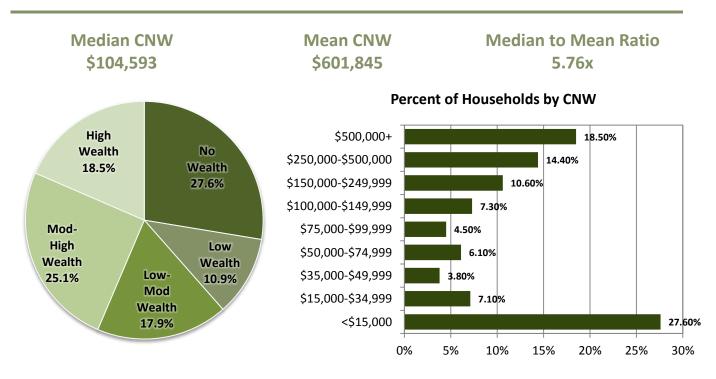


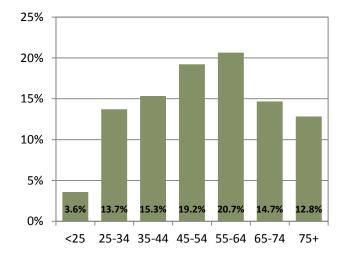
Household Net Worth Profile Pennsylvania

Every community has a unique household wealth profile. Employing research procured from Esri, we have prepared the following **Household Net Worth Profile**. Documentation, definitions and interpretative analysis can be found on the back of this Profile.

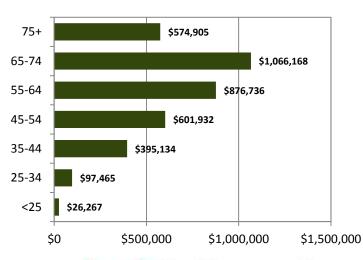
Total Household Current Net Worth (CNW) \$3.07 Trillion



Percent of Households by Age Cohort



Average CNW by Age Cohort



Center for Rural Entrepreneurship

Community Wealth Profile Explained...

Questions and Additional Information

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Sources. The research employed in our **Community Wealth Profiles** is procured from <u>Esri</u>. Source data for this series of Profiles is July 2015. Analysis and Profile preparation is by the Center for Rural Entrepreneurship (<u>www.energizingentrepreneurs.org</u>) in support of the <u>Transfer of Wealth Opportunity Study for Pennsylvania</u> and its Counties (September 2015). Data year is 2015 provided in 2015 dollars.

Definitions:

- Total Households Current Net Worth. Total household current net worth is derived by multiplying the mean CNW times the number of households in the group.
- Median Current Net Worth. Statistically the "median" is the mid-point value in a data series where one-half of the values fall below this value and one-half of the value fall above this value.
- Mean or Average Current Net Worth. The "mean" is the average where the wealth of all households is summed and divided by the number of households.
- Median to Mean Ratio. The Median to Mean Ratio is derived by dividing the Median into the Mean value. The larger this value the greater the wealth distribution disparity.
- No Wealth. Refers to those households with less than \$15,000 in current net worth.
- Low Wealth. Refers to those households with between \$15,000 and \$49,999 in current net worth.
- Low-Moderate Wealth. Refers to those households with between \$50,000 and \$149,999 in current net worth.
- Moderate-High Wealth. Refers to those households with between \$150,000 and \$500,000 in current net worth.
- High Wealth. Refers to those households with more than \$500,000 in current net worth and a mean net worth in the millions on average.

Household Life Cycle and Wealth Formation. In general, there is a strong correlation between a household's life cycle and wealth formation. As we age and evolve in our careers, we accumulate wealth build and estate. The average household estate size for those 65 to 74 is nearly 41 times larger (\$1.1 million versus \$26,267) when compared to households under 25. Estate formation, on average, increases as we mature into our careers, accumulate assets until we retire. Upon retirement our estates generally decline as we age. For example in Pennsylvania, the average estate for 75+ household is about half the size of the estates for those 65-74.

Averages. Average values create a reasonable picture of what is happening. But it is important to remember that with averages there can be 65-74 age households with little or no wealth and some under 25 households with significant wealth.