

j. % In 5-Unit Structures

The difference between west and east was even more pronounced in 5-unit structures than in 1-unit structures. While the average for the entire study area was 39.8% of the housing total, the western sector accounted for 51.6% of the total to 22.5% for the east.

These statistics raise some interesting points regarding potential furniture sales. Because floor space is usually at a premium in apartments, condos, and similar structures, which make up the bulk of 5-unit structures, many furniture manufacturers have readied themselves for this particular market. Standard sizes in both casegoods and upholstered furniture have been reduced to accommodate these smaller surroundings. Many furniture companies now refer to producing a piece of furniture as to either the "big way" or the "small way."

k. Valuation (Million Dollars)

The total valuation of the study area was \$1,418.9 million. Again the western sector leads the east by a substantial margin with 55.2% of the total for the west and 44.8% for the east.

l. Home Furnishings Sales (Million Dollars)

Total sales of home furnishings for the study area amounted to \$1,404.9 million. Again, the west leads the east with