

VARIABLE ID	VARIABLE DESCRIPTION	DEFINITION
WTBASHHD	Total Households	Total number of households in the specified geography
WTINCIDTOT	Inheritance Potential - Incidence	The number of households that are likely to inherit wealth. Note: values may contain decimals
WTINCIDINDTOT	Inheritance Potential - Incidence Index	Index value shows the likelihood of a household within the specified geography receiving an inheritance compared to the national average
WTINCIDSCOTOT	Inheritance Potential - Incidence Score	The score is calculated and displayed as a quintile; based on the inheritance potential penetration rate (Incidence Households/Total Households), a score between 1 and 5 is assigned. A score of 5 indicates that a higher percentage of households in specified geography will inherit wealth. Incidence Score Quintile Definitions are detailed in the table below
WTVALUETOT	Inheritance Potential - Value	The total dollars that may be inherited in the specified geography
WTAVGVALTOT	Inheritance Potential - Average Value	The average dollar value of inheritance potential per inheriting household in a specified geography
WTVALUEINDTOT	Inheritance Potential - Value Index	Index value shows how much more or less the average inheritance amount is compared to the national average. An index of 100 indicates that the average inheritance amount is on par with the national average
WTVALUESCOTOT	Inheritance Potential - Value Score	The score is calculated and displayed as a quintile; based on the average inheritance amount, a score between 1 and 5 is assigned. A score of 5 indicates that the average inheritance amount falls into the highest quintile (more wealth being inherited). Value Score Quintile Definitions are detailed in the table below

#### WEALTHTRANSFER INCIDENCE SCORES

RANGE	DEFINITION
0	0%
1	>0% and <1.0%
2	1% and <1.5%
3	1.5% and <2.0%
4	2.0% and <2.5%
5	2.5% or higher

#### WEALTHTRANSFER VALUE SCORES

RANGE	DEFINITION
0	\$0
1	>\$0 and <\$50,000
2	\$50,000 and <\$100,000
3	\$100,000 and <\$150,000
4	\$150,000 and <\$200,000
5	\$200,000 or higher