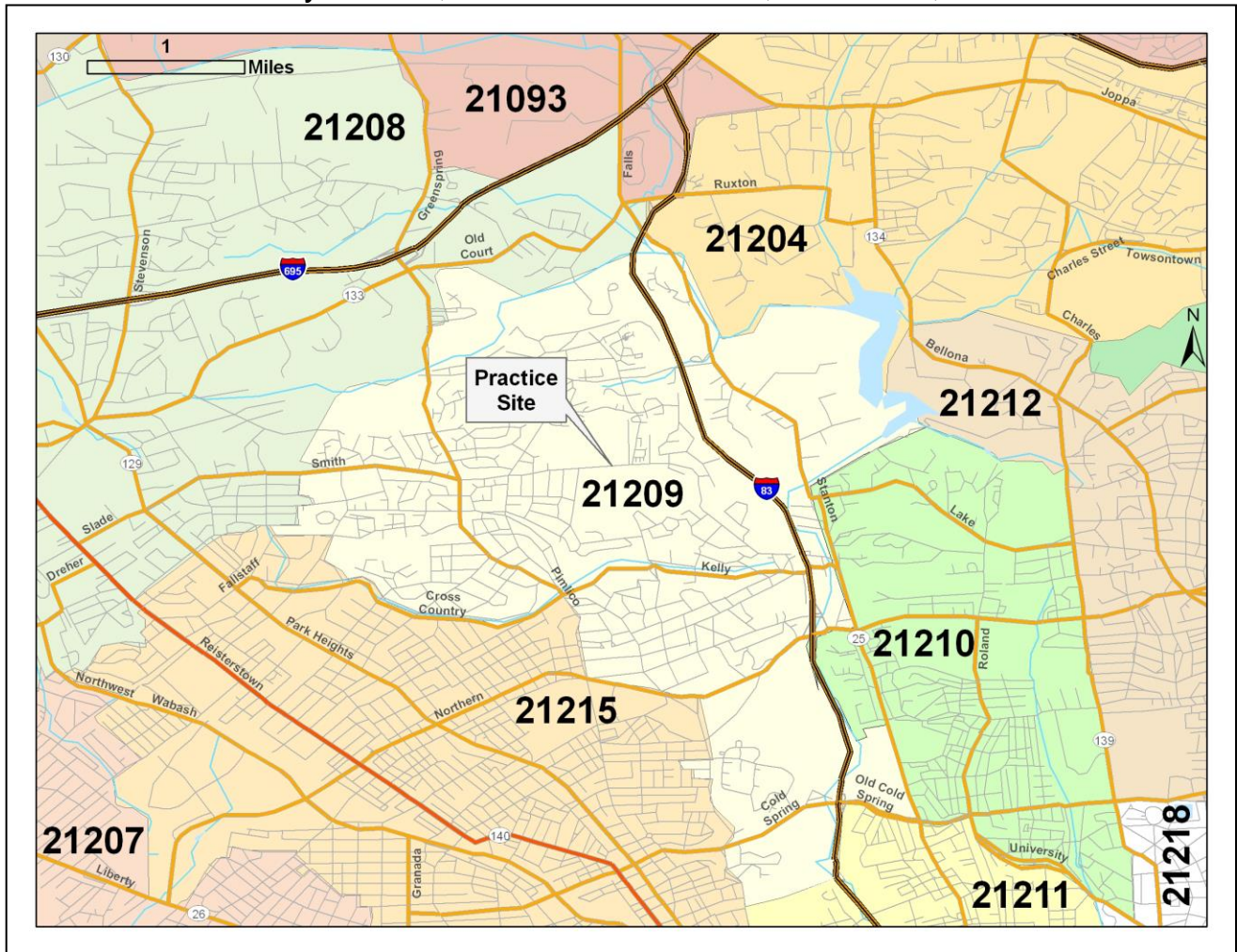


## Customized Demographic Report

Client: Henry Schein, 2401 Smith Avenue, Baltimore, MD 21209



Zip Codes	21093	21204	21207	21209	21209	21210	21211	21212	21215	21219
<b>Population</b> 2013	38,319	21,309	49,141	33,839	23,632	11,451	16,800	36,022	62,146	52,098
2018	40,519	22,051	50,304	35,253	23,998	11,471	16,786	36,491	62,060	51,992
2023	42,819	22,814	51,490	36,714	24,369	11,491	16,772	36,965	61,974	51,896
<b>% Change</b> '13 - '18	5.7	3.5	2.4	4.2	1.5	0.2	-0.1	1.3	-0.1	-0.2
'18 - '23	5.7	3.5	2.4	4.1	1.5	0.2	-0.1	1.3	-0.1	-0.2
'13 - '23	11.7	7.1	4.8	8.5	3.1	0.3	-0.2	2.6	-0.3	-0.4
<b>Per Capita Income</b> 2013	53,114	42,876	23,864	45,020	41,279	62,975	25,787	34,950	19,396	21,759
2018	67,215	51,966	28,064	55,314	50,111	80,362	30,505	42,606	21,593	25,719
2023	84,162	62,534	32,835	67,409	60,394	101,388	35,888	51,548	25,220	30,233
<b>Household Income</b> 2013	84,497	65,653	52,043	69,198	64,393	75,493	42,248	58,961	35,074	35,807
2018	100,584	74,109	59,895	81,109	75,351	89,671	48,899	68,737	40,773	41,371
2023	119,032	83,414	68,667	94,607	87,753	105,903	56,362	79,770	47,190	47,605
<b>Disposable Income</b> 2013	60,660	49,819	38,720	51,164	48,600	55,219	32,692	44,247	27,070	27,628
<b># Dentists* 2014</b>	66	56	10	46	5	17	8	10	28	14

\* Counts of Dentists based upon Yellow Pages listings

**For a Customized Demographic Report:**  
 Contact Henry Schein Financial Services at 800.853.9493 or [hsfs@henryschein.com](mailto:hsfs@henryschein.com)

<b>Zip Codes</b>	<b>21093</b>	<b>21204</b>	<b>21207</b>	<b>21209</b>	<b>21209</b>	<b>21210</b>	<b>21211</b>	<b>21212</b>	<b>21215</b>	<b>21219</b>
<b>Population under 19</b>										
2013	8,834	5,429	14,474	7,289	5,467	2,143	3,402	9,992	17,219	14,762
2018	9,024	5,376	12,880	7,071	5,124	1,953	3,149	9,704	16,129	12,776
2023	9,214	5,323	12,284	6,852	4,780	1,762	2,875	9,416	15,035	11,786
<b>Population 19-39</b>										
2013	6,955	6,542	12,287	6,554	5,862	3,197	4,814	9,370	14,640	16,904
2018	7,285	6,834	12,809	6,938	6,012	3,319	4,575	9,196	14,020	17,121
2023	7,615	7,125	14,329	7,322	6,162	3,451	4,337	9,002	14,400	17,338
<b>Population 40-64</b>										
2013	14,521	5,069	16,660	11,865	8,148	3,906	5,902	11,938	20,158	15,667
2018	15,836	5,406	17,551	12,522	8,568	3,782	6,340	12,789	20,580	15,845
2023	17,243	5,760	19,479	14,209	9,006	3,661	6,803	14,688	21,009	16,025
<b>Population over 64</b>										
2013	7,995	4,256	6,699	8,116	4,150	2,210	2,694	4,730	11,114	5,748
2018	8,295	4,364	6,948	8,632	4,263	2,390	2,799	4,868	11,247	6,210
2023	8,604	4,475	7,206	9,175	4,379	2,582	2,907	5,010	11,380	6,702
<b>Race/Ethnicity</b>										
White 2013	32,303	17,774	6,173	19,456	19,155	9,452	12,932	19,564	8,288	9,910
2018	32,604	17,604	5,095	19,872	17,400	8,966	12,125	17,729	7,124	8,334
2023	32,906	17,436	4,173	19,303	16,671	8,500	11,358	16,925	6,094	6,966
Black 2013	1,696	2,141	41,178	12,738	3,554	994	2,595	15,401	52,275	37,694
2018	2,326	2,668	43,352	14,454	4,312	1,294	3,165	16,324	53,327	38,809
2023	3,129	3,309	45,616	16,350	5,194	1,662	3,831	17,291	54,396	39,949
Asian 2013	3,461	919	546	827	1,315	699	678	1,112	301	2,914
2018	4,564	1,195	591	1,011	1,589	864	823	1,371	319	3,245
2023	5,932	1,509	638	1,226	1,906	1,058	991	1,677	338	3,609
Hispanic *2013	865	658	798	712	585	285	437	866	730	1,030
2018	1,190	894	868	893	759	367	557	1,092	783	1,144
2023	1,609	1,193	943	1,109	971	468	702	1,363	840	1,247
<b>Education</b>										
<b>No High School Dip.</b>										
2013	2,397	1,281	6,397	2,582	1,312	492	4,037	3,650	12,459	8,568
2018	2,631	1,365	6,514	2,762	1,460	544	3,989	3,631	12,194	8,410
2023	2,835	1,438	6,614	2,919	1,589	589	3,947	3,614	11,963	8,272
<b>High School Diploma</b>										
2013	10,822	4,868	19,389	11,382	5,779	1,744	5,098	8,439	21,269	14,092
2018	11,541	5,149	19,463	11,915	6,059	1,805	4,960	8,320	20,485	14,635
2023	12,167	5,394	19,528	12,379	6,303	1,858	4,839	8,217	19,802	14,237
<b>College Degree</b>										
2013	14,550	6,646	5,969	10,848	10,162	5,735	2,952	10,315	6,619	7,823
2018	15,068	7,060	5,994	11,162	10,209	5,564	2,790	10,126	6,394	7,366
2023	15,520	7,422	6,016	11,435	10,249	5,415	2,649	9,961	6,199	6,968
<b>% Owner Occupied</b>										
<b>Housing</b> 2013	80.0	52.0	59.0	67.0	58.0	54.0	50.0	63.0	46.0	39.0
2018	80.0	52.0	59.0	67.0	58.0	54.0	50.0	64.0	46.0	39.0
<b>Housing Value</b> 2013	379,415	411,560	203,372	266,169	278,625	440,561	142,146	247,619	153,346	149,944
2018	488,286	529,147	261,969	347,726	341,046	553,371	178,883	314,110	191,521	198,593
<b>Total Employees</b> 2013	19,946	9,362	21,993	16,435	12,516	6,092	8,628	17,628	22,281	22,701
2018	20,054	9,759	22,984	17,257	12,910	6,116	8,731	19,053	22,682	22,987
<b>% White Collar</b> 2013	66.0	72.0	60.0	67.0	67.0	68.0	61.0	64.0	64.0	67.0

\*Hispanic individuals are counted independent of other racial/ethnic groups