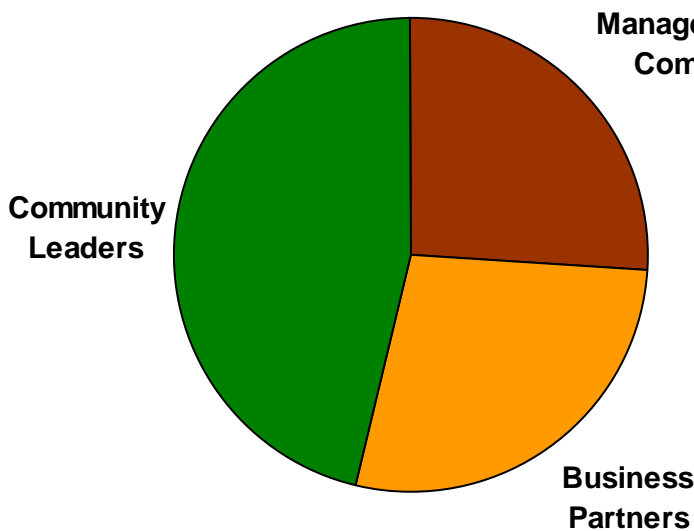


CAI - Greater Los Angeles Chapter Statistics

- ▶ Los Angeles County lines define the Greater Los Angeles Chapter, from Castaic south to Long Beach, from the Pacific Coast east to the 57 Freeway.
- ▶ 100% of new housing developments are association-governed communities.
- ▶ Approximately 20% of the estimated 41,000 common interest development (CID) communities in California are in Los Angeles County.
- ▶ They represent more than 1,250,000 households with a median income of \$60,000. If an average community association's spending budget is approximately \$500,000, more than \$4.1 billion of services and products are in demand in Los Angeles County alone.
- ▶ The Chapter currently has 650 members and continues to grow. Its 66 management company members and 75 on-site manager members provide professional management services to approximately 5,000 of the 8,200 CIDs in Los Angeles County. These communities all benefit, directly or indirectly, from the education and resources that CAI provides, including board member and manager development.
- ▶ *FOCUS Magazine*, the Chapter's bi-monthly publication, is sent to 1,000+ members, industry friends, government officials and media professionals.
- ▶ The *L.A. HOA Insider*, the Chapter's quarterly newsletter, is sent to 5,000+ non-member HOA community leaders.
- ▶ More than 5,000 visitors explore the Chapter's Web site monthly, looking for service providers, professional community management, educational resources and upcoming events.



- ▶ Breakdown by Membership Category
 - 45% Community Association Leaders
 - 28% Business Partners
 - 27% Community Mgrs & Mgmt. Companies

- ▶ Manager & HOA Leader Breakdown by Region
 - 35% Los Angeles
 - 28% San Fernando Valley & North
 - 27% South Bay
 - 10% San Gabriel Valley

