000 to $299,999	15,480	18.97%	462	0.54%	403	0.46%
Value $300,000 to $399,999	16,599	20.34%	1,516	1.77%	1,325	1.51%
Value $400,000 to $499,999	12,412	15.21%	3,252	3.80%	2,698	3.08%
Value $500,000 to $749,999	16,409	20.11%	16,721	19.52%	14,839	16.93%
Value $750,000 to $999,999	6,755	8.28%	19,877	23.21%	18,048	20.59%
Value $1,000,000 or more	4,491	5.50%	42,736	49.89%	49,166	56.09%
Value $1,000,000 to $1,499,999			20,828	24.32%	22,200	25.33%
Value $1,500,000 to $1,999,999			9,503	11.09%	11,465	13.08%
Value $2,000,000 or more			12,405	14.48%	15,501	17.69%
Median All Owner-Occupied Housing Unit Value	$ 395,572		$ 726,332		$ 729,901	

MDS Research Company, Inc.

Senior Life	Redondo Beach, CA - PMA					
	2000/2010 Census	%	2019 Estimate	%	2024 Projection	%
Group Quarters by Population Type*	**2,112**		**2,170**		**2,172**	
Correctional Institutions	6	0.28%	6	0.28%	6	0.28%
Nursing Homes	716	33.90%	736	33.92%	735	33.84%
Other Institutions	0	0.00%	0	0.00%	0	0.00%
College Dormitories	131	6.20%	135	6.22%	135	6.22%
Military Quarters	0	0.00%	0	0.00%	0	0.00%
Other Noninstitutional Quarters	1,182	55.97%	1,215	55.99%	1,218	56.08%
Occupied Housing Units by Tenure*	**142,563**		**146,211**		**149,712**	
Owner-Occupied	83,621	58.66%	85,656	58.58%	87,648	58.54%
Renter-Occupied	58,942	41.34%	60,555	41.42%	62,064	41.46%
Households by Tenure by Age of Householder*						
Total Households	142,563		146,211		149,712	
Owner-Occupied	**83,621**		**85,656**		**87,648**	
Householder 55 to 64 years	18,472	22.09%	22,203	25.92%	22,611	25.80%
Householder 65 to 74 years	13,089	15.65%	17,615	20.56%	20,795	23.73%
Householder 75 to 84 years	9,589	11.47%	10,475	12.23%	12,016	13.71%
Householder 85 years and over	3,785	4.53%	4,296	5.02%	4,239	4.84%
Renter-Occupied	**58,942**		**60,555**		**62,064**	
Householder 55 to 64 years	7,136	12.11%	9,563	15.79%	10,442	16.82%
Householder 65 to 74 years	3,217	5.46%	4,936	8.15%	6,122	9.86%
Householder 75 to 84 years	2,037	3.46%	2,543	4.20%	3,175	5.12%
Householder 85 years and over	1,215	2.06%	1,646	2.72%	1,644	2.65%

MDS Research Company, Inc.

Rank	Redondo Beach, CA - PMA ZIP code List ⬆		Total Households
1	90245	El Segundo	7,295
2	90254	Hermosa Beach	9,678
3	90260	Lawndale	10,427
4	90266	Manhattan Beach	14,033
5	90274	Palos Verdes Peninsula	9,965
6	90275	Rancho Palos Verdes	16,036
7	90277	Redondo Beach	17,590
8	90278	Redondo Beach	16,561
9	90503	Torrance	17,904
10	90504	Torrance	12,005
11	90505	Torrance	14,717

Accepted	11 Targets	146,211
Rejected	0 Targets	0
Total	11 Targets	146,211