

Table 23.
Effective Buying Income (EBI), 2005
Northern Virginia Jurisdictions

Jurisdiction	Total EBI (000s)	Median Household EBI	Percent of Households by EBI Group		
			\$20,000-34,999	\$35,000-49,999	\$50,000 and Over
Alexandria City	\$4,603,798	\$50,554	17.3%	20.0%	50.6%
Arlington County	\$6,520,210	\$56,067	14.5%	17.9%	56.7%
Fairfax City	\$642,555	\$58,792	12.1%	19.9%	61.2%
Fairfax County	\$32,005,486	\$66,557	10.5%	15.4%	67.6%
Falls Church City	\$402,598	\$63,854	10.9%	16.7%	63.5%
Fauquier County	\$1,606,660	\$54,274	14.7%	18.6%	55.1%
Loudoun County	\$6,962,863	\$66,805	9.9%	15.3%	69.5%
Manassas City	\$779,323	\$51,703	16.7%	21.7%	52.2%
Manassas Park	\$226,178	\$52,831	15.3%	21.8%	54.5%
Prince William County	\$7,688,378	\$56,483	14.5%	19.8%	58.6%

Source: Sales and Marketing Management - Survey of Buying Power, 2005