



THE NATIONAL ASSOCIATION OF REALTORS® *RELOCATION* REPORT

Prepared by the Research Group of the
NATIONAL ASSOCIATION
OF REALTORS®

Item #187- 23005

Cumberland County , ME

2004

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NATIONAL ASSOCIATION OF REALTORS®

The Voice For Real Estate®



NAR *RELOCATION* REPORT

Win More Clients and Gain More Referrals With NAR *RELOCATION* REPORT!

What is the NAR *RELOCATION* REPORT?

The NAR *RELOCATION* REPORT series pinpoints where relocation clients are coming from and where they're going, on a county-to-county basis. In addition, it highlights the median incomes of households arriving and leaving each county. For example, the Palm Beach County, Florida report shows how many households moved in from New York County (NY), Bucks County (PA) and Bergen County (NJ), along with the median income of those relocating households.

Who is using the NAR *RELOCATION* REPORT?

Real Estate Professionals, Relocation Companies, Market Trend Analysts, City and Community Planners

How do real estate professionals use the NAR *RELOCATION* REPORT?

There are two primary ways that real estate practitioners are using the NAR *RELOCATION* REPORT to expand their business opportunities.

1) Advertise and Win Clients in those counties that are likely to relocate to the markets you serve. For example, suppose that you practice real estate in Phoenix (AZ) and the top three counties relocating to Phoenix are Essex County (NJ), Hampden County (MA), and Kings County (NY), and the median income of those relocating to Phoenix is significantly above the national average. Then selective advertising aimed at the affluent target audience should yield significant leads.

2) Referrals, Referrals, Referrals! Create and/or utilize your firm's referral network by advertising real estate services for those counties in which there is strong relocation demand. For example, each year more than 4,000 households relocate from Los Angeles County (CA) to Clark County (NV). If you practice real estate in Clark County (NV), it would be beneficial to advertise your partnered services in Los Angeles County (CA), in order to acquire referrals.

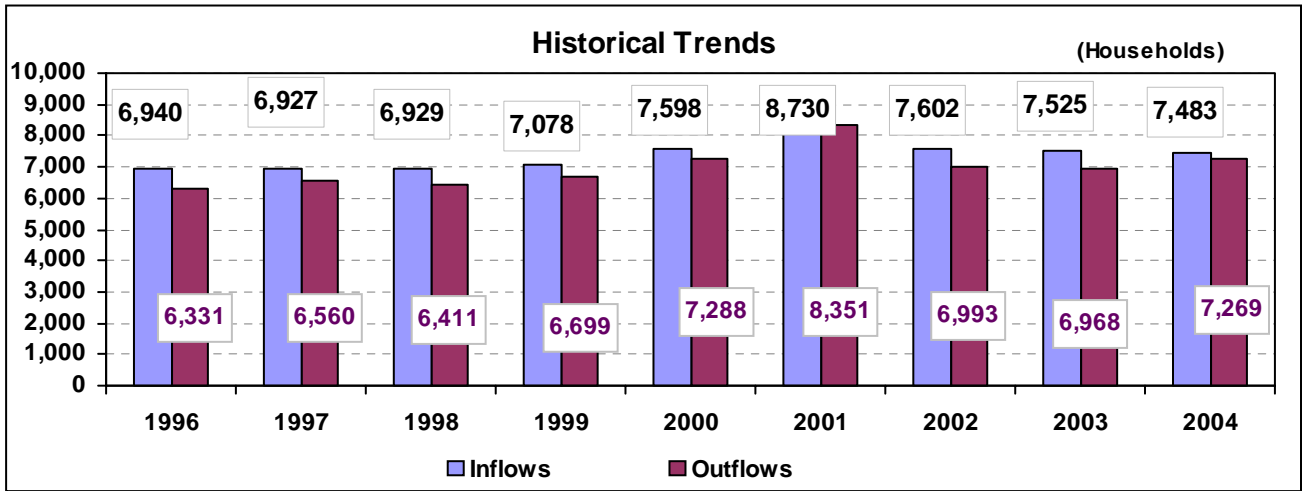
Methodology for NAR *RELOCATION* REPORT

Data for this report was obtained from the Internal Revenue Service (IRS) and is based on individual income tax returns filed by citizens and resident aliens. Only the tax returns for which the social security number of the primary taxpayer reported on the return in one year matched the social security number reported on the return filed in the previous year are included in the statistics. County-to-county migration is measured by the year-to-year changes of the county address codes in filed tax returns. If the county address was the same, then the taxpayer was counted as a "non-mover."

Note> Since the IRS data only tracks tax filers, it does not capture the whole population changes in a county. However, it may be of even more value to real estate professionals. Because tax deduction on the mortgage interest provides an incentive for homeowners to file tax returns to reap the benefits and the movements of those are included in the IRS data. On the other hand, the non-taxpayers, mostly newly arriving immigrants and low-income households, are the least likely groups to purchase a home.

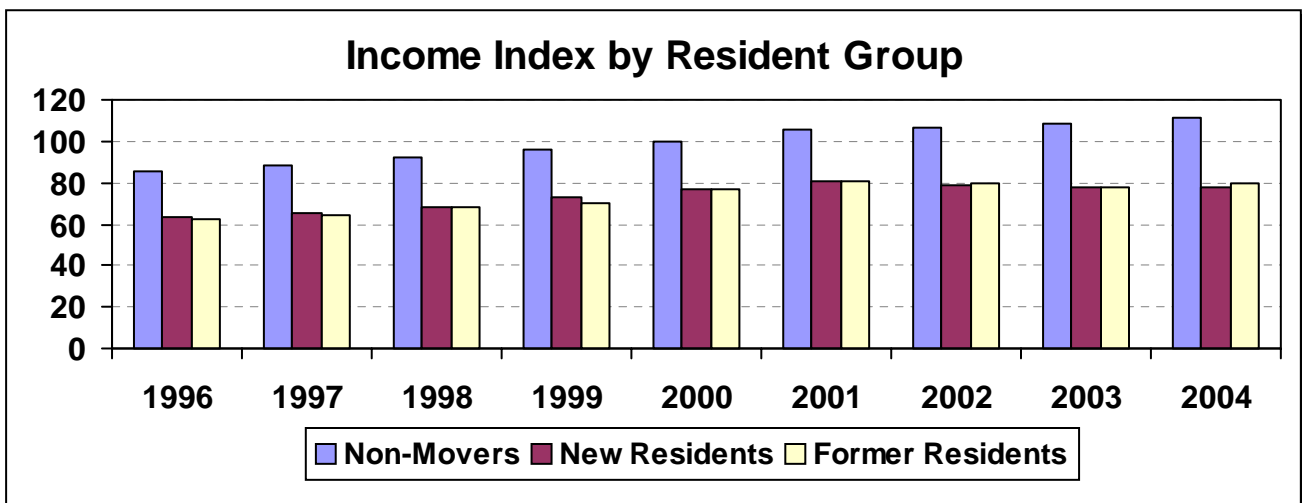
NAR RELOCATION REPORT

Cumberland County , ME



Year 2004 Relocation into/out of Cumberland County, ME

Inflows				Outflows		
	<i>Counties Relocating from</i>	<i># of Households</i>	<i>Income Index</i>	<i>Counties Relocating to</i>	<i># of Households</i>	<i>Income Index</i>
1	Montgomery County, MD	18	220	Martin County, FL	10	247
2	Bucks County, PA	17	217	Osceola County, FL	11	148
3	Westchester County, NY	18	206	Collier County, FL	15	140
4	Fairfield County, CT	54	171	St. Mary's County, MD	11	136
5	Loudoun County, VA	10	165	Chester County, PA	12	132
6	Arlington County, VA	16	157	Sarasota County, FL	28	124
7	Chester County, PA	11	157	Fairfax County, VA	22	124
8	Ventura County, CA	14	148	Denver County, CO	13	124
9	New York County, NY	63	139	Clay County, FL	12	115
10	Prince William County, VA	12	132	Bernalillo County, NM	10	115



Income Index is measured by the relative level of median household income of a certain resident group compared to the national median income of non-movers in 2000. The income statistics used are those reported on annual tax filing to IRS.

NAR RELOCATION REPORT

List of Major Counties Relocating to Cumberland County, ME in 2004

Rank	State	County	# of Relocating Households	Income Index
1	from ME	York County	1,170	82
2	from ME	Androscoggin County	446	83
3	from ME	Sagadahoc County	427	74
4	from ME	Kennebec County	288	71
5	from ME	Penobscot County	265	60
6	from MA	Middlesex County	257	124
7	from ME	Oxford County	192	59
8	from MA	Suffolk County	96	81
9	from ME	Aroostook County	96	59
10	from NH	Rockingham County	95	102
11	from MA	Essex County	93	101
12	from ME	Lincoln County	90	54
13	from FL	Duval County	84	97
14	from MA	Norfolk County	78	121
15	from MA	Worcester County	74	90
16	from ME	Knox County	67	74
17	from ME	Franklin County	67	73
18	from NY	New York County	63	139
19	from NH	Hillsborough County	60	103
20	from ME	Hancock County	59	49
21	from CA	San Diego County	54	77
22	from CT	Fairfield County	54	171
23	from NH	Strafford County	53	86
24	from NH	Carroll County	50	64
25	from ME	Washington County	48	49
26	from WA	King County	44	64
27	from ME	Waldo County	43	82
28	from MA	Plymouth County	40	55
29	from ME	Somerset County	40	48
30	from NY	Kings County	39	76
31	from CT	Hartford County	39	120
32	from RI	Providence County	37	80
33	from AZ	Maricopa County	37	82
34	from VT	Chittenden County	35	85
35	from IL	Cook County	32	77
36	from NH	Merrimack County	31	58
37	from VA	Virginia Beach City	31	81
38	from CA	Los Angeles County	29	91
39	from CA	San Francisco County	29	101
40	from NH	Cheshire County	29	64
41	from MA	Bristol County	28	102

Income Index is measured by the relative level of median household income of a certain resident group compared to the national median income of non-movers in 2000. The income statistics used are those reported on annual tax filing to IRS.

NAR *RELOCATION* REPORT

<i>Rank</i>	<i>State</i>	<i>County</i>	<i># of Relocating Households</i>	<i>Income Index</i>
42	from MA	Barnstable County	28	56
43	from CT	New Haven County	27	74
44	from ME	Piscataquis County	26	76
45	from NY	Monroe County	24	74
46	from FL	Broward County	24	66
47	from NH	Grafton County	23	78
48	from VA	Fairfax County	22	107
49	from FL	Pinellas County	21	68
50	from FL	Escambia County	21	72
51	from HI	Honolulu County	20	102
52	from MA	Hampden County	19	91
53	from NY	Suffolk County	19	74
54	from MA	Berkshire County	18	46
55	from NY	Westchester County	18	206
56	from DC	District of Columbia	18	115
57	from VT	Windsor County	18	87
58	from MD	Montgomery County	18	220
59	from FL	Orange County	17	55
60	from PA	Bucks County	17	217
61	from NJ	Morris County	17	82
62	from NH	Belknap County	17	58
63	from NY	Queens County	17	95
64	from TX	Harris County	16	58
65	from VA	Norfolk City	16	107
66	from FL	Clay County	16	122
67	from FL	Sarasota County	16	82
68	from VA	Arlington County	16	157
69	from FL	Palm Beach County	16	41
70	from CA	Alameda County	16	58
71	from OH	Franklin County	16	44
72	from FL	Volusia County	16	54
73	from CA	Orange County	15	66
74	from CO	El Paso County	15	73
75	from NY	Nassau County	15	99
76	from OR	Multnomah County	15	70
77	from VT	Windham County	14	64
78	from CT	New London County	14	64
79	from RI	Washington County	14	66
80	from CA	Ventura County	14	148
81	from TX	Bexar County	14	99
82	from CT	Litchfield County	13	60
83	from PA	Montgomery County	13	113
84	from NJ	Bergen County	13	103
85	from FL	Hillsborough County	13	78

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NAR RELOCATION REPORT

<i>Rank</i>	<i>State</i>	<i>County</i>	<i># of Relocating Households</i>	<i>Income Index</i>
86	from TX	Travis County	13	70
87	from PA	Philadelphia County	13	70
88	from NH	Coos County	12	58
89	from MD	Baltimore County	12	45
90	from FL	Miami-Dade County	12	49
91	from OH	Cuyahoga County	12	66
92	from FL	Brevard County	12	66
93	from CA	Santa Clara County	12	82
94	from CT	Middlesex County	12	82
95	from OH	Hamilton County	12	58
96	from NY	Albany County	12	46
97	from VA	Prince William County	12	132
98	from GA	DeKalb County	11	31
99	from NC	Mecklenburg County	11	58
100	from TN	Davidson County	11	99
101	from IL	Lake County	11	58
102	from NV	Clark County	11	70
103	from MN	Hennepin County	11	43
104	from FL	Lee County	11	91
105	from TX	Dallas County	11	91
106	from PA	Chester County	11	157
107	from FL	Manatee County	11	91
108	from PA	Allegheny County	11	115
109	from NJ	Hudson County	10	66
110	from WI	Dane County	10	41
111	from FL	St. Lucie County	10	58
112	from MD	Baltimore City	10	132
113	from VT	Rutland County	10	44
114	from TX	Tarrant County	10	132
115	from WA	Pierce County	10	107
116	from WA	Snohomish County	10	126
117	from FL	Seminole County	10	66
118	from CO	Denver County	10	74
119	from VA	Loudoun County	10	165

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List of Major Counties Relocating from Cumberland County, ME in 2004

Rank	State	County	# of Relocating Households	Income Index
1	to ME	York County	1,330	90
2	to ME	Androscoggin County	638	94
3	to ME	Sagadahoc County	503	84
4	to ME	Kennebec County	292	80
5	to ME	Oxford County	219	83
6	to ME	Penobscot County	174	56
7	to MA	Middlesex County	156	82
8	to MA	Suffolk County	115	63
9	to ME	Lincoln County	101	82
10	to NH	Rockingham County	80	94
11	to MA	Essex County	75	81
12	to NY	New York County	63	51
13	to ME	Knox County	63	60
14	to NH	Hillsborough County	61	90
15	to ME	Hancock County	53	74
16	to ME	Franklin County	50	57
17	to NH	Strafford County	49	72
18	to ME	Aroostook County	48	54
19	to FL	Pinellas County	48	62
20	to CA	San Diego County	47	58
21	to MA	Norfolk County	44	94
22	to MA	Worcester County	43	71
23	to VA	Virginia Beach City	42	91
24	to DC	District of Columbia	41	75
25	to AZ	Maricopa County	41	87
26	to ME	Waldo County	39	69
27	to CA	Los Angeles County	38	57
28	to VT	Chittenden County	37	61
29	to FL	Lee County	37	106
30	to CT	New Haven County	36	60
31	to ME	Somerset County	36	62
32	to CA	San Francisco County	33	54
33	to HI	Honolulu County	33	105
34	to FL	Orange County	33	56
35	to CT	Fairfield County	30	110
36	to FL	Palm Beach County	29	68
37	to FL	Sarasota County	28	124
38	to WA	King County	27	61
39	to ME	Washington County	26	63
40	to NY	Kings County	25	49
41	to NH	Carroll County	25	54
42	to NH	Merrimack County	25	73
43	to FL	Hillsborough County	25	74
44	to NV	Clark County	24	59
45	to RI	Providence County	24	60
46	to CT	Hartford County	23	93

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Rank	State	County	# of Relocating Households	Income Index
47	to IL	Cook County	23	102
48	to FL	Manatee County	22	79
49	to VA	Fairfax County	22	124
50	to NH	Grafton County	22	58
51	to FL	Polk County	21	101
52	to FL	Duval County	21	103
53	to MA	Plymouth County	21	77
54	to AZ	Pima County	21	91
55	to CT	New London County	20	63
56	to TX	Harris County	20	89
57	to PA	Philadelphia County	20	43
58	to MA	Bristol County	20	82
59	to FL	Broward County	20	80
60	to NC	Wake County	18	55
61	to FL	Escambia County	18	80
62	to FL	Volusia County	18	64
63	to CA	Orange County	18	88
64	to FL	Brevard County	17	91
65	to MD	Anne Arundel County	17	74
66	to FL	Lake County	16	107
67	to FL	Pasco County	16	82
68	to SC	Charleston County	16	58
69	to CA	Alameda County	15	47
70	to NY	Queens County	15	35
71	to FL	Collier County	15	140
72	to CO	Boulder County	15	29
73	to MA	Hampden County	14	45
74	to FL	Charlotte County	14	82
75	to CO	Denver County	13	124
76	to NY	Suffolk County	12	99
77	to FL	Miami-Dade County	12	99
78	to PA	Chester County	12	132
79	to NC	Onslow County	12	66
80	to FL	Clay County	12	115
81	to VA	Arlington County	12	60
82	to VA	Norfolk City	11	74
83	to MA	Hampshire County	11	54
84	to PA	Bucks County	11	113
85	to FL	Seminole County	11	74
86	to NH	Coos County	11	58
87	to NY	Monroe County	11	70
88	to MN	Hennepin County	11	58
89	to FL	Osceola County	11	148
90	to TN	Hamilton County	11	91
91	to MD	St. Mary's County	11	136
92	to OR	Multnomah County	11	41
93	to FL	Marion County	10	66
94	to NM	Bernalillo County	10	115
95	to FL	St. Lucie County	10	49
96	to FL	Indian River County	10	44

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<i>Rank</i>	<i>State</i>	<i>County</i>	<i># of Relocating Households</i>	<i>Income Index</i>
97	to WA	Island County	10	115
98	to PA	Montgomery County	10	82
99	to VT	Windsor County	10	66
100	to NC	Mecklenburg County	10	99
101	to MD	Montgomery County	10	49
102	to ME	Piscataquis County	10	63
103	to FL	Martin County	10	247

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NAR *RELOCATION* REPORT

The NATIONAL ASSOCIATION OF REALTORS®, “The Voice for Real Estate,” is the nation’s largest professional association, representing more than 1,200,000 members involved in all aspects of the real estate industry.

REALTOR®, REALTORS®, and REALTOR-ASSOCIATE® are registered collective membership marks that identify, and may be used only by, real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics.

For more information about the NATIONAL ASSOCIATION OF REALTORS® and its network of strategic partners, visit <http://realtors.org>.

About NAR’s Research Group

The Research Group of the NATIONAL ASSOCIATION OF REALTORS® produces the premiere measurement of residential real estate activity – the existing home sales series – and analyzes how changes in the economy can impact the real estate business. It examines trends in real estate practices, and how NAR members are adapting technology in their business operations. NAR Research also looks at recent regulatory and legislative policy proposals and how those policies could affect REALTORS® and their clients, America’s property owners. You can reach NAR Research via email at eresearch@realtors.org, or call us at 202-383-7518.

For more information on the NAR Relocation Report and other research products, visit <http://realtor.org/research.nsf/pages/ResearchProducts?OpenDocument>, or call NAR’s Information Central at 1-800-874-6500.

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