

04-21-2008

11 January 2008

Doug Delano
Newland Communities - Eastern Region
8201 Greensboro Drive, Suite 817
McLean, Virginia 22102

April 2007
Plan analysis

Dear Doug:

I am very pleased to forward the first draft of my retail market analysis for your proposed Clarksburg Town Center. The purpose of this study is to assist you in determining the types of businesses that are supportable per industry standards for your property. Some points to keep in mind when reviewing the analysis are:

Purpose of Study: The retail study is intended to provide your development team with an estimated description of the amount and types of retailers that are supportable on your property. GPG does not necessarily recommend that you implement any of this supportable retail development. Instead, this is only what your site can support should you choose to implement a commercial center.


Definition of Supportable Retail: This study defines supportable retail as those businesses that can produce enough sales to cover expenses, rent, labor and yield a market rate of return on the capital investment. Even if you were to offer the retailers free rent, rent only represents 8% to 10% of their total operating expenses. The business would need to generate at least 90% of the industry standard sales to be sustainable.

Limits of Supportable Retail: Supportable retail does not necessarily mean that the said retailer can be physically implemented on your site. Your planner or architect can assist you in determining if your preferred retailer can be accommodated.

Sample of Retailer Type: This study lists samples of retailers that are likely to be supportable at your site. These sample retailers and restaurants are not intended to be the only recommended businesses, but instead to serve as a guide. Your real estate broker will be responsible for finding the actual tenants (including local or regional) that meet your development and branding objectives.

Thank you again for the opportunity to assist you in this study. I look forward to discussing my findings with you in more detail in the near future.

Sincerely,
GIBBS PLANNING GROUP, INC.


Robert J. Gibbs, ASLA
President

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FOR NNPII - CLARKSBURG LLC
ONLY

RETAIL MARKET ANALYSIS

CLARKSBURG TOWN CENTER,
CLARKSBURG, MARYAND

Prepared For:
NNPII - CLARKSBURG LLC
8201 Greensboro Drive, Suite 817
McLean, Virginia 22102

Prepared By:
GIBBS PLANNING GROUP, Inc.
330 E. Maple Street No. 310
Birmingham, Michigan 48009

FIRST DRAFT
11 January 2008

**Retail Expenditure Potential
Clarksburg, Maryland**

Retail Category	2007	2010	2012	2007	2010	2012
	Primary Trade Area ('000's)	Primary Trade Area ('000's)	Primary Trade Area ('000's)	Total Trade Area ('000's)	Total Trade Area ('000's)	Total Trade Area ('000's)
Department Store	\$105,618	\$133,336	\$151,815	\$276,879	\$319,824	\$348,455
Discount Department Store	\$143,532	\$183,203	\$209,650	\$314,080	\$381,199	\$425,945
Women's Apparel	\$38,223	\$50,884	\$59,325	\$100,750	\$122,021	\$136,201
Men's Apparel	\$22,319	\$29,336	\$34,014	\$58,488	\$69,923	\$77,546
Unisex Apparel	\$40,801	\$57,215	\$68,157	\$106,929	\$135,705	\$154,890
Children's Apparel	\$17,182	\$22,355	\$25,804	\$45,345	\$53,608	\$59,117
Shoes & Accessories	\$13,702	\$17,483	\$20,004	\$36,065	\$41,932	\$45,843
Total Apparel, Shoes & Accessories	\$132,227	\$177,272	\$207,303	\$347,577	\$423,189	\$473,597
Grocery	\$133,324	\$172,255	\$198,208	\$343,264	\$404,574	\$445,448
Specialty Food Stores	\$24,373	\$31,437	\$36,147	\$64,605	\$76,119	\$83,795
Alcoholic Beverages	\$22,706	\$31,464	\$37,303	\$57,801	\$72,702	\$82,636
Restaurant W/Liquor	\$80,571	\$109,676	\$129,080	\$205,760	\$254,476	\$286,954
Restaurant W/O Liquor	\$68,637	\$93,808	\$110,589	\$175,658	\$218,144	\$246,467
Total Food & Restaurant	\$329,611	\$438,640	\$511,326	\$847,088	\$1,026,015	\$1,145,300
Appliances, Computers & Electronics	\$93,701	\$130,887	\$155,678	\$240,986	\$305,567	\$348,621
Art, Craft, & Sewing Stores	\$8,937	\$11,599	\$13,374	\$24,138	\$28,571	\$31,527
Book & Music Stores	\$12,787	\$16,333	\$18,697	\$31,959	\$37,173	\$40,649
Card / Gift Shops	\$10,562	\$13,984	\$16,266	\$28,398	\$34,258	\$38,164
Drug Store / Pharmaceutical	\$52,066	\$85,852	\$108,376	\$130,691	\$195,375	\$238,497
Florists	\$10,020	\$12,683	\$14,459	\$26,978	\$31,201	\$34,016
Health and Beauty Store	\$26,245	\$35,534	\$41,727	\$67,508	\$83,126	\$93,537
Furniture, Home Décor & Accessories	\$23,481	\$33,063	\$39,451	\$61,074	\$77,939	\$89,182
Home Improvement	\$36,560	\$48,240	\$56,027	\$97,262	\$116,561	\$129,426
Jewelry Store	\$35,206	\$46,614	\$54,220	\$93,713	\$112,652	\$125,278
Laundry / Dry Cleaning	\$10,833	\$14,960	\$17,712	\$29,108	\$36,533	\$41,483
Luggage Shops	\$3,521	\$5,095	\$6,145	\$9,939	\$12,936	\$14,934
Musical Instrument Shops	\$3,683	\$4,726	\$5,422	\$9,939	\$11,940	\$13,274
Office Supplies	\$4,766	\$6,374	\$7,446	\$12,779	\$16,063	\$18,252
Optical / Vision Care	\$16,520	\$21,573	\$24,941	\$44,017	\$51,954	\$57,246
Personal Services	\$45,780	\$64,811	\$77,497	\$118,662	\$152,184	\$174,532
Pet Supply Store	\$12,723	\$18,162	\$21,788	\$32,496	\$42,222	\$48,705
Photographic Equip & Devel.	\$3,553	\$4,325	\$4,839	\$9,113	\$10,121	\$10,793
Shoe Repair & Service	\$4,766	\$6,765	\$8,097	\$12,779	\$16,561	\$19,082
Sporting Goods Store	\$45,138	\$63,852	\$76,328	\$117,754	\$150,792	\$172,818
Tobacco Shop	\$15,434	\$18,853	\$21,132	\$37,508	\$41,540	\$44,229
Toy and Hobby Shops	\$14,353	\$19,058	\$22,194	\$38,337	\$46,696	\$52,268
Video / Entertainment	\$10,562	\$15,676	\$19,085	\$27,688	\$37,359	\$43,806
Total Other Retail	\$501,198	\$699,020	\$830,901	\$1,302,826	\$1,649,321	\$1,880,319
Total Identified Retail Expenditure	\$1,212,185	\$1,631,471	\$1,910,995	\$3,088,449	\$3,799,549	\$4,273,616

**Supportable Retail Development
Proposed Shopping Center
Clarksburg, Maryland**

Retail Category	Primary Trade Area ('000's)	Total Trade Area ('000's)	2012		Rec. Supportable Space	2010		2012		Retailers Such As:
			Primary Trade Area ('000's)	Total Trade Area ('000's)		Projected Available Sales ('000's)	Projected Available Sales ('000's)	Projected Available Sales ('000's)	Projected Available Sales ('000's)	
Appliances, Computers & Electronics	\$130,887	\$305,567	\$155,678	\$348,621	1,500	\$637,500	\$765,000	\$510	Local Wireless	
Att. Craft, & Sewing Stores	\$11,599	\$28,571	\$13,374	\$31,527	0	\$0	\$0	\$0		
Book & Music Stores	\$16,333	\$37,173	\$18,697	\$40,649	0	\$0	\$0	\$0		
Card / Gift Shops	\$13,984	\$34,258	\$16,266	\$38,164	0	\$0	\$0	\$0		
Drug Store / Pharmaceutical	\$85,852	\$185,375	\$108,376	\$238,497	14,000	\$6,650,000	\$475	\$570	Walgreens or CVS	
Fibrist	\$12,663	\$31,201	\$14,459	\$34,016	0	\$0	\$0	\$0		
Health and Beauty Store	\$35,534	\$83,126	\$41,727	\$93,537	2,500	\$900,000	\$360	\$435	Bath & Body Works or The Body Shop	
Furniture, Home Décor & Accessories	\$33,063	\$77,939	\$39,451	\$89,162	12,500	\$5,000,000	\$400	\$480	Kirkland's Home or Ethan Allen	
Home Improvement	\$48,240	\$116,561	\$56,027	\$129,428	0	\$0	\$0	\$0		
Jewelry Store	\$46,614	\$112,652	\$54,220	\$125,278	2,000	\$1,050,000	\$525	\$630	Local Jeweler	
Luggage Shops	\$5,095	\$12,936	\$6,145	\$14,934	0	\$0	\$0	\$0		
Musical Instrument Shops	\$4,726	\$11,940	\$5,422	\$13,274	0	\$0	\$0	\$0		
Office Supplies	\$6,374	\$16,063	\$7,446	\$18,252	0	\$0	\$0	\$0		
Optical / Vision Care	\$21,573	\$51,954	\$24,941	\$57,246	0	\$0	\$0	\$0		
Personal Services	\$64,811	\$152,184	\$77,487	\$174,532	1,500	\$637,500	\$425	\$510	Local optometrist	
Pet Supply Store	\$18,162	\$42,222	\$21,788	\$48,705	8,000	\$3,040,000	\$390	\$455	Aveda, local spa, local cleaners	
Photographic Equipment & Development	\$4,325	\$10,121	\$4,839	\$10,793	1,500	\$412,500	\$275	\$330	Wild Birds Unlimited	
Shoe Repair and Service	\$6,765	\$16,561	\$8,097	\$19,082	0	\$0	\$0	\$0		
Sporting Goods Store	\$63,852	\$150,782	\$76,328	\$172,818	2,000	\$750,000	\$375	\$450	Local golf/tennis	
Tobacco Shop	\$16,853	\$41,540	\$21,132	\$44,229	0	\$0	\$0	\$0		
Toy & Hobby Shops	\$19,058	\$46,686	\$22,194	\$52,268	0	\$0	\$0	\$0		
Video / Entertainment	\$15,676	\$37,359	\$19,085	\$43,806	0	\$0	\$0	\$0		
Total Other Retail	\$684,060	\$1,672,789	\$813,789	\$1,838,836	45,500	\$19,077,500	\$479	\$503		
Total Recommended Retail Space	\$1,616,511	\$3,763,016	\$1,893,283	\$4,232,133	187,000	\$70,990,000	\$452	\$543		

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Enterprising Professionals

Old and Newcomers

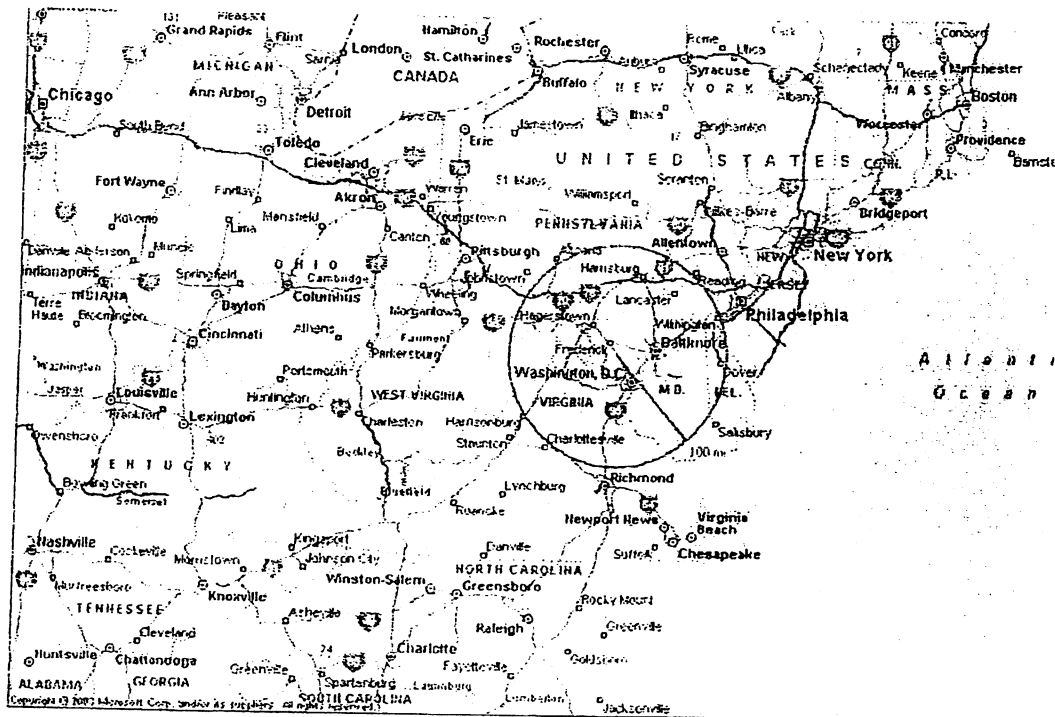
Young and Restless

Pop Facts: Census Demographics Overview Report Tables

Trade Area, Competition and Population Growth Fold-out Map

Trade Area, Competition and Household Income Fold-out Map

INTRODUCTION



Executive Summary

This study finds that the proposed Clarksburg Town Center site, can support up to 157,000 square feet of neighborhood retail and restaurant by 2010, and generate nearly \$71 million in sales. This supportable retail includes 40,000 square feet for a quality grocery store, 14,000 square feet for a drugstore, and 12,500 square feet for home furniture and accessories. The remaining supportable retail at the site includes 18,000 square feet for restaurants with liquor, 18,000 square feet for women's apparel, 12,000 square feet for casual restaurants, and 10,000 square feet for unisex apparel. This town center will likely be operated with 25-30 local, regional and national businesses.

Supplementing these retailers could be 8,000 square feet for personal services, 4,500 square feet for shoes and accessories, 4,000 square feet for men's apparel, and 2,500 square feet for health and beauty.

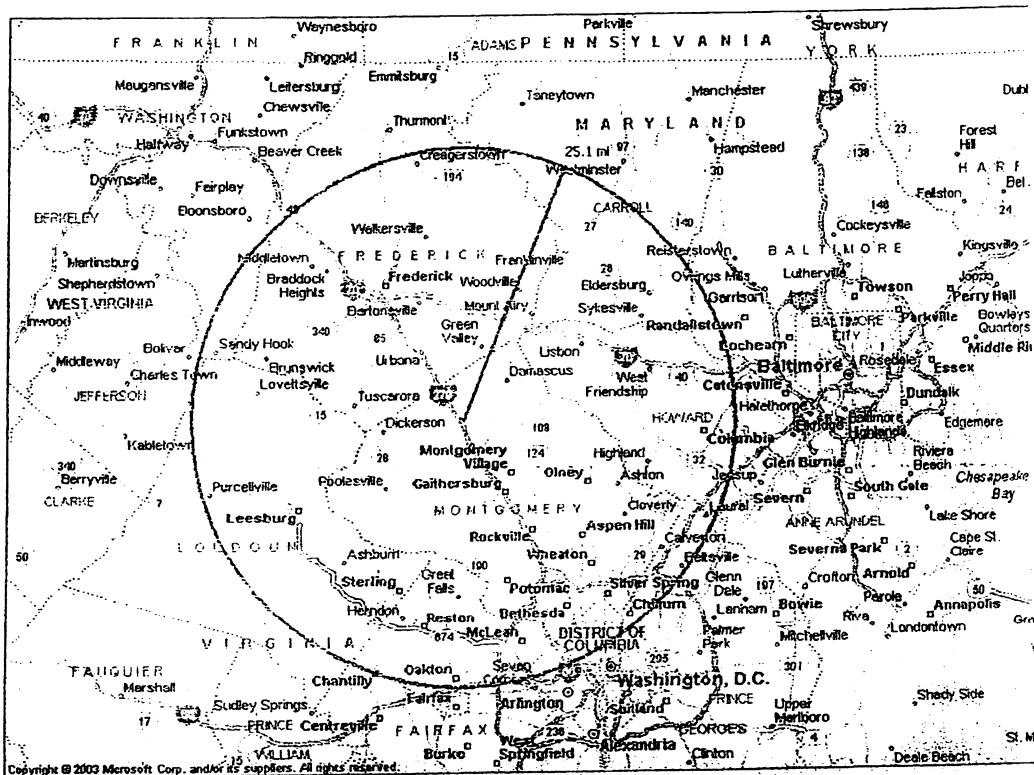
Located in northern Montgomery County, the proposed Town Center site offers an opportunity to create a small-scale village-center shopping experience. There are 27,260 persons within three miles of the proposed site, 54,165 persons living in the primary trade area and 142,000 persons living in the total trade area. The primary and total trade areas are expected to grow to 72,300 persons and 165,930 persons respectively

Clarksburg, Maryland FRT&I GROUP
Great Planning Group, Inc.
January 11, 2010

by 2012. Clarksburg has a median household income of \$107,000, while the primary and total trade area's population has a median household income of \$94,000 and \$92,000.

Background

Gibbs Planning Group Inc. (GPG) has been retained by NNPII – Clarksburg, LLC, to assess the viability and optimal format/tenant mix of a proposed development in Clarksburg, Maryland. The proposed site is located at the intersection of Stringtown Road and Frederick Road. As proposed in the site plan, the development will offer 400 new condos / town homes in addition to the retail space.

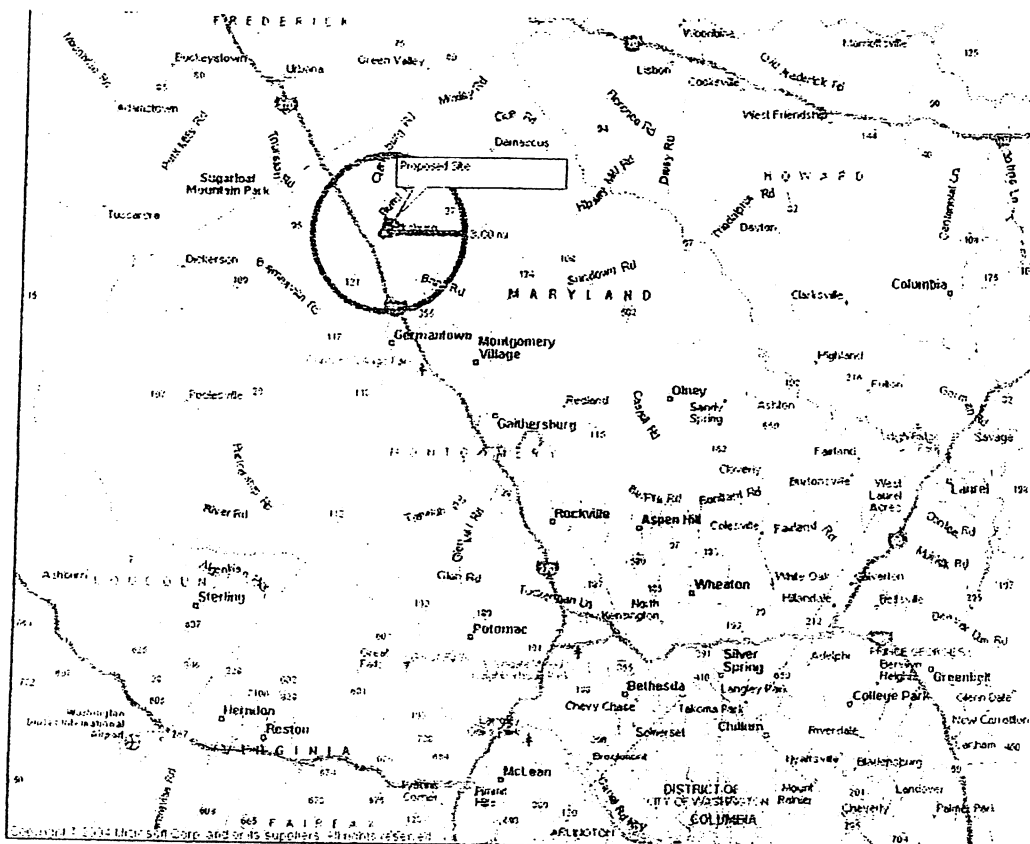


The following issues were addressed by GPG in this study:

- What is the existing and planned retail market in the greater Clarksburg area?
- What is the trade area that would be served by the new center/development at the site?
- What are the population, demographic and lifestyle characteristics in the trade areas, currently and projected for the next five years?

Clarksburg Market Analysis DRAP
 Gibbs Planning Group, Inc.
 January 11, 2005

- What is the current and projected growth for retail expenditures, currently and projected for the next five years?
- What retailers are recommended and supportable at the site?
- How much square footage is supportable now and over the next five years, and what sales volumes can be achieved at the site?



Methodology

To address the above issues, GPG conducted a detailed evaluation of most major existing and planned shopping centers and retail concentrations in and surrounding the defined trade area. This evaluation was conducted during the week of December 29, 2007. During this evaluation, GPG thoroughly drove the market and visited and evaluated the major existing and planned retail concentrations in the area.

GPG visited the area during the daytime, as well as the evening, to gain a qualitative understanding of the retail gravitational patterns and traffic

Prepared by: GPG
 Date: 1/17/2008

additional 200 units completed by 2012. The retail portion of the development is assumed to be completed by 2010.

- Based on new residential developments provided by the Montgomery County Planning Department, the number of households and population was adjusted based on new growth not accounted for in the census data. In 2010 it is estimated that census tract 3.02 should be adjusted to include an additional 1,565 households and 4,366 people. Similarly, 3,150 households and 8,789 people were added to the 2012 census figures. It is assumed that the new residential growth stated for census tracts 2.05 and 3.04 are already accounted for in the census data's household and population growth figures.

New residential developments as listed in the residential developments table are assumed to have begun construction by 2009 with occupation by 2010. The residential developments are also assumed that they will be developed as to reach their proposed maximum allowable build-out (unless stated otherwise). Furthermore, the new residential development growth is assumed to be built at an estimated growth rate up to the estimated/proposed time of completion (unless stated otherwise).

- The region's economy will continue at normal or above normal ranges of employment, inflation, retail demand and growth.
- The proposed site is properly zoned and can support commercial development and will have curb-cuts as shown in the proposed master plan.
- The town center will be planned, designed, built and managed as a walkable town center, to the best practices of The American Planning Association, The Congress for the New Urbanism, The International Council of Shopping Centers and The Urban Land Institute.
- Parking for the area is assumed adequate for the proposed uses, with easy access to the retailers in the development. An overall parking ratio of 4.5 cars per 1,000 square feet gross, or higher, is anticipated for this town center.
- Visibility of the retail is also assumed to be very good, with signage as required to assure good visibility of the retailers.

- The town center will open with sustainable amounts of retail and anchor tenants, at planned intervals and per industry standards.
- The following proposed retail is assumed in the sales forecast:

Cabin Branch (Map Key N12) shopping center, to be located at the intersection of Clarksburg Road and Interstate 270. The center is proposed for 97,480 square feet of retail space with Harris Teeter rumored as the major anchor. No completion date has been release.

Clarksburg Town Center (Map Key N18) is an approved shopping center to be located at the intersection of Frederick Road and Clarksburg Road. This center is expected to total 250,000 gross square feet comprised of 150,000 square feet of retail space and 100,000 square feet of office space. No major anchor or completion date has been released, but it is assumed to be completed prior to the opening of the proposed site.

Clarksburg Village (Map Key N19) is an approved shopping center to be located at the intersection of Stringtown Road and Highway 355 in Clarksburg, Maryland. This center is to total 25,000 square feet, of which 20,000 square feet will be retail space and the remaining 5,000 square feet office and daycare space. No tenants or completion date have been released. The center is assumed to be completed prior to the opening of the proposed site.

Greenway Village (Map Key N20) is an approved shopping center to be located at the intersection of Skylark Road and Newcut Road in Clarksburg, Maryland. The center will include 89,000 square feet of retail space. No tenants or completion date have been released. The center is assumed to be completed prior to the opening of the proposed site.

Urbana Village (Map Key N16) is to be built at the intersection of Highway 355 and Highway 80 in Urbana, Maryland. The development is expected to include 94,000 square feet, with a 50,000 square foot grocery store as an anchor. Completion is expected for Spring 2008.

Montgomery Mall (Map Key R4) has announced that it will add an outdoor lifestyle component to the enclosed mall, creating a retail hybrid that combines the traditional mall with the trendy outdoor shopping venues shoppers now crave. The planned

Montgomery Mall
 2000 Montgomery Mall
 Clarksburg, MD 20740

lifestyle component will include 350,000 gross square feet. It will begin construction in early 2008 and take three to four years to build out.

Limits of Study

The findings of this study represent GPG's best estimates for the amounts and types of retail tenants that should be supportable at the subject site by 2010. Every reasonable effort has been made to ensure that the data contained in this study reflect the most accurate and timely information possible and are believed to be reliable. This study is based on estimates, assumptions, and other information developed by GPG independent research effort, general knowledge of the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent and representatives or in any other data source used in preparing or presenting this study. This report is based on information that was current as of January 2, 2008, and GPG has not undertaken any update of its research effort since such date.

Our report may contain prospective financial information, estimates, or opinions that represent GPG's view of reasonable expectations at a particular time, but such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by GPG that any of the projected values or results contained in this study will be achieved.

This study should not be the sole basis for programming, planning, designing, financing or development of a commercial center.

Trade Area

Based on GPG's field evaluation, the retail gravitation in the market, and as our experience defining trade areas for similar developments throughout the United States, it was determined that retail in the proposed site currently has, and should continue to primarily have a community appeal. As such, GPG defined a neighborhood-oriented trade area (primary), as well as a slightly larger secondary trade area, that would be served by more community-oriented retail, should they locate to the site. The primary trade area will account for 70% to 80% of the total sales of the retailers in the project. Consumers from the larger secondary trade area will account for 15% to 20% of the total retail sales

City of Arlington, Westwood FIPS 57 DRAFT
2008 Planning, Harvard, Inc.
14 January 2008

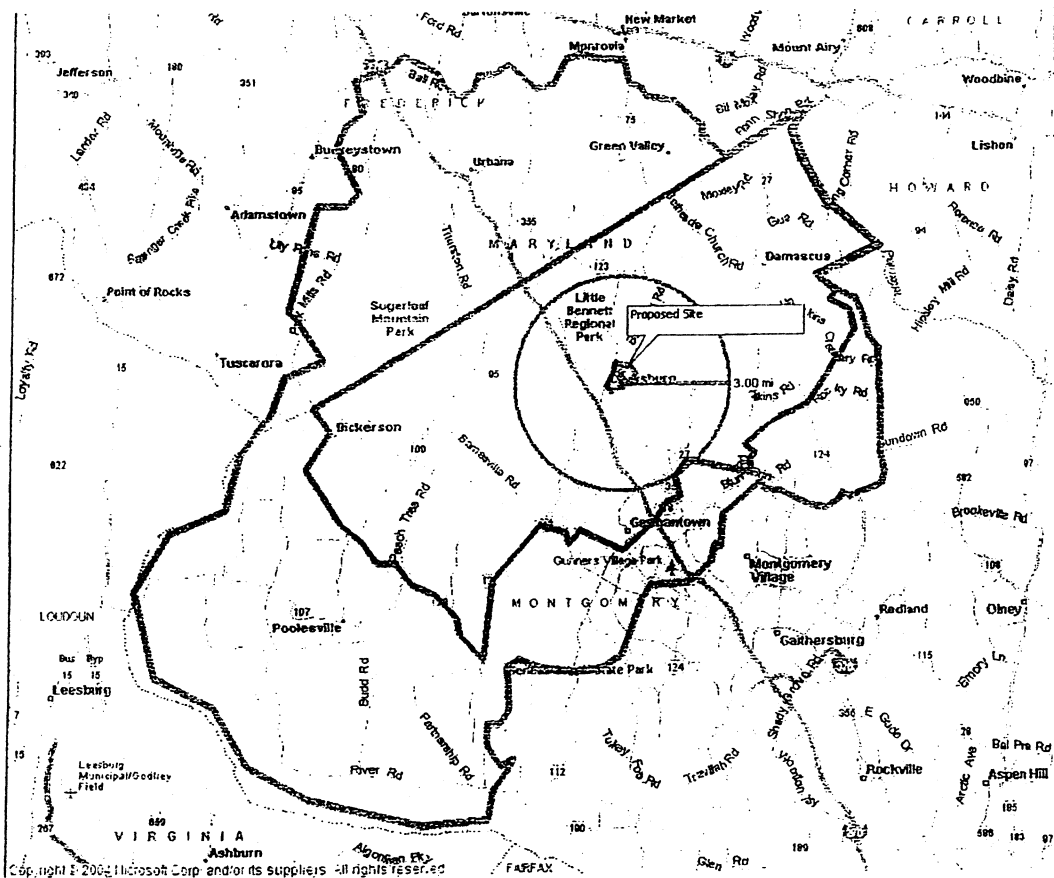
of the project. The remaining sales at the center come from residents outside of the defined trade areas or from those working near the site.

The primary trade area is approximately delimited by the following boundaries:

- North to Frederick/Montgomery County boundary.
- East to Long Corner Road near the Howard / Montgomery County boundary.
- South to Germantown Road.
- West to State Highway 28.

The secondary trade area extends further north to include the area in south Frederick County, west to include Poolesville, MD as well as south to include Germantown.

Please refer to the following map for the approximate trade area boundaries.



The Primary Trade Area is outlined in blue above; the Total Trade Area is outlined in green.

Developed by: [illegible]
 Planning Group, Inc.
 [illegible]

Demographic Characteristics

Using data from ESRI (Environmental Systems Research Institute) and Claritas, GPG obtained the population and demographic characteristics for the defined trade area as well as for the Community of Clarksburg, Montgomery County and the State of Maryland.

According to the site plan, the proposed site is proposed to include 400 new total housing units, of which 200 units are assumed to be completed by 2010 and the remaining 200 units completed by 2012. The new residential units will result in a total of 558 new residents added to sector 3.02 by 2010 with an additional 558 residents (1,116 total) by 2012.

In addition to the number of residential units being developed at the proposed site, residential growth in the Clarksburg market is experiencing a "boom" period. Population for these new residential developments was determined by multiplying the average persons per household assigned to the census tract by the total number of residential units. It is assumed that the completed units will be occupied. Please refer to the Residential Developments Table in the Appendix for a listing of the additional households and population.

According to the Montgomery County Planning Department, it is estimated that 1,565 of the 2,056 households has not been accounted for in the census data growth for census tract 3.02 in 2010. Similarly, it is estimated that 3,150 of the 3,968 households have not been accounted for in the 2012 household data. Using the persons per household for census tract 3.02 (2.79 persons per household), an additional 4,366 people were added to the 2010 population as 8,789 people were added to the 2012 population.

The primary trade area has an adjusted estimated 2007 population of 54,163 persons, which is projected to grow to 72,293 persons by 2012, a 33.5% projected increase over the five-year period. The strongest growth (157.1%, 40.0% and 27.3%) is projected in the home census tract of 3.02 as well as census tracts 3.10 and 2.05 respectively.

The secondary trade area adds an additional 87,826 persons to the population base, for a total trade area population of 141,989 persons, which is projected to grow to 93,638 and 165,931 persons respectively by 2012, a 6.6% and 16.9% increase over the five-year period. Much of the population growth is reflective of the suburban growth found in the area surrounding the greater Washington DC market.

The number of households in the primary trade area was adjusted to the currently estimated total of 19,563 households. The number of households is projected to increase to 26,064 households by 2012, a 33.2% increase. The total trade area's adjusted household base is currently estimated at 50,346, and is projected to grow to 58,916 households by 2012, a 17.0% increase over the five-year period.

The following table presents and compares the demographic characteristics found in the defined trade area to that of Clarksburg, Montgomery County and the State of Maryland:

Table 1: Demographic Comparisons

Characteristics	Primary Trade Area	Total Trade Area	Clarksburg	Montgomery County	Maryland
2007 Population	54,163	141,989	4,348	949,347	5,727,376
2012 Population	72,293	165,931	6,223	996,106	6,023,200
2007-2012 Projected Growth	33.5%	16.9%	43.1%	4.9%	5.2%
2007 Median Household Income	\$93,953	\$91,919	\$106,883	\$90,063	\$65,627
2007 Per Capita Income	\$40,114	\$39,319	\$45,028	\$46,679	\$33,153
% Households with incomes \$100,000 or higher	45.3%	43.9%	56.4%	45.1%	29.0%
% White	75.9%	68.2%	88.1%	58.1%	60.1%
% Hispanic Ethnicity	7.8%	9.5%	4.5%	15.5%	5.8%
Persons Per Household	2.77	2.82	2.94	2.67	2.61
Median Age	36.2	36.0	42.3	38.4	38.0
% White-Collar Employed	77.9%	77.3%	78.1%	79.6%	69.1%
% Married	60.6%	60.0%	67.8%	54.6%	49.8%

As shown in the above table, the median household and per capita incomes in the primary (\$93,953 and \$40,114) and total trade (\$91,919 and \$39,319) areas are high but lower than that found in Clarksburg (\$106,883 and \$45,028), as well as the home census tract of 3.02 (\$108,939 and \$46,927). Montgomery County also has strong incomes with a reported median household income of \$90,063 and per capita incomes of \$46,679. *It is assumed that the suggested housing at the proposed site will attract those with stronger income levels than currently found in the primary trade area.*

Planning and Design
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The median age within the primary and total trade areas is similar (36.2 and 36.0 years) and comparable to the national average (36.5 years). The home sector and town of Clarksburg are older with a median age of 42.8 and 42.3 years. The primary and total trade areas workforce consists of 77.9% and 77.3% white-collar employed, which is similar to Clarksburg (78.1%) and Montgomery County (79.6%).

Racially, in Clarksburg, the primary and total trade areas are mostly white (88%, 76% and 68%) which is higher than Montgomery County (58%) and the State of Maryland (60%).

Persons per household in the area are greater than the national average of 2.65 persons, with the primary trade area reporting 2.77 persons per household and the total trade area 2.82 persons per household.

When compared on a mile ring basis, there are 670 persons within one mile of the proposed site growing to 12,870 persons within three miles and 73,125 persons within five miles. Over the next five years, this population base is projected to increase to 10,175 persons (284.1% annually), 27,260 persons (22.4% annually) within the three-mile radii as well as increase to 90,480 persons (4.8% annually) within the five-mile radii. Incomes (median household income/per capita income) in these radii are reported as \$87,255/\$35,585, \$80,780/\$31,600 and \$69,525/\$28,500.

Average household sizes are similar at the one-, three- and five-mile radii: 2.82 persons, 2.84 persons, and 2.80 persons respectively.

Tapestry Lifestyles

ESRI has developed Tapestry Lifestyles, which is an attempt to create 65 classifications, or lifestyle segments, that help determine purchasing patterns. These segments are broken down to the U.S. Census Block Group level throughout the United States and are used by many national retailers to help determine future potential locations. The following table details the top Tapestry Lifestyles found in the primary and total trade areas.

Table 2: Tapestry Lifestyles

Lifestyle	Primary Trade Area	Total Trade Area	Short Description
Enterprising Professionals	4,684 32.5%	8,786 17.5%	This market is home to young, highly educated working professionals. Single or recently married, they prefer newer neighborhoods with townhomes or apartments. Typically found in cities, these residents would rather rent than own. Median household income is almost \$65,000. Their lifestyle reflects their youth, mobility and growing consumer clout. To keep in touch, Enterprising Professionals residents rely on cell phones, PDA's, and PCs. They use the Internet to search for a job or a place to live, track their investments, or shop. Enterprising Professionals residents travel for business and pleasure. They practice yoga, take aerobic classes and jog to stay physically fit.
Boomburbs	3,290 22.8%	9,290 18.5%	The newest additions to the suburbs, these communities are home to younger families with a busy, upscale lifestyle. Median home value is \$275,000 (and growing), and most households have two workers and two vehicles. Growth is characteristic of the communities and these families. These affluent families, who recently moved to their homes, focus their attention on upgrades, furnishing and landscaping. Boomburbs residents spend on family, leisure, and other activities too. They are one of the top markets for sport utility vehicles. They participate in golf, tennis, and swimming and own an array of electronic equipment.
Wealthy Seaboard Suburbs	3,138 21.8%	5,830 11.6%	Wealthy Seaboard Suburbs residents remain established quarters of affluence characteristic of coastal metropolitan areas. Neighborhoods are older and slow to change, with median home values that exceed \$372,000. The labor force is professional. The households consist of married couples living alone or with older children. Their median age is 42 years. Residents maximize their leisure time by relying on contractors and home services to maintain their homes and gardens. They enjoy visiting local beaches and traveling frequently. They are computer savvy but use the Internet for convenience, not entertainment.
Milk and Cookies	1,049 7.3%	4,655 9.2%	Milk and Cookies residents are young, affluent married couples who are starting their families. Many already have young children. Residents of these neighborhoods favor single-family homes with a median value above \$124,000 in suburban areas largely in the South and West, especially Texas. Families with more than two workers, more than one child, and more than three vehicles are the norm for Milk and Cookies neighborhoods. Focused on family life and their future, Milk and Cookies residents buy baby and children's products, build their investment portfolios, and purchase insurance policies. Leisure time is spent with their

Metropolitan Council
 1500 Broadway, Suite 1000
 January 11, 2008

Lifestyle	Primary Trade Area	Total Trade Area	Short Description
			children visiting the zoo, going to the movies, and visiting theme parks. To accommodate their busy lifestyle, residents buy timesaving products such as fast food and instant breakfasts.
Sophisticated Squires	0 0.0%	4,689 9.3%	Sophisticated Squires residents enjoy cultured country living in newer home developments with low density and a median value of more than \$214,000. These urban escapees are primarily families with children. They are college-educated, professionally employed and have elected to commute to maintain their semi-rural lifestyle. From buying golfing equipment to attending golf tournaments, golf is a key part of their lives. Cargo space for golf and do-it-yourself projects determines their preference for SUVs and minivans. With the right tools, they are not afraid to tackle home and garden improvement projects.

The trade area lifestyles reflect a mixture of young professional families and older, established households with older children or empty nesters. The majority of households are professionally employed, college educated and have median household incomes higher than the national average.

Daytime Employment Base

Overall, there are a total of 1,400 employees working within a one-mile radius of the site, growing to 6,935 total employees within three miles and 32,925 employees within five miles. The daytime employment base within one-mile of the site is *trade and labor* oriented with 38% of all employees working in this sector. The *administration and support* sector and *executive and professional* sector are also strong representing 27% of all employees each. The largest individual employment sector within a one-mile radius is the *Admin-Clerical Support* sector representing over 20% of all employment.

Within a mile of the proposed site is Gateway 270 Business Center, a 100 acre industrial park at I-270 and Route 121 (Clarksburg Road). The business park has over one million square feet of commercial and industrial space.

Within three miles, the *Trade and Labor* segment is the largest employment category with 3,040 employees (44%) followed by *Executive and Professional* with 1,831 employees (26.4%) and *Administration and Support* with 1,765 employees (26%). The largest employment sector within a three-mile radius is *Admin-Clerical Support* representing 18% of all employment.

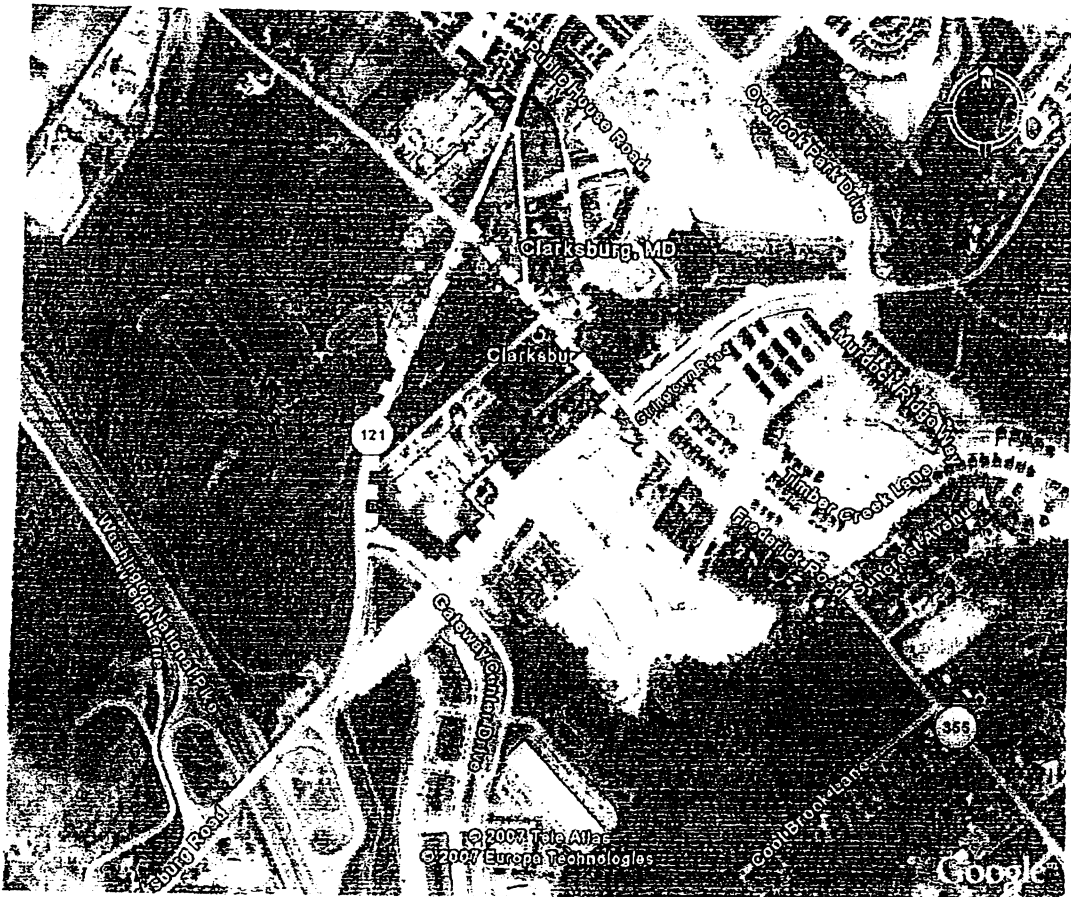
Clarksburg, WV 26031-1500
 304-785-1111
 August 11, 2010

Given the good access to the site, those working within a three-mile radius of the site will easily be able to shop at the retailers and dine at the restaurants at the proposed center.

STUDY AREA CHARACTERISTICS

Location

The proposed site is located at the intersection of Stringtown Road and Frederick Road in Clarksburg, Maryland. As proposed in the site plan, the development will offer 400 new condos / town home units in addition to the retail space.



Access

Local access to the proposed site is good in all directions provided by Frederick Road (north/south) and Stringtown Road (east/west). Regional access is fair as provided by Interstate 270, located approximately a half mile west of the proposed site.

Clarksburg, Maryland
Clarksburg, Maryland
January 11, 2007

Frederick Road is a two-lane road with a posted speed limit of 30mph in front of the site. Frederick Road is a state road that connects the site to Germantown to the south as well as Frederick in the north.

Stringtown Road is a four-lane divided road with a posted speed limit of 40mph. Stringtown Road connects the site to the new subdivisions being built east of the site as well as provides direct access to Interstate 270, located approximately a half mile west of the site. The interchange of I-270 and Clarksburg Road has been altered in recent years. Previously, traffic exited Interstate 270 to Clarksburg Road, which connected to Frederick Road approximately a quarter mile north of the site. Currently, Stringtown Road crosses Frederick Road and connects directly to Interstate 270.

Regional access to the site is provided by Interstate 270, located approximately a half mile west of the site. Interstate 270 is the main thoroughfare in the area that connects the area to metro Washington, DC and northern Maryland.

The latest traffic counts in the area, as provided by CoStar Property®, are shown in the following table.

Table 3: Traffic Counts

Location	Traffic Count	AADT
Frederick Rd. south of Stringtown Rd	13,175	2003
Frederick Rd. north of Clarksburg Rd.	10,775	2003
Clarksburg Rd. @ Gateway Center Dr.	11,950	2003
Interstate 270 north of Clarksburg Rd.	82,750	2003

Parking/Visibility

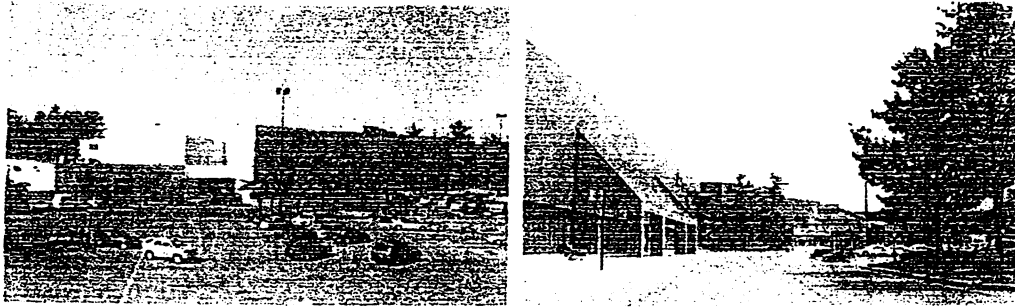
Parking for the area is assumed adequate for the proposed uses, with easy access to the retailers in the development. An overall parking ratio of 4.5 cars per 1,000 square feet gross, or higher, is anticipated for this town center. Visibility of the retail is also assumed to be very good along Frederick Road and Stringtown Road, with signage as required to assure good visibility of the retailers. It is further assumed that the proposed site will have no visibility from Interstate 270.

Other Shopping Areas

As part of GPG's field evaluation, most major shopping concentrations in and around the periphery of the defined trade area were visited. Regional retail competition in the market includes the following:

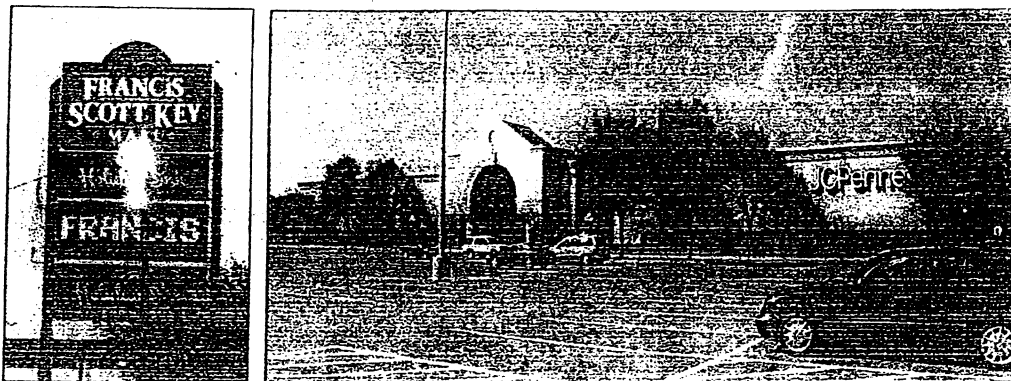
Maplewood Planning Board
 0510 Planning Board
 January 11, 2006

Lakeforest Mall (R1) is located south of the proposed site at the intersection of Frederick Road and Montgomery Village Road in Gaithersburg, Maryland. The mall offers 1,076,000 square feet of retail space anchored by JC Penney, Lord & Taylor, Macy's, and Sears. This older mall is the closest mall to the proposed site and includes only a few lifestyle tenants, such as Talbot's, that appeal to those with better income levels.



Lakeforest Mall is the closest retail competition to the proposed site.

Francis Scott Key Mall (R2) is the closest mall to the proposed site from the north. Francis Scott Key Mall is located at the intersection of Buckeystown Pike and Spectrum Drive in south Frederick, Maryland. This small regional mall offers a total of 709,581 square feet of retail space anchored by JC Penney, Macy's, Sears and Value City Department Store. The mall anchors a retail hub that includes many national big-box retailers such as Target, Home Depot, Lowe's Home Improvement, Wal-Mart Supercenter, Costco, Sam's Club, and Circuit City.

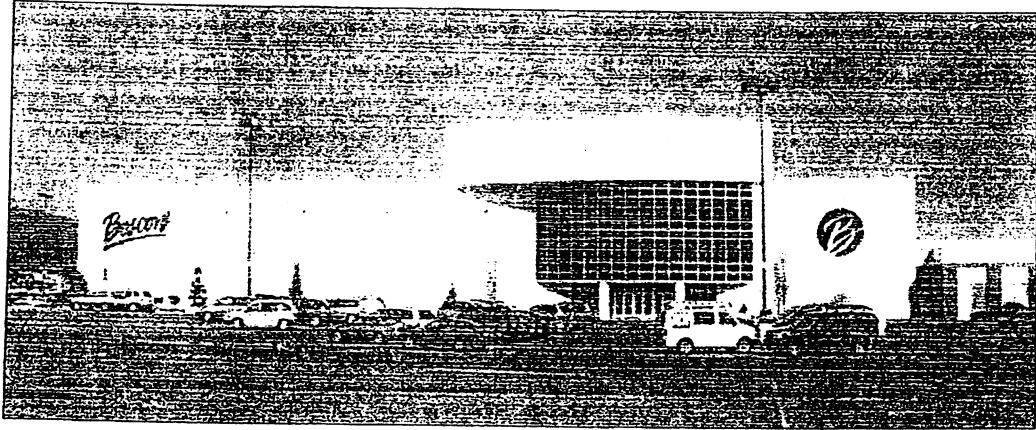


Francis Scott Key Mall features anchors such as Macy's, JC Penney and Sears, and serves as the draw for a hub of national big-box retailers.

Frederick Towne Mall (R3) is located in central Frederick, Maryland at the intersection of Patrick Street and Old National Pike. This mall offers a total of 602,771 square feet of retail space anchored by Boscov's,

*City of Frederick, Maryland
 Planning Department
 January 11, 2000*

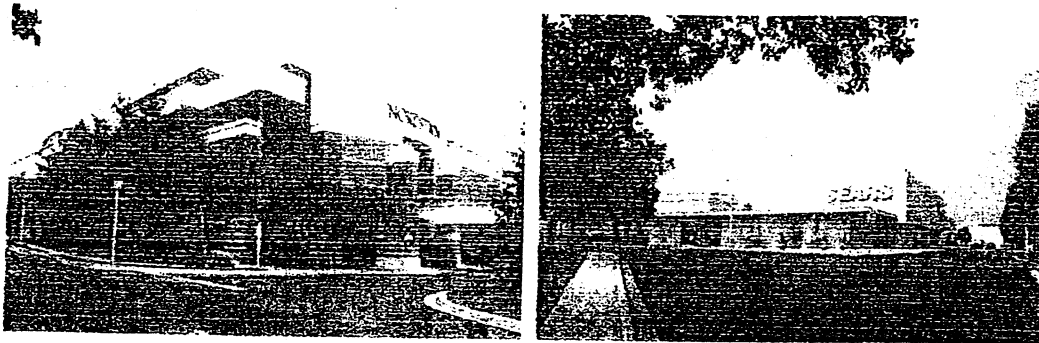
Bon-Ton, Home Depot and Hoyt's Cinema 10. Nearly half of all non-anchor tenants are vacant with very little fashion appeal.



Frederick Towne Mall, while anchored by Boscov's and Bob-Ton, is stressed by high vacancies.

Montgomery Mall (R4) is located approximately sixteen miles south of the proposed site at the intersection of Democracy Boulevard and Interstate 270 in Bethesda, Maryland. Montgomery Mall is the largest mall in the region, offering a total of 1,253,482 square feet of retail space anchored by Macy's, Sears, Nordstrom and P&G Cinemas. The mall is fashion-oriented, with many lifestyle tenants such as the Gap, Crate & Barrel, Victoria's Secret, and Coach.

Montgomery Mall has announced that it will add an outdoor lifestyle component to the enclosed mall, creating a retail hybrid that combines the traditional mall with the trendy outdoor shopping venues shoppers now crave. The planned lifestyle component will include 350,000 gross square feet and will begin construction early 2008 and take three to four years to build out.



Montgomery Mall, already the largest in the trade area, plans to add an outdoor lifestyle component.

PREPARED BY: MCGRAW HILL
COST ESTIMATING DEPARTMENT
JANUARY 11, 2008

White Flint Mall (R5) is located approximately sixteen miles south of the proposed site at the intersection of Rockville Pike and Nicholson Lane in Kensington, Maryland. The mall offers a total of 800,000 square feet of retail space anchored by Bloomingdale's, Lord & Taylor, Dave & Busters, AMC/Loews Cineplex and Borders Books & Music. This mall has many lifestyle tenants such as Banana Republic, The Coach Store, Gymboree, Pottery Barn, Pottery Barn Kids, Talbots, Victoria's Secret and Williams-Sonoma.



White Flint Mall is a lifestyle-oriented center featuring Lord & Taylor, Bloomingdale's, and AMC/Loews Cineplex.

Kentlands Square & Plaza (L1) is located south of the proposed site at the intersection of Highway 119 and Quince Orchard Road in Gaithersburg, Maryland. The shopping center and plaza offer a total of 649,640 square feet of retail space with Kmart, Giant Foods, Lowe's Home Improvement, Whole Foods, Stadium 8 Theatres, Michaels, England Custom Furniture, PetSmart, and Bally Total Fitness. A portion of the shopping center was developed as an outdoor, walkable downtown with a large residential component surrounding the entire development.



Kentlands Square & Plaza features an outdoor, walkable downtown surrounded by a residential development.

GARDNER & THE ARCHITECTS
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In addition to the regional shopping locations surrounding the proposed site is a mixture of community and neighborhood shopping locales. The strongest of these community-shopping nodes is Milestone Center that is located approximately three miles south of the proposed site at the intersection of Frederick Road and Ridge Road. This power shopping center includes many national "Big-Box" and "Mini-Box" retailers such as Home Depot, Kohl's, Target, Wal-Mart, Borders, Michaels, PetSmart, T.J. Maxx, Best Buy, Staples, Modell's, and Cost Plus World Market.

A second community node can be found north of the proposed site in south Frederick. This shopping node is anchored by Francis Scott Key Mall, as well as power centers Riverview Plaza and Frederick Crossing. The shopping node includes "Big-Box" units Wal-Mart Supercenter, Kohl's, Target, Best Buy, Sam's Club, Home Depot, Circuit City, Bassett Furniture, Costco and Lowe's Home Improvement. Other big- and mini-box units located at this intersection include a Borders, Ross Dress For Less, AC Moore, Michaels, PetSmart, Staples, and The Sports Authority.

Currently there are four neighborhood shopping center's proposed or approved in Clarksburg, Maryland. The first is the proposed Cabin Branch (Map Key N12) shopping center located at the intersection of Clarksburg Road and Interstate 270. The center is proposed for 97,480 square feet of retail space with Harris Teeter rumored as the major anchor. No completion date has been release.

Clarksburg Town Center (Map Key N18) is an approved shopping center to be located at the intersection of Frederick Road and Clarksburg Road. This center is expected to total 250,000 gross square feet, including 150,000 square feet of retail space and 100,000 square feet of office space. No major anchor or completion date has been released but is assumed to be completed prior to the opening of the proposed site.

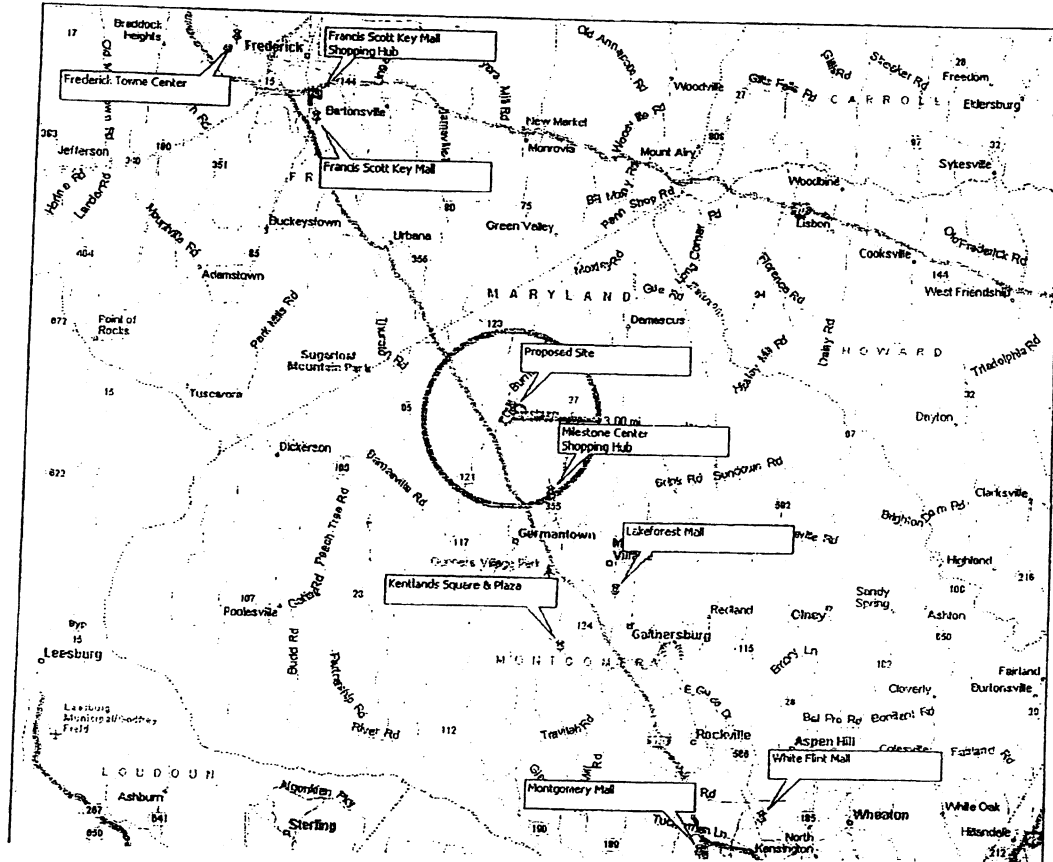
Clarksburg Village (Map Key N19) is an approved shopping center to be located at the intersection of Stringtown Road and Highway 355 in Clarksburg, Maryland. This center is to total 25,000 square feet, of which 20,000 square feet will be retail space and the remaining 5,000 square feet office and daycare space. No tenants or completion date have been released. The center is assumed to be completed prior to the opening of the proposed site.

Greenway Village (Map Key N20) is an approved shopping center to be located at the intersection of Skylark Road and Newcut Road in Clarksburg, Maryland. The center will include 89,000 square feet of retail space. No tenants or completion date have been released. The center is assumed to be completed prior to the opening of the proposed site.

Clarksburg Village
Clarksburg, Maryland
11/11/2008

Finally, a proposed shopping center named Urbana Village (Map Key N16) is to be built at the intersection of Highway 355 and Highway 80 in Urbana, Maryland. The development is expected to include 94,000 square feet with a 50,000 square foot grocery store as an anchor. Completion is expected for Spring 2008.

The following map depicts the location of all major area retail centers in the market. Please refer to the larger maps in the Appendix for a detailed location of the major competitive nodes in the area.



SUMMARY OF FINDINGS

As a result of GPG's qualitative analysis, this study finds that the proposed retail at the site has an opportunity to create a unique shopping experience for those consumers in Clarksburg as well as in northern Montgomery County. While there are many existing shopping alternatives in the area, the suggested retail at the proposed site will be better positioned to provide a more convenient shopping alternative to

Clarksburg, Maryland FIRST DRAFT
 City Planning Board, Inc.
 January 11, 2007

the many new housing developments at and near the site as well as better appeal to the higher incomes found in the market.

It is GPG's professional opinion that approximately 157,000 square feet of retail and restaurant space is supportable at the proposed site by 2010. GPG recommends this supportable retail includes 40,000 square feet for a quality grocery store, such as Harris Teeter, Giant Food or Bloom, 14,000 square feet for a drugstore such as CVS or Walgreen's, and 12,500 square feet for furniture, home décor and accessories with retailers such as Kirkland's Home or Ethan Allen.

The remaining supportable retail at the site includes 18,000 square feet for women's apparel, 4,000 square feet for men's apparel, 10,000 square feet for unisex apparel, 4,500 square feet for shoe's and accessories, 18,000 square feet for restaurants with liquor, 12,000 square feet for casual restaurants, 8,000 square feet for personal services, 2,500 square feet for alcoholic beverages, 2,500 square feet for specialty foods, 2,500 square feet for health and beauty, 2,000 square feet for jewelry, 2,000 square feet for sporting goods, 1,500 square feet for computers and electronics, 1,500 square feet for optical, and 1,500 square feet for pet supplies.

Table 4: Supportable Retail

Retail Category	2010		Sales Per S/F	2012	
	Recommended Supportable Space	Projected Annual Sales		Projected Annual Sales	Sales Per S/F
Women's Apparel	18,000	\$8,550,000	\$475	\$10,260,000	\$570
Men's Apparel	4,000	\$1,900,000	\$475	\$2,280,000	\$570
Unisex Apparel	10,000	\$4,100,000	\$410	\$4,950,000	\$495
Shoes & Accessories	4,500	\$1,575,000	\$350	\$1,890,000	\$420
Total Apparel, Shoes & Accessories	36,500	\$16,125,000	\$442	\$19,380,000	\$531
Grocery	40,000	\$17,000,000	\$425	\$20,400,000	\$510
Specialty Food Stores	2,500	\$1,125,000	\$450	\$1,350,000	\$540
Alcoholic Beverages	2,500	\$1,312,500	\$525	\$1,575,000	\$630
Restaurant W/Liquor	18,000	\$11,250,000	\$625	\$13,500,000	\$750
Restaurant W/O Liquor	12,000	\$5,100,000	\$425	\$6,120,000	\$510
Total Food & Restaurant	75,000	\$35,787,500	\$477	\$42,945,000	\$573
Appliances, Computers & Electronics	1,500	\$637,500	\$425	\$765,000	\$510
Drug Store / Pharmaceutical	14,000	\$6,650,000	\$475	\$7,980,000	\$570
Health and Beauty Store	2,500	\$900,000	\$360	\$1,087,500	\$435
Furniture, Home Décor & Accessories	12,500	\$5,000,000	\$400	\$6,000,000	\$480
Jewelry Store	2,000	\$1,050,000	\$525	\$1,260,000	\$630
Optical / Vision Care	1,500	\$637,500	\$425	\$765,000	\$510
Personal Services	8,000	\$3,040,000	\$380	\$3,640,000	\$455
Pet Supply Store	1,500	\$412,500	\$275	\$495,000	\$330
Sporting Goods Store	2,000	\$750,000	\$375	\$900,000	\$450
Total Other Retail	45,500	\$19,077,500	\$419	\$22,892,500	\$503
Total Recommended Retail Space	157,000	\$70,990,000	\$452	\$85,217,500	\$543

Developing Market Risk of Demand
Global Planning Solutions
August 11, 2009

WHAT PUBLISHING DATE?

Please refer to the Appendix for a complete recommended and supportable retail mix for the proposed site.

The proposed shopping center should be unique in appeal and, as such, both national and regional retail tenants for apparel and restaurants are recommended. The local retailers/restaurants can be existing retailers and restaurants in nearby communities that are currently operating space in the greater Clarksburg market.

Rationale

The rationale for recommending the above tenants is presented below:

- **Growing Population Base** The primary trade area has an adjusted estimated 2007 population of 54,165 persons, which is projected to grow to 72,300 persons by 2012, a 33.5% projected increase over the five-year period. The strongest growth (157.1%) is projected in the home census tract of 3.02. The secondary trade area adds an additional 87,825 persons to the population base, for a total trade area population of 142,000 persons, which is projected to grow to 165,930 persons by 2012, a 16.9% increase over the five-year period. Much of the population growth is reflective of the suburban growth found in the area surrounding the greater Washington, DC market.
- **Strong Tapestry Lifestyles** The trade area lifestyles reflect a mixture of young professional families and older, established households with older children or empty nesters. The majority of households are professionally employed and college educated, with median household incomes higher than the national average.
- **Strong Trade Area Household Incomes** Incomes within both defined trade areas are above the U.S. average. The median, per capita and average household incomes for the primary trade area are reported as \$93,950/\$40,115/\$111,500 and total trade area are reported as \$91,920/\$39,320/\$111,565. The new housing to be developed at the site will continue to attract residents with higher household incomes.
- **Limited Retail Competition Appealing to the Area's Income Base** Few quality retail, restaurants and entertainment alternatives are present within the primary and total trade areas. Many of the existing retailers are older and lack the appeal that many of the recommended retailers at the proposed site attract. The strong community and regional based retail hubs north and south of the

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defined trade areas will not have a substantial impact on the proposed site.

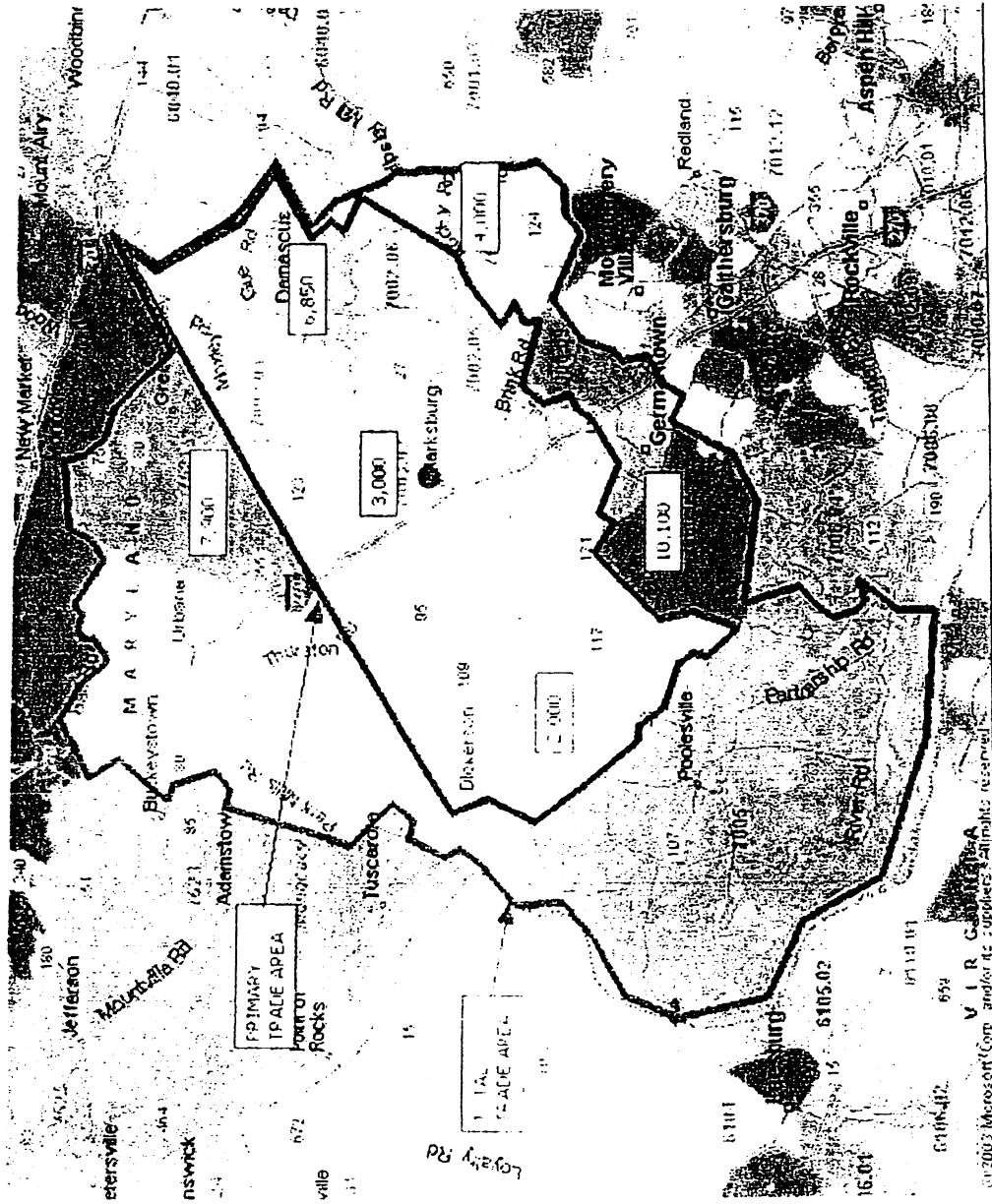
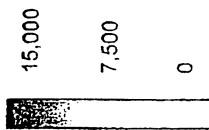
- Other significant trade area demographics include 45% of the total trade area population having at least a Bachelor Degree. The residents within both the primary and total trade areas are predominantly white (76% and 68%) and have white-collar positions (78% and 77%). Median ages within a 1, 3, and 5 mile radius are 39.5 years, 33.8 years and 32.1 years respectively.
- **Unique Shopping Experience** The proposed center will offer a unique shopping experience that will not only serve the needs of the residents located at or near the proposed site, but will also appeal to those with better incomes throughout the Clarksburg market.

**Supportable Retail Development
Proposed Shopping Center
Clarksburg, Maryland**

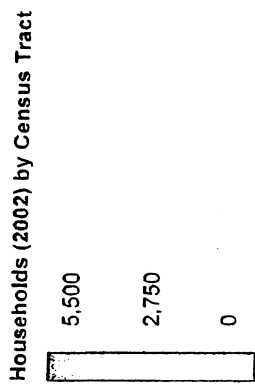
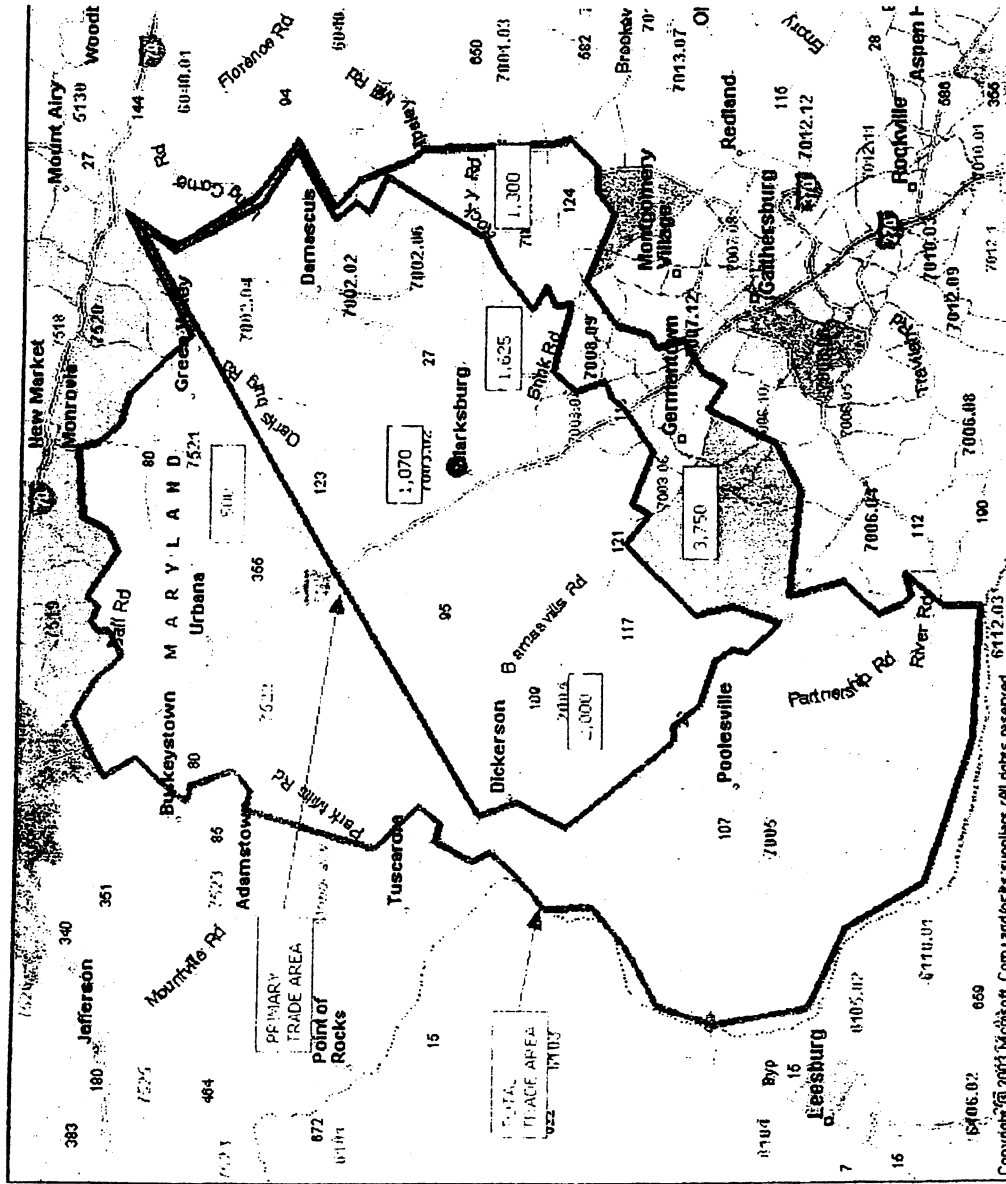
Retail Category	2011		2012		Rec. Supportable Space	Collected Annual Sales	Sales Per S/F	2012		Retailers Such As:
	Primary Trade Area ('000's)	Total Trade Area ('000's)	Primary Trade Area ('000's)	Total Trade Area ('000's)				Projected Annual Sales	Projected Sales Per S/F	
Department Store	\$133,336	\$319,824	\$151,815	\$348,455	0	\$0	\$0	\$0	\$0	
Discount Department Store	\$183,203	\$381,189	\$209,650	\$425,945	0	\$0	\$0	\$0	\$0	
Total Department Store	\$316,539	\$701,023	\$361,465	\$774,400	0	\$0	\$0	\$0	\$0	
Women's Apparel	\$50,884	\$122,021	\$59,325	\$136,201	18,000	\$8,550,000	\$475	\$10,260,000	\$570	Draper's & Daimon's, New York & Company, Coldwater Creek, White House / Black Market, Chico's, Ann Taylor
Men's Apparel	\$29,336	\$69,923	\$34,014	\$77,546	4,000	\$1,900,000	\$475	\$2,280,000	\$570	Jos. A. Bank
Unisex Apparel	\$57,215	\$135,705	\$68,157	\$154,890	10,000	\$4,100,000	\$410	\$4,950,000	\$495	Eddie Bauer, Orvis
Children's Apparel	\$22,355	\$53,608	\$25,804	\$59,117	0	\$0	\$0	\$0	\$0	
Shoes & Accessories	\$41,932	\$41,932	\$20,004	\$45,843	4,500	\$1,575,000	\$350	\$1,890,000	\$420	Brighton Collectables and Rockport or athletic shoe store
Total Apparel, Shoes & Accessories	\$17,483	\$423,189	\$207,303	\$473,597	36,500	\$16,125,000	\$442	\$19,380,000	\$531	
Grocery	\$172,255	\$404,574	\$188,208	\$445,446	40,000	\$17,000,000	\$425	\$20,400,000	\$510	Harris Teeter, Giant Food or Bloom
Specialty Food Stores	\$31,437	\$76,119	\$36,147	\$83,795	2,500	\$1,125,000	\$450	\$1,350,000	\$540	GNC or Vitamin Shoppe
Alcoholic Beverages	\$31,464	\$72,702	\$37,303	\$82,636	2,500	\$1,312,500	\$525	\$1,575,000	\$630	Local Beer/Wine retailer
Restaurant W/Liquor	\$109,676	\$254,476	\$129,080	\$285,954	18,000	\$11,250,000	\$625	\$13,500,000	\$750	Outback Steakhouse, Bonefish, Austin Grill or Carrabba's
Restaurant W/O Liquor	\$93,808	\$218,144	\$110,589	\$245,467	12,000	\$5,100,000	\$425	\$6,120,000	\$510	Panera Bread, Starbucks or Caribou Coffee, Cold Stone Creamery or Marble Slab, Baja Fresh or Chipotle, local thai restaurant / Noodles & Company
Total Food & Restaurant	\$438,640	\$1,026,015	\$511,326	\$1,145,300	75,000	\$35,787,500	\$477	\$42,945,000	\$573	

Clarksburg, Maryland Trade Area Population Map

Population (2002) by Census Tract



Clarksburg, Maryland Trade Area Households Map



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MAJOR SHOPPING CENTER COMPETITION
Clarksburg, Maryland

Map Key	Center Name	Address	City	GLA	Anchors	Anchor S/F	Apparel & Shoes	Food Store & Restaurant	Personal Services	Financial Services Office	Other	Vacancy	Total Ancillary
R1	Regional Shopping Centers Lakelorest Mall	Frederick & Montgomery village Rd.	Gaithersburg	1,078,000	J.C. Penney Lord & Taylor Macy's Sears	148,000 149,867 123,200 205,000	47	26	11	11	54	8	157
R2	Francis Scott Key Mall	Buckeystown Pike	Frederick	709,581	J.C. Penney Macy's Sears Value City Department Stores	101,293 139,330 125,915 69,444	24	9	10	4	36	1	84
R3	Frederick Towne Mall	Patrick St. & Old National Pike	Frederick	602,771	Home Depot Hoyts Cinema 10 Bon-Ton Bosco's	108,000 32,000 70,000 185,000	6	1	4	1	14	22	48
R4	Montgomery Mall	Democracy Blvd & I-270	Bethesda	1,253,482	Macy's Sears Nordstrom P&G Cinemas	218,306 204,900 212,800	67	35	9	5	85	8	189
R5	White Flint Mall	Rockville Pike & Nicholson Ln.	Kensington	800,000	Bloomingdale's Borders Books & Music Dave & Buster's AMC / Loews Cineplex Lord & Taylor	250,000 41,000 65,000 45,000 120,000	27	14	13	4	43	9	110
R8	Kentlands Square & Plaza	Hwy 119 & Quince Orchard Rd.	Gaithersburg	649,640	Kmart Giant Foods Lowe's Home Improvement Whole Foods Stadium 8 Theatres Michaels England Custom Furniture PetSmart Bally Total Fitness	104,230 60,864 102,250 36,000 30,000 23,296 10,500 18,000 23,000	10	50	38	34	21	5	158

**MAJOR SHOPPING CENTER COMPETITION
Clarksburg, Maryland**

Map Key	Center Name	Address	City	GLA	Anchors	Anchor S/F	Apparel & Shoes	Food Store & Restaurant	Personal Services Office	Financial Services Office	Other	Vacancy	Total Ancillary
P1	Milestone Center	Ridge Rd. & Frederick Rd.	Germentown	868,000	Home Depot Kohl's Michaels PetSmart T.J. Maxx Target Wal-Mart Best Buy Borders Staples Models World Market Giant Food Pep Boys	105,000 85,000 35,000 26,137 30,000 115,000 155,000 45,000 30,000 18,000 15,000 25,000 45,000 20,000	3	10	10	2	5	2	32
P2	Frederick Crossing	Gullford & Urbana Pike	Frederick	444,022	Wal-Mart Supercenter Kohl's AC Moore Off Broadway Shoes Maxine Furniture Bassett Furniture Best Buy Ross Dress For Less	205,000 86,564 20,423 25,000 N/A 12,100 45,212 30,139	2	3	0	1	7	1	14
P3	Riverview Plaza	Urbana Pike & Genstar Dr.	Frederick	438,692	Bed, Bath & Beyond Borders Home Depot Michaels PetSmart Staples Target The Sports Authority	38,911 25,000 128,372 19,257 26,231 24,169 122,519 43,189	1	3	0	1	5	0	10

MAJOR SHOPPING CENTER COMPETITION
Clarksburg, Maryland

Map Key	Center Name	Address	City	GLA	Anchors	Anchor S/F	Apparel & Shoes	Food Store & Restaurant	Personal Services	Financial Services / Office	Other	Vacancy	Total Ancillary
Community Shopping Centers													
C1	Twin Arch Shopping Center	Ridge Rd. & Twin Arch Rd.	Mount Airy	175,454	Home Goods T.J. Maxx Weis Market CVS	30,000 57,514 39,950 11,000	0	5	5	4	4	0	18
C2	Mount Airy Shopping Center	Ridge Rd. & Ridgewille Blvd.	Mount Airy	233,583	Wal-Mart Safety Rite Aid	101,294 56,223 9,128	2	7	6	3	5	0	23
C3	Westview Promenade	Buckeystown Pike & Crestwood	Frederick	186,219	Westview Regal Cinema 18 Champion Billiards	57,000 32,882	8	14	5	2	4	4	37
C4	Germanatown Commons	Germanatown Rd. & Middlebrook Rd.	Germanatown	181,745	DSW Bed, Bath & Beyond Petco Office Depot Giant Foods	26,136 28,006 14,868 18,014 46,756	0	9	4	1	3	2	19
C6	Quince Orchard Plaza	Hwy 124 & Bank St.	Gaithersburg	253,000	Circuit City Rite-Aid Magruder's Staples	32,514 13,000 23,790 15,000	0	8	4	2	3	0	17
C7	Gaithersburg Square	Frederick & Montgomery Village	Gaithersburg	215,469	Ross Dress For Less Bed, Bath & Beyond Borders Books & Music CVS	24,316 32,289 28,151 12,000	1	12	5	2	5	0	25
C8	Montgomery Village Plaza	Lost Knife Rd. & Montgomery Village	Gaithersburg	112,325	Marshall's Trader Joe's Zeyna Furniture Gallery	25,000 8,400 18,000	0	6	6	2	6	2	22
C9	Montgomery Village Center	Montgomery Village & Stedwick	Montgomery Village	176,129	Big Lots Dollar Tree Giant Food CVS	24,050 12,050 24,500 15,000	0	15	11	5	3	1	35

MAJOR SHOPPING CENTER COMPETITION
Clarksburg, Maryland

Map Key	Center Name	Address	City	GLA	Anchors	Anchor S/F	Apparel & Shoes	Food Store & Restaurant	Personal Services	Financial Services Office	Other	Vacancy	Total Ancillary
Neighborhood Shopping Centers													
N2	Ridgeview Shopping Center	Ridge Rd. & Bethesda Church Rd.	Damascus	91,000	Weis Markets	50,000	0	2	4	3	2	1	12
N3	Damascus Shopping Center	Main St. & Woodfield	Damascus	124,554	Safeway	45,000	0	3	3	6	1	6	19
N4	Shops at Town Center	Germanatown Rd. & Middlebrook Rd.	Germanatown	107,540	Safeway	45,000	0	12	8	8	5	1	34
N5	Germanatown Plaza	Germanatown Rd. & Wisteria	Germanatown	95,050	Loite Plaza (Asian & Intl Market)	30,000	0	12	7	4	5	1	29
N6	Kingsville Village Center	Germanatown Rd. & Clopper	Germanatown	114,000	Giant Food	57,600	0	3	6	0	1	2	12
N7	Germanatown Square Center	Wisteria & Hwy 119	Germanatown	108,093	Washington Sports Club CVS	24,000 9,000	1	9	9	1	4	1	25
N8	Cloppers Mill Shopping Center	Hwy 119 & Materly	Germanatown	137,035	Shoppers Club CVS	70,057 9,720	0	7	5	2	2	3	19
N9	Goshen Oaks	Goshen Rd. & Snouffer	Montgomery Villag	59,089	Safeway	48,500	0	3	4	0	0	0	7
N10	Goshen Crossing	Goshen Rd. & Snouffer	Montgomery Villag	78,456	Giant Food	55,311	0	1	3	1	1	0	6
N11	Fox Chapel Center	Frederick & Middlebrook	Germanatown	115,230	Giant Food	52,660	1	7	3	7	1	2	21
N12	Proposed Cabin Branch	Clarksburg Rd. & I-270	Clarksburg	97,480	Harris Teeter	59,500			Construction has not begun.				
N13	Clarksburg Highlands	Frederick & Stringtown	Clarksburg	13,734	Mattress Discounters	3,000	0	3	5	1	0	2	11
N14	Urbana Town Center	Urbana Rd. & Sugarloaf Pkwy	Urbana	137,906	Super Giant Food	40,000	2	4	9	1	1	7	24
N15	Poolesville Plaza	Fisher Ave. & Cattail Rd.	Poolesville	55,000	Selby's Market CVS	35,000 12,000	0	1	3	1	0	1	6
N16	Proposed Urbana Village	Hwy 355 & Hwy 80	Urbana	94,000	Grocery anchor	50,000			Proposed for Spring 2008				
N17	Hyatt Center	Frederick & Fire Tower Rd.	Hyatt	20,000	Community Bank	3,000	0	2	5	2	1	0	10
N18	Clarksburg Town Center	Frederick Rd. & Clarksburg Rd.	Clarksburg	150,000	N/A				Approved Office/Retail center totaling 250,000 GSF.				
N19	Clarksburg Village	Stringtown Rd. & Hwy 355	Clarksburg	20,000	N/A				Approved Office/Retail/Daycare center with a total of 25,000 GSF.				
N20	Greenway Village	Skyline Rd. & Newcut Rd.	Clarksburg	89,000	N/A				Approved center. Not currently under construction.				

Business-Facts: Daytime Occupation Report
Clarksburg, Maryland

Description	0.00 - 1.00 miles		0.00 - 3.00 miles		0.00 - 5.00 miles	
	Radius	% To Total	Radius	% To Total	Radius	% To Total
Total Employment	1,396		6,935		32,927	
Executive and Professional	378	27.1%	1,831	26.4%	11,002	33.4%
Management	110	7.9%	598	8.6%	2,676	8.1%
Sales and Marketing	103	7.4%	412	5.9%	3,857	11.7%
Health-Legal-Social	29	2.1%	111	1.6%	787	2.4%
Engineer-Science-Computer Professional	38	2.7%	329	4.7%	1,709	5.2%
Educators	74	5.3%	272	3.9%	1,428	4.3%
Journalists-Creative Professional	24	1.7%	110	1.6%	545	1.7%
Administration and Support	380	27.2%	1,766	25.5%	8,663	26.3%
Management Support	56	4.0%	241	3.5%	1,204	3.7%
Admin-Clerical Support	280	20.1%	1,256	18.1%	6,036	18.3%
Technical Support	45	3.2%	269	3.9%	1,424	4.3%
Service Personnel	106	7.6%	297	4.3%	3,499	10.6%
Health Care Personnel	13	0.9%	27	0.4%	227	0.7%
Food and Beverage	25	1.8%	101	1.5%	2,230	6.8%
Personal Services	19	1.4%	87	1.3%	646	2.0%
Protective Services	50	3.6%	82	1.2%	396	1.2%
Trade and Labor	531	38.0%	3,041	43.9%	9,763	29.7%
Construction	207	14.8%	769	11.1%	2,052	6.2%
Installation and Repair	109	7.8%	539	7.8%	2,072	6.3%
Craft Production	33	2.4%	307	4.4%	1,226	3.7%
Machine Operators	9	0.6%	230	3.3%	638	1.9%
Assemblers	9	0.6%	398	5.7%	1,099	3.3%
Transportation	79	5.7%	294	4.2%	884	2.7%
Agriculture	18	1.3%	163	2.4%	576	1.7%
Laborers	67	4.8%	340	4.9%	1,215	3.7%

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Housing Development
Clarksburg, Maryland

Map ID	Project Name	Start Date	Project Location	Units Approved	Units Constructed	Units Remaining	Units Assumed Completed by 2010	Units Assumed Completed by 2012
1	Boys Highlands	11/18/2004	Shiloh Church Road, 2800' South of Conus Road	1	1	0	1	1
2	Boys Highlands	7/29/2007	Southwest Quadrant, Intersect of Clarksburg Road and West Old Baltimore Road	2	2	0	2	2
3	Cabin Branch	6/30/2004	West Side of Clarksburg Road 1600' N of Frederick Road	2,099	2,099	0	150	450
4	Calewa Manor (ARP)	4/11/1996	Southeast Quadrant, Intersection Frederick Road/Clarksburg Road	39	0	3	0	0
5	Clarksburg Town Center	9/28/1995	Intersection Sitingtown Road/MD355/MD27	1,300	561	1	300	561
6	Clarksburg Village	12/23/2004	Intersection of Sitingtown Road and MD355 and MD27	943	443	1	443	150
7	EastSide	6/22/2005	Southwest Side Frederick Road, 2500' N West Old Baltimore Road	1,644	1,620	1	300	443
8	Gateway Commons	8/4/2005	South Side Piedmont Road Approximately 200' se Janbeall Court	265	265	0	150	300
9	Greenway Village	2/7/2002	Southwest Intersect Piedmont Road/Hawkas Road on West Side Ridge Road	286	286	0	150	265
10	Greenway Villages at Clarksburg Phase 3.4.5	2/7/2002	North/South Sides West Old Baltimore Road, Immediately East of 1270	271	242	1	8	286
11	Lithicum East Property (Summerfield Crossing) Under Review**	7/11/2002	East Side Frederick Road Approximately 2,200' n Clarksburg Road	567	567	0	242	242
12	R.T. Shaffer	3/31/2005	Shawnee Lane, 0' East of Gateway Center Drive	255	12	1	567	150
13	Shiloh Church Road	9/23/2004	Southwest Quadrant, Intersection of Clarksburg Road/1270	252	252	0	150	255
14	Thompson Farm	6/1/2006	Northwest Side of Ganley Road, Approximately 500' Northwest of Barnesville Road	9	5	1	5	5
15	Tregoning/Dameron Properties	11/4/2004	Southwest Quadrant, Intersection of Hammill Road and Frederick Road	1	1	0	1	1
16	Woodcrest	6/26/2003	South Quadrant, Intersection of Hammill Road and Frederick Road	17	16	1	16	16
17		9/9/2004	Southeast Quadrant, Intersection Frederick Road/Sitingtown Road	91	54	1	54	54
18				86	77	1	77	77
19							2,056	3,568
20	Martens Property (Clarksburg Heights)	4/4/2002	Frederick Road Northwest and Southwest of West Old Baltimore Road	325	70	1	70	70
21	Tapscott	7/26/2007	North/South Sides of Sitingtown Road, e/West Side of Newcut Road w of MD27	77	77	0	77	77
22	The Highlands at Clarksburg	7/24/2003		204	39	1	39	39
				Total Census Tract 3.02			2,056	3,568
				Total Census Tract 3.04			70	70
				Total Census Tract 2.05			39	39
				Total Census Tract 2.05			116	116

Data provided by the Montgomery County Planning Department

Housing Development
Clarksburg, Maryland

MD	Project Name	Location	Start Date	Units Available	Units Remaining	Units Completed by 7/2017	Units Remaining by 7/2017
1	Boyd's Highlands	Shiloh Church Road, 2800' South of Conus Road	11/18/2004	1	0	1	1
2	Boyd's Highlands	Southwest Quadrant, Intersect of Clarksburg Road and West Old Baltimore Road	7/25/2007	2	0	2	2
3	Cabin Branch	West Side of Clarksburg Road 1500' N of Frederick Road	6/30/2004	2,099	0	2,099	2,099
4	Catawba Manor (ARP)	Southwest Quadrant, Intersection Frederick Road/Clarksburg Road	4/11/1996	39	0	39	0
5	Clarksburg Town Center	Intersection Stingtown Road/MD355/MD27	9/28/1995	1,300	0	561	0
6	Clarksburg Village		12/23/2004	843	0	443	0
7	EastSide	Intersection of Stingtown Road and MD355 and MD27	12/23/2004	1,644	1	1,620	443
8	Gateway Commons	Southwest Side Frederick Road, 2500' N West Old Baltimore Road	6/22/2006	265	0	265	0
9	Gateway Village	South Side Piedmont Road Approximately 200' ss Janbeal Court	8/4/2005	286	0	286	0
9	Greenway Village	Southwest Intersect Piedmont Road/Hawkes Road on West Side Ridge Road	2/7/2002	486	1	8	8
9	Greenway Village		2/7/2002	271	0	242	242
9	Greenway Village at Clarksburg Phase 3,4,5	North/South Sides West Old Baltimore Road, Immediately East of I270	7/11/2002	567	0	567	0
10	Linthicum East Property (Summerfield Crossing) Under Review	East Side Frederick Road Approximately 2,200' n Clarksburg Road	3/31/2005	255	1	252	150
11	Linthicum West Property	Shawnee Lane, 0' East of Gateway Center Drive	9/23/2004	252	0	252	0
13	R.T. Shaffer	Southwest Quadrant, Intersection of Clarksburg Road/I-270	8/12/2006	9	0	5	5
14	Shiloh Church Road	Northwest Side of Ganley Road, Approximately 500' Northwest of Barnesville Rd.	11/4/2004	1	0	1	1
17	Thompson Farm	South Quadrant, Intersection of Hammermill Road and Frederick Road	6/26/2003	17	0	16	16
18	Tregoning/Dameron Properties	South Quadrant, Intersection of Frederick Road/Stingtown Road	9/8/2004	81	1	54	54
19	Woodcrest	Southwest Quadrant, Intersection, Frederick Road/Stingtown Road	9/8/2004	86	1	77	54
							77
					Total Census Tract 3.02		2,056
							3,988
12	Merlens Property (Clarksburg Heights)	Frederick Road Northwest and Southwest of West Old Baltimore Road	4/4/2002	325	1	70	70
					Total Census Tract 3.04		70
15	Tapscott		7/26/2007	77	0	77	77
16	The Highlands at Clarksburg	North/South Sides of SkyLark Road, e/West Sides of Newcut Road w of MD27	7/24/2003	204	1	39	39
					Total Census Tract 2.05		118

Data provided by the Montgomery County Planning Department

**INCOME BY HOUSEHOLD TABLE
PROPOSED SHOPPING CENTER - CLARKSBURG, MARYLAND**

Census Tract	Average Household Income	Total Household Income	Capital Income	Less than \$25,000		\$25,000-\$49,999		\$50,000-\$74,999		\$75,000-\$99,999		\$100,000-\$149,999		\$150,000 or Higher	
				Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent
2.02	\$88,301	\$77,851	\$30,504	297	11.1%	443	16.5%	516	19.3%	533	19.9%	645	24.1%	246	9.2%
2.04	\$94,817	\$77,943	\$33,649	49	6.9%	141	19.9%	142	20.0%	139	19.6%	143	20.2%	95	13.4%
2.05	\$148,666	\$118,493	\$44,461	47	2.8%	97	5.7%	166	9.8%	303	17.8%	535	31.5%	553	32.5%
2.06	\$139,861	\$103,779	\$42,413	60	3.4%	139	7.8%	236	13.3%	404	22.8%	456	25.7%	476	26.9%
3.02	\$131,202	\$108,939	\$46,927	156	5.6%	227	8.2%	303	10.9%	483	17.4%	898	32.4%	708	25.5%
3.04	\$116,545	\$101,014	\$43,332	128	4.5%	348	12.2%	408	14.3%	518	18.1%	859	30.1%	593	20.8%
3.08	\$97,413	\$90,363	\$39,771	138	5.7%	317	13.0%	499	20.5%	383	15.8%	775	31.9%	318	13.1%
3.09	\$79,392	\$71,175	\$32,679	82	4.0%	367	17.7%	668	32.3%	444	21.4%	406	19.6%	104	5.0%
3.10	\$89,303	\$79,261	\$37,096	106	6.1%	332	19.1%	339	19.5%	399	22.9%	431	24.7%	135	7.7%
4.00	\$148,722	\$112,158	\$54,899	98	11.8%	105	12.7%	71	8.6%	62	7.5%	241	29.0%	253	30.5%
Primary Trade Area	\$111,501	\$93,953	\$40,114	1,161	5.9%	2,516	12.9%	3,348	17.1%	3,668	18.7%	5,389	27.5%	3,481	17.8%
1.01	\$204,537	\$158,135	\$65,990	22	1.6%	52	3.7%	100	7.2%	131	9.4%	324	23.4%	758	54.7%
3.06	\$119,827	\$98,411	\$40,519	50	2.0%	299	12.1%	359	14.6%	550	22.3%	710	28.8%	497	20.2%
5.00	\$137,779	\$107,043	\$45,275	108	4.9%	228	10.4%	267	12.2%	382	17.4%	573	26.1%	639	29.1%
6.09	\$116,673	\$87,394	\$41,673	287	5.1%	851	15.0%	1,101	19.5%	1,024	18.1%	1,278	22.6%	1,116	19.7%
8.08	\$95,851	\$80,688	\$33,733	281	9.9%	448	15.9%	549	19.4%	467	16.5%	702	24.8%	379	13.4%
8.09	\$116,467	\$92,581	\$36,725	139	4.5%	328	10.7%	616	20.1%	591	19.2%	779	25.4%	618	20.1%
8.15	\$89,523	\$77,248	\$30,570	135	6.0%	373	16.6%	566	25.2%	409	18.2%	544	24.2%	222	9.9%
8.18	\$65,199	\$58,094	\$28,781	316	11.5%	845	30.8%	670	24.4%	511	18.6%	303	11.0%	98	3.6%
8.19	\$100,447	\$80,570	\$36,743	150	6.6%	328	14.4%	520	22.8%	476	20.9%	474	20.8%	328	14.4%
121.00	\$125,406	\$106,111	\$40,830	95	3.6%	255	9.7%	321	12.2%	468	17.7%	846	32.1%	654	24.8%
122.00	\$99,419	\$88,438	\$36,969	364	11.1%	400	12.2%	460	14.1%	665	20.3%	911	27.8%	473	14.5%
Secondary Trade Area	\$111,603	\$90,627	\$38,814	1,947	6.3%	4,407	14.3%	5,529	18.0%	5,674	18.4%	7,444	24.2%	5,782	18.8%
Total Trade Area	\$111,563	\$91,919	\$39,319	3,108	6.2%	6,923	13.8%	8,877	17.6%	9,342	18.8%	12,833	25.5%	9,263	18.4%
Clarksburg	\$129,402	\$106,883	\$45,028	95	6.4%	144	9.7%	166	11.2%	240	16.2%	451	30.5%	384	25.9%
Frederick County	\$90,667	\$75,676	\$33,250	9,109	10.9%	15,604	18.7%	16,481	19.7%	14,913	17.8%	17,383	20.8%	10,047	12.0%
Montgomery County	\$125,450	\$90,063	\$46,679	30,013	8.5%	51,511	14.6%	59,641	16.9%	52,053	14.8%	75,289	21.4%	83,423	23.7%
Maryland	\$87,460	\$65,627	\$33,153	334,556	15.6%	451,415	21.1%	419,573	19.6%	317,141	14.8%	363,557	17.0%	257,399	12.0%

**POPULATION BY AGE & EDUCATION
PROPOSED SHOPPING CENTER - CLARKSBURG, MARYLAND**

Census Tract	Median Age	Age 10-19		Age 20-29		Age 30-39		Age 40-49		Age 50-59		Age 60-69		Age 70 and Older		% Each Degree	% Each Degree Higher
		Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent		
2.02	34.7	1,330	17.1%	1,226	15.8%	1,350	17.4%	1,917	24.7%	1,396	18.0%	540	7.0%	540	7.0%	6.3%	34.9%
2.04	41.5	219	10.9%	305	15.2%	300	15.0%	480	23.9%	420	20.9%	281	14.0%	281	14.0%	6.0%	28.6%
2.05	37.1	875	15.4%	1,215	21.4%	559	9.8%	1,642	28.9%	1,075	18.9%	324	5.7%	324	5.7%	3.9%	58.4%
2.06	36.1	928	15.9%	1,276	21.8%	620	10.6%	1,658	28.4%	987	16.9%	371	6.4%	371	6.4%	7.6%	42.3%
3.02	42.8	960	12.4%	1,089	14.2%	904	11.6%	1,961	25.3%	1,782	23.0%	1,054	13.6%	1,054	13.6%	4.5%	44.1%
3.04	33.3	1,522	19.8%	1,003	13.1%	1,652	21.5%	2,388	31.1%	813	10.6%	298	3.9%	298	3.9%	5.5%	57.9%
3.08	33.1	1,015	17.0%	789	12.9%	1,373	23.1%	1,642	27.6%	964	16.0%	202	3.4%	202	3.4%	7.1%	48.4%
3.09	32.5	864	17.2%	679	13.5%	1,249	24.8%	1,487	29.7%	577	11.5%	167	3.3%	167	3.3%	7.0%	43.5%
3.10	32.2	654	15.6%	469	11.2%	1,189	28.4%	1,011	24.1%	706	16.8%	165	3.9%	165	3.9%	5.6%	49.6%
4.00	46.2	252	11.2%	291	12.9%	233	10.4%	519	23.1%	571	25.4%	385	17.1%	385	17.1%	6.2%	46.1%
Primary Trade Area	36.2	8,619	15.9%	8,332	15.4%	9,429	17.4%	14,715	27.2%	9,281	17.1%	3,787	7.0%	3,787	7.0%	5.9%	46.4%
1.01	43.2	642	14.9%	676	15.7%	397	9.2%	990	23.0%	1,120	26.1%	474	11.0%	474	11.0%	6.3%	58.9%
3.06	32.9	1,618	22.2%	1,143	15.7%	1,155	15.8%	2,349	32.2%	853	11.7%	173	2.4%	173	2.4%	9.2%	49.1%
5.00	39.1	972	14.5%	1,286	19.2%	761	11.4%	1,809	27.0%	1,381	20.6%	481	7.2%	481	7.2%	5.7%	41.2%
6.09	35.9	3,003	19.0%	2,249	14.2%	2,355	14.9%	4,978	31.4%	2,236	14.1%	1,017	6.4%	1,017	6.4%	7.0%	53.9%
8.08	32.4	1,434	17.8%	1,295	16.1%	1,610	20.0%	2,204	27.4%	1,136	14.1%	355	4.4%	355	4.4%	7.4%	36.2%
8.09	31.5	1,861	19.1%	1,687	17.3%	1,876	17.3%	2,772	28.5%	1,248	12.8%	285	3.0%	285	3.0%	8.1%	46.5%
8.15	32.5	1,045	15.9%	1,081	16.4%	1,433	21.8%	1,785	27.1%	972	14.8%	270	4.1%	270	4.1%	6.1%	42.9%
8.18	29.5	1,019	16.4%	1,004	16.2%	1,802	29.0%	1,604	25.8%	602	9.7%	184	3.0%	184	3.0%	6.5%	39.7%
8.19	32.5	1,064	17.1%	1,028	16.5%	1,291	20.7%	1,793	28.8%	865	13.9%	183	2.9%	183	2.9%	10.0%	42.2%
121.00	41.3	1,088	13.4%	1,385	17.1%	820	10.1%	2,199	27.1%	2,060	25.4%	555	6.9%	555	6.9%	6.5%	36.8%
122.00	44.1	793	9.0%	1,233	14.0%	1,390	15.8%	1,921	21.8%	2,093	23.8%	1,372	15.6%	1,372	15.6%	7.1%	28.1%
Secondary Trade Area	35.8	14,539	15.8%	14,067	16.0%	14,890	17.0%	24,404	27.8%	14,566	16.6%	5,360	6.1%	5,360	6.1%	7.3%	43.5%
Total Trade Area	36.0	23,158	16.3%	22,399	15.8%	24,319	17.1%	39,119	27.6%	23,847	16.8%	9,147	6.4%	9,147	6.4%	6.8%	44.6%
Clarksburg	42.3	553	12.7%	725	16.7%	437	10.1%	1,075	24.7%	996	22.9%	561	12.9%	561	12.9%	5.0%	51.8%
Frederick County	37.8	32,458	14.1%	35,289	15.3%	37,552	16.3%	58,958	25.6%	42,502	18.5%	23,564	10.2%	23,564	10.2%	6.5%	30.0%
Montgomery County	38.4	130,077	13.7%	135,621	14.3%	159,062	16.8%	230,454	24.3%	180,229	19.0%	113,904	12.0%	113,904	12.0%	4.6%	54.6%
Maryland	38.0	741,632	12.9%	827,354	14.4%	1,041,289	18.2%	1,351,507	23.6%	1,069,651	18.7%	695,943	12.2%	695,943	12.2%	5.3%	31.4%

**RACE AND EMPLOYMENT TABLE
PROPOSED SHOPPING CENTER - CLARKSBURG, MARYLAND**

Centimeter	% White	% African American	% Asian/Pac Islander	% Hispanic Ethnicity	% White Collar Employed	Business & Finance	Management	Education	Sales	Health	Office Administration
2.02	82.7%	8.0%	2.8%	7.4%	69.1%	3.1%	11.1%	5.8%	13.5%	4.5%	17.3%
2.04	93.0%	3.0%	0.3%	5.7%	68.9%	3.5%	12.6%	8.8%	9.7%	2.4%	19.3%
2.05	88.7%	3.2%	4.8%	5.4%	76.8%	12.3%	15.2%	10.6%	10.5%	5.6%	7.8%
2.06	88.7%	5.0%	3.3%	4.0%	75.7%	6.4%	13.1%	9.9%	7.1%	6.3%	14.9%
3.02	87.4%	6.3%	2.9%	3.7%	77.6%	6.6%	16.1%	8.1%	9.5%	5.2%	10.7%
3.04	53.5%	15.9%	25.1%	10.6%	84.9%	5.4%	18.8%	5.5%	9.9%	6.7%	13.6%
3.08	68.4%	14.9%	9.0%	9.0%	82.0%	8.7%	16.2%	5.2%	8.7%	3.6%	15.9%
3.09	57.9%	21.7%	9.1%	15.2%	78.8%	5.4%	12.4%	6.9%	9.3%	5.1%	14.2%
3.10	67.5%	14.3%	8.3%	11.9%	85.9%	4.9%	11.3%	7.9%	14.1%	6.6%	15.5%
4.00	84.7%	10.8%	1.1%	4.7%	74.0%	4.2%	17.8%	7.2%	7.7%	4.8%	9.7%
Primary Trade Area	75.9%	10.5%	7.8%	7.8%	77.9%	6.3%	14.6%	7.4%	10.1%	5.3%	13.7%
1.01	81.8%	8.4%	5.6%	4.6%	81.9%	6.2%	19.0%	8.7%	13.4%	7.3%	7.1%
3.06	54.2%	20.9%	14.7%	13.8%	79.9%	6.5%	14.4%	7.8%	8.3%	6.1%	14.7%
5.00	88.2%	6.7%	1.4%	4.7%	74.2%	7.7%	17.1%	5.6%	9.8%	4.6%	13.3%
6.09	56.9%	17.5%	18.1%	10.5%	81.6%	11.2%	14.6%	5.2%	9.0%	6.0%	11.9%
8.08	47.3%	23.8%	16.0%	16.4%	74.1%	4.6%	11.3%	5.0%	11.6%	6.3%	14.4%
8.09	48.7%	19.6%	20.0%	13.9%	80.5%	10.3%	12.3%	6.1%	9.8%	5.5%	12.5%
8.15	45.3%	28.8%	9.8%	18.3%	75.7%	7.9%	10.2%	5.6%	12.1%	4.7%	17.5%
8.18	45.5%	26.4%	14.5%	16.3%	75.8%	9.0%	8.1%	6.3%	12.2%	4.7%	14.0%
8.19	62.0%	17.2%	9.1%	13.8%	78.7%	8.6%	14.1%	6.5%	12.5%	6.0%	14.5%
121.00	94.5%	1.4%	1.7%	2.4%	73.3%	8.1%	13.5%	8.5%	7.5%	3.6%	17.1%
122.00	84.3%	12.7%	0.7%	0.8%	69.1%	6.9%	12.4%	5.7%	10.2%	5.2%	14.0%
Secondary Trade Area	63.4%	16.8%	11.2%	10.5%	77.0%	8.3%	13.3%	6.2%	10.2%	5.4%	13.7%
Total Trade Area	68.2%	14.4%	9.8%	9.5%	77.3%	7.5%	13.8%	6.7%	10.2%	5.4%	13.7%
Clarksburg	88.1%	4.3%	4.7%	4.5%	78.1%	7.8%	15.8%	8.3%	9.6%	5.4%	9.9%
Frederick County	86.3%	7.8%	2.3%	3.6%	67.5%	6.0%	11.5%	6.6%	10.6%	4.8%	14.4%
Montgomery County	58.1%	16.6%	13.9%	15.5%	79.6%	8.1%	13.5%	7.2%	9.9%	6.5%	11.3%
Maryland	60.1%	29.6%	5.0%	5.8%	69.1%	6.2%	10.5%	6.4%	10.8%	6.0%	15.0%

Primary Tapestry Lifestyles
Clarksburg, Maryland

Genre	Genre		Genre		Genre		Genre		Genre		Genre		Genre	
	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent	Count	Percent
2.02	0	0.0%	0	0.0%	369	13.8%	737	27.5%	1,033	38.5%	0	0.0%	0	0.0%
2.04	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2.05	881	51.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2.06	0	0.0%	0	0.0%	0	0.0%	988	55.8%	0	0.0%	0	0.0%	0	0.0%
3.02	0	0.0%	0	0.0%	2,775	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.04	2,409	84.4%	445	15.6%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.08	0	0.0%	2,430	100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.09	0	0.0%	1,022	49.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.10	0	0.0%	787	45.2%	0	0.0%	0	0.0%	1,049	50.7%	0	0.0%	0	0.0%
4.00	0	0.0%	0	0.0%	363	43.7%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Primary TA	3,290	16.8%	4,684	23.9%	3,507	17.9%	1,725	8.8%	2,082	10.6%	0	0.0%	0	0.0%
1.01	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.06	1,799	73.0%	0	0.0%	0	0.0%	666	27.0%	0	0.0%	0	0.0%	0	0.0%
5.00	0	0.0%	0	0.0%	0	0.0%	759	34.5%	0	0.0%	0	0.0%	0	0.0%
6.09	1,148	20.3%	1,736	30.7%	2,323	41.1%	0	0.0%	450	8.0%	0	0.0%	0	0.0%
8.08	1,253	44.3%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	659	21.5%	0	0.0%
8.09	1,800	58.6%	612	19.9%	0	0.0%	0	0.0%	0	0.0%	1,029	45.8%	0	0.0%
8.15	0	0.0%	741	32.9%	0	0.0%	479	21.3%	0	0.0%	0	0.0%	0	0.0%
8.18	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
8.19	0	0.0%	1,013	44.5%	0	0.0%	0	0.0%	0	0.0%	435	19.1%	0	0.0%
121.00	0	0.0%	0	0.0%	0	0.0%	1,060	40.2%	0	0.0%	0	0.0%	0	0.0%
122.00	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Secondary TA	6,000	19.5%	4,102	13.3%	2,323	7.5%	2,964	9.6%	2,573	8.4%	0	0.0%	0	0.0%
Total TA	9,290	18.5%	8,786	17.5%	5,830	11.6%	4,689	9.3%	4,655	9.2%	0	0.0%	0	0.0%

Segment Code: 04

Segment Name: *Boomburbs*

LifeMode Group: L1 High Society

Demographic: *Boomburbs* population and households had more growth from 2000 to 2003 than any other Tapestry segment. These neighborhoods are filled with young families living a busy, active lifestyle. Their median age is 34.0 years; most *Boomburbs* residents are between 35 and 44 years of age. The average household size is 3.1 people. Of the household types in this segment, 49 percent are married couples with children; 12 percent of these households have preschool age children. This figure is four points higher than the U.S. percentage of households with preschoolers. White is the predominant race in *Boomburbs* neighborhoods.

Socioeconomic: Two incomes support most of these households. Their median household income is over \$94,000, more than double that of the U.S. median. Their median net worth is nearly \$158,000, more than \$60,000 above the U.S. median net worth figure. More than 50 percent of these households receive additional income from interest, dividends, or rental properties. Male and female labor force participation rates are high. More than 50 percent of the *Boomburbs* population holds professional and management positions. Four percent work in architectural and engineering occupations, higher than any other segment and double the U.S. population percentage for those occupations. *Boomburbs* are highly educated; 34 percent hold a Bachelor's degree and 17 percent have attained a graduate degree.

Residential: *Boomburbs* houses have a high median home value of nearly \$250,000, more than \$100,000 higher than the U.S. average. With a home ownership rate of 91.2 percent, most of these families live in single-family homes. The percentage of housing in this segment occupied by renters is only 8.3, much below the U.S. percentage of 29.9 percent. Many of them work outside of their resident county; 36 percent cross county lines to work, compared to 24 percent for the U.S. *Boomburbs* neighborhoods are concentrated in the South Atlantic and Mountain states.

Preferences: *Boomburbs'* suburban lifestyle is reflected by their product preferences. They're active and buy golf clothing, ski clothing, and other athletic wear. To keep fit, they own and use treadmills and weight lifting equipment. More likely than any other Tapestry segment, *Boomburbs* residents will probably own a sport utility vehicle; they prefer to buy new cars. Many will own hot tubs. They take good care of their lawns and will buy lawn care materials and equipment. They frequent Starbucks for

coffee. *Boomburbs* are technically savvy. They own PDAs, camcorders, laptops computers, and MP3 players. *Boomburbs* households frequently own three or more cellular phones. They own stocks, re-financed home mortgages, and hold life insurance policies valued at more than \$500,000. They frequently track their investments over the Internet. They enjoy listening to talk radio and subscribe to business and finance magazines. They travel by air for domestic business and pleasure trips. They join business clubs, visit theme parks, purchase children's clothes, and rent videos or DVDs at Blockbuster. *Boomburbs* are likely to do their food shopping at upscale grocery stores such as Harris-Teeter.

Segment Code: 16

Segment Name: *Enterprising Professionals*

LifeMode Group: L2 Upscale Avenues

Demographic: Single or newly married, *Enterprising Professionals* have a median age of 32.5 years. Because 44 percent of this group is single, living alone or in shared households, they rank well above the U.S. average of 32 percent for single households. *Enterprising Professionals* rank fourth of all Tapestry segments with an annual household growth of 2.7 percent. Even though most of the residents in this segment are white, an above average percentage - 11.5 percent - of an Asian population is also represented.

Socioeconomic: Median household income exceeds \$62,200 for *Enterprising Professionals* household, well above the national median of \$46,600. Their median net worth is about average at \$92,500. These households earn 90 percent of their income from wages and salaries, yet almost 40 percent of *Enterprising Professionals* households have some form of interest, dividend or rental property income. Highly educated, 47 percent hold a college or graduate degree compared to the U.S. average of 25 percent. Nine percent are currently enrolled in college. Ranked in Tapestry's top five segments for labor force participation, these working professionals are employed in finance, computer, engineering and sales occupations.

Residential: Homeownership and renting is fairly evenly split. *Enterprising Professionals* would probably live in townhouses or apartments in cities with 65 percent of the housing having over five units in the structure. They live in newer housing units; 74 percent were built since 1980. Owned housing in these neighborhoods has a median household value of \$202,300. *Enterprising Professionals* are very mobile; 36 percent moved from a different city in 1995.

Preferences: Their lifestyle reflects their youth and growing consumer clout. *Enterprising Professionals* buy workout clothing, drink Starbucks coffee, own an electric grill and might rent a truck to move their household goods. *Enterprising Professionals* collect electronic equipment; they own handheld PDAs, DVD players and laptop computers. They buy books online, own spreadsheet and tax preparation software and rent and purchase DVDs. They contribute to 401-k retirement accounts, own renters' insurance policies, have bank overdraft protection and own mutual fund shares. *Enterprising Professionals* residents might write to newspaper and magazine editors, attend adult education classes, attend rock concerts and go to the movies. To stay physically fit, *Enterprising Professionals* take vitamins, practice yoga, take aerobics classes and jog. They enjoy travel for both business and pleasure making multiple trips both foreign and domestic. *Enterprising Professionals* search the Yellow Pages for dry cleaners, churches and TV/video/stereo equipment. Favorite media include airline and computer magazines, all-talk, alternative, and public radio and digital cable. Best Buy and Nordstrom are frequent shopping stops; they also order from amazon.com, barnes&noble.com and purchase airline tickets on-line. *Enterprising Professionals* enjoy dining out at the Cheese Factory, Hooters, Chili's Grill and Bar, with Chick-Fil-A and Del Taco as their top fast food choices.

Segment Code: 05

Segment Name: *Wealthy Seaboard Suburbs*

LifeMode Group: L1 High Society

Demographics: These older, married couples live in single-family homes. They have no young children, but an above average percentage of older children live at home. Their median age is 41.5 years; the majority of householders are between the ages of 45 and 54. Most of these residents are white; an above average Asian population is also represented.

Socioeconomic: With a median household income of \$87,100, these households earn almost twice that of the national median. More than half of these households supplement their income with interest, dividends, and rental income. More than 20 percent receive retirement income. They've accumulated more than \$186,800 in wealth, almost twice that of the national median. They are well educated, more than 40 percent hold Bachelor's or graduate degrees. Although half work in professional and managerial positions, *Wealthy Seaboard Suburbs* rank in Tapestry's top five segments for workers employed in local government.

Residential: These older, affluent neighborhoods are located in coastal metropolitan areas, primarily on the California and New England coasts. More than half of the homes in this segment were built between 1950 and 1969. These homes have a median value above \$304,400, over twice that of the national median. Of Tapestry's segments, these single-family homeowners are the least likely to have moved since 1995. They rank in Tapestry's top five segments for people who work outside their resident state; 12 percent commute more than 60 minutes to work.

Preferences: *Wealthy Seaboard Suburbs* like to shop at Bloomingdale's, Lord & Taylor, Macy's and Costco warehouse stores. They also order from the L.L. Bean and Land's End catalogs. They most recently purchased or leased an automobile manufactured by Jeep. They have a lawn maintenance service and hire outside contractors for home improvements. These computer-savvy residents own PCs, printers and laptop computers. They use the Internet for convenience over entertainment. They may have used financial planning services within the past 12 months, have a home equity line of credit and hold life insurance policies exceeding \$500,000. They carry homeowners/personal property insurance of \$300,000+. They enjoy sailing and winter sports such as ice skating, skiing, and attending ice hockey games. They travel domestically and overseas and are members of three or more frequent flyer clubs. They like to eat at Dunkin Donuts and Friendly's restaurants and drink Chock Full O' Nuts ground coffee. They like to gamble in Atlantic City and go to Disneyland. They listen to all-news, classical music and sports radio.

Segment Code: 06

Segment Name: *Sophisticated Squires*

LifeMode Group: L1 High Society

Demographics: *Sophisticated Squires* enjoy life in less densely populated areas. This segment is comprised of mostly married couples. More than 40 percent of these households have children; 22 percent have children between the ages of six and 17 years. Of these households, 11 percent have adult children. The median age of the population in *Sophisticated Squires* is 36.8 years; 57 percent of the householders in this segment are between 35 and 54 years of age. This segment is not ethnically diverse; most of these residents are white.

Socioeconomic: *Sophisticated Squires* residents are well educated; 23 percent hold a Bachelor's degree. Their median income is just above \$78,000, over \$30,000 more than the U.S. household income median.

Wage or salary income is earned by 90 percent of the households, 12 percent higher than the U.S. value. Interest, dividends, or rental income are additional income sources for 48 percent of the households. The median net worth of this segment is \$151,500, more than \$50,000 above the U.S. value. Labor force participation rates are high for males and females. *Sophisticated Squires* hold professional employment positions. The male labor force participation rate is 82 percent and the female rate is 68 percent. Many women are part-time workers; at 62 percent, this figure is slightly higher than the U.S. value of 56 percent.

Residential: Concentrated in the Atlantic coast states, 90 percent of these households live in single-family detached houses. This figure is much higher than the U.S. value of 61 percent. Of the households in this segment, 91 percent own their homes; the percentage of housing units occupied by renters is only 8.6 percent. The median value of homes in this segment is \$195,000. About 75 percent of the homes in the area were built before 1989, and 55 percent were built between 1970 and 1989. More than half of these households own two vehicles; 29 percent have three or more vehicles.

Preferences: Golf is very important to *Sophisticated Squires*; they play golf, attend golfing events, purchase golf clothing, and probably watch The Golf Channel. They also play tennis and go mountain biking. Trying to stay fit, many of them own a treadmill, join Weight Watchers for diet control and take vitamins and dietary supplements. To keep up with their lawn maintenance, *Sophisticated Squires* residents own trimmers and leaf shredders and purchase lawn fertilizer and insecticides. They will also tackle home improvement projects such as painting or installing hardwood floors. They enjoy watching *This Old House* on television. Many have a second mortgage. They also enjoy photography, dining out, and attending adult education classes. They listen to alltalk, sports and classic hits radio. *Sophisticated Squires* frequently order from the L.L. Bean catalog, buy flowers online, and shop at Sherwin Williams. They are likely to have three or more cellular phones in their household and their children will often use their home PC. They are more likely than any other segment to own a van or minivan.

Segment Code: 19

Segment Name: *Milk and Cookies*

LifeMode Group: L9 Family Portrait

Demographic: *Milk and Cookies* ranks eighth of Tapestry's segments for married couple households with kids. The age of householders ranges from 25 to 55. Their median age of 32.7 years is lowered because of the

number of children in these households. Most of the residents in these neighborhoods are white, but above average black and Hispanic populations are also included.

Socioeconomic: Most of their median household income of \$55,300 is derived from wages. *Milk and Cookies* residents have a median net worth of \$87,900, slightly below the U.S. median net worth of \$94,771. This segment is not highly educated; 37 percent have attended college and 14 percent have not finished high school. They tend to hold positions in the transportation, public administration, office administration, installation/repair and federal government industries.

Residential: *Milk and Cookies* residents favor single -family detached houses in low-density areas in the South and West, particularly in Texas. Their 20- to 30-year-old homes have a median value of more than \$115,200, well below the U.S median value of \$138,834.

Preferences: Men's and women's designer jeans and team sports, and children's clothing are *Milk and Cookies*' favorite apparel purchases. *Milk and Cookies* residents work on their yards, buy lawn care products and equipment. They work on their vehicles themselves or when necessary, take them to an auto repair chain store for service. The presence of children in *Milk and Cookies* households drive their large purchases of baby and children's products including baby food, baby lotion, toy cars, electronic toys, dolls and children's video tapes/DVDs. *Milk and Cookies* residents are building their portfolios and making sure they're properly insured. They consult stock rating services and contribute to a 401-k retirement plan. They might carry a non-education personal loan and hold accidental and life insurance policies. *Milk and Cookies* residents spend money for software, and use the Internet for researching employment opportunities and playing games. When not working on their homes and cars, *Milk and Cookies* residents visit the zoo, go to the movies more than once a week, and practice kickboxing. They travel domestically for pleasure and would likely stay at a Holiday Inn Express. Late-night and syndicated weekly programs are favorite television choices. *Milk and Cookies* residents frequent fast food restaurants; their favorites include: Chick-Fil-A, Whataburger, Church's Fried Chicken, Sonic Drive-in, and Little Caesar's. They shop for groceries at Sam's Club warehouse store, frequent Lerner and Dillard's for clothing and swing by the local Arco AM/PM and Circle K to pick up forgotten necessities.

accounts through a bank and contribute to 401-k retirement accounts. Looking toward the future, *In Style* residents hold long-term care and disability insurance policies. They do some gardening; however, they leave the lawn care chores to a maintenance service. Physical fitness is part of their lifestyle; they subscribe to Weight Watchers for diet control, work out in a regular exercise program and take vitamins. They lift weights, practice yoga, play tennis and go scuba diving. Rock concerts, live theater and museum visits fill up leisure time. Domestic travel for business and leisure ranks high for this segment. They read airline magazines; listen to public, news-talk, classical and alternative radio. They subscribe to cable; E! and The Golf Channel are cable programming favorites. They enjoy dining out at Cheesecake Factory, Don Pablo's, and Chili's Grill and Bar. Nordstrom, Ann Taylor, amazon.com and the L.L. Bean catalog are shopping preferences.

Segment Name: *Enterprising Professionals*

LifeMode Group: L2 Upscale Avenues

Demographic: Single or newly married, *Enterprising Professionals* have a median age of 32.5 years. Because 44 percent of this group is single, living alone or in shared households, they rank well above the U.S. average of 32 percent for single households. *Enterprising Professionals* rank fourth of all Tapestry segments with an annual household growth of 2.7 percent. Even though most of the residents in this segment are white, an above average percentage - 11.5 percent - of an Asian population is also represented.

Socioeconomic: Median household income exceeds \$62,200 for *Enterprising Professionals* household, well above the national median of \$46,600. Their median net worth is about average at \$92,500. These households earn 90 percent of their income from wages and salaries, yet almost 40 percent of *Enterprising Professionals* households have some form of interest, dividend or rental property income. Highly educated, 47 percent hold a college or graduate degree compared to the U.S. average of 25 percent. Nine percent are currently enrolled in college. Ranked in Tapestry's top five segments for labor force participation, these working professionals are employed in finance, computer, engineering and sales occupations.

Residential: Homeownership and renting is fairly evenly split. *Enterprising Professionals* would probably live in townhouses or apartments in cities with 65 percent of the housing having over five units in the structure. They live in newer housing units; 74 percent were built since 1980. Owned housing in these neighborhoods has a median

household value of \$202,300. *Enterprising Professionals* are very mobile; 36 percent moved from a different city in 1995.

Preferences: Their lifestyle reflects their youth and growing consumer clout. *Enterprising Professionals* buy workout clothing, drink Starbucks coffee, own an electric grill and might rent a truck to move their household goods. *Enterprising Professionals* collect electronic equipment; they own handheld PDAs, DVD players and laptop computers. They buy books online, own spreadsheet and tax preparation software and rent and purchase DVDs. They contribute to 401-k retirement accounts, own renters' insurance policies, have bank overdraft protection and own mutual fund shares. *Enterprising Professionals* residents might write to newspaper and magazine editors, attend adult education classes, attend rock concerts and go to the movies. To stay physically fit, *Enterprising Professionals* take vitamins, practice yoga, take aerobics classes and jog. They enjoy travel for both business and pleasure making multiple trips both foreign and domestic. *Enterprising Professionals* search the Yellow Pages for dry cleaners, churches and TV/video/stereo equipment. Favorite media include airline and computer magazines, all-talk, alternative, and public radio and digital cable. Best Buy and Nordstrom are frequent shopping stops; they also order from amazon.com, barnes&noble.com and purchase airline tickets on-line. *Enterprising Professionals* enjoy dining out at the Cheese Factory, Hooters, Chili's Grill and Bar, with Chick-Fil-A and Del Taco as their top fast food choices.

Segment Name: *Old and Newcomers*
LifeMode Group: L4 Solo Acts

Demographic: *Old and Newcomers* are neighborhoods in transition, populated by renters who are either starting their careers or retiring. The general population indexes higher than the U.S. for age groups 20-29 and over 75. The median age of 36.2 years for *Old and Newcomers* neighborhoods splits this age disparity. There are more single person and shared households than families in these neighborhoods. Most of these residents are white with some black and Asian populations.

Socioeconomic: *Old and Newcomers'* median household income of \$39,400 is derived from wages, dividends, rental properties, retirement income; almost one-fourth of *Old and Newcomers* receive Social Security benefits. Their median net worth is \$90,700. Some have attended college; nearly 20 percent hold a Bachelor's degree and ten percent have completed graduate school. They work in the service, retail, healthcare, sales, administrative and government industries.

Residential: Housing types are varied in these neighborhoods; single - family detached and attached houses compete for space with mid- or high-rise apartment buildings constructed in the 1970s. Median home value is \$139,900.

Preferences: Purchases of children's books, osteoporosis medications and long-term-care insurance policies reflect the disparate ages of the residents in *Old and Newcomers* neighborhoods. They take their cars to chain stores for service, drink domestic table wines and buy home office furniture. Technology is important to some of these households; they buy "how-to" computer books to use their home computers more efficiently. *Old and Newcomers'* financial picture also reflect their age disparities. They own more than \$75,000 of stocks, consult with financial planners and invest in mutual funds. *Old and Newcomers* hold disability and renters' insurance policies. Health-conscious *Old and Newcomers* take ginseng, use prescription medications for dry eyes and buy organic foods. They exercise regularly in programs at the gym. *Old and Newcomers* search the Yellow Pages for landscaping services, churches, veterinarians, and pet shops. They order CDs and videos online. In their spare time, *Old and Newcomers* practice kickboxing and yoga, play racquetball and attend college football games. Younger *Old and Newcomers* go to the movies about once a month, visit the zoo and gamble in Las Vegas. They listen to classic hits, classical, and Hispanic radio and watch The Golf Channel and MTV2 on television. They shop at Pier 1, Harris-Teeter and Walgreen's stores, order from priceline.com and own a pet cat. Although they don't dine out very often, when they do their favorite restaurants include Tony Roma's, Steak 'n Shake, and Red Robin. When they travel, *Old and Newcomers* carry American Express travelers' checks. *Old and Newcomers* probably wouldn't own a garden tiller, hold a home equity line of credit, buy a home PC at an electronics store, order books by mail or own a satellite dish..

Segment Name: *Young and Restless*
LifeMode Group: L4 Solo Acts

Demographic: Change is the constant for the *Young and Restless* households. With a median age of 29.1 years, this young population is on the go. Almost 60 percent of these households are either single person or shared. Although most residents are white, the population is ethnically diverse; 18 percent black and 17 percent Hispanic populations are represented.

Socioeconomic: The median household income is \$38,000 derived from wages; some receive income from rental properties and dividends. Still

not settled, non-family households are the standard, comprising almost 60 percent of this growing segment. Many are college graduates; some are still enrolled in college. They work in some type of service industry in professional management occupations.

Residential: More than 70 percent have moved in the past five years. More than 76 percent of *Young and Restless* households are renters; they pay more than \$700 monthly in rent for apartments in multiunit buildings. The median home value for this segment is \$119,400.

Preferences: Because they rent, *Young and Restless* residents spend on themselves, not their homes. They buy team sports clothing, men's designer jeans and workout clothes. Frequently on the go, they rent U-Haul trucks and trailers when they move. They drink ready-to-drink iced cappuccino and Maxwell House Colombian Supreme coffee. *Young and Restless* residents search the Yellow Pages for moving and storage services and employment agencies. Too busy to watch TV very often, *Young and Restless* residents own only one set, but they have the "latest and greatest" computer hardware. They use the Internet at school or the public library to search for employment or real estate information. They sign up for voice messaging and call return phone services. Busy and physically fit *Young and Restless* residents work out regularly at the gym, play tennis, soccer and racquetball, go bowling and roller skate. They drink sports and thirst quencher drinks, take over-the-counter diet pills, join an organization for diet control and take prescription medication for migraine headaches. *Young and Restless* residents bank by phone and have student loans. They hold renters' insurance policies. Leisure time is spent at the movies and attending rock concerts. They listen to urban radio, read women's fashion magazines, and watch late-night TV. Restaurant favorites include Whataburger, Chick-Fil-A and Bennigan's. They shop at Arco AM/PM, Express and Banana Republic. *Young and Restless* residents probably wouldn't re-finance a mortgage, buy flower seeds and plants, do home improvement projects or join a union.

Pop-Facts: Census Demographic Overview Report
Proposed Shopping Center
Clarksburg, Maryland

Description	0.00 - 1.00 miles		1.00 - 3.00 miles		3.00 - 5.00 miles		5.00 - 10.00 miles		Total	
	Pop	%	Pop	%	Pop	%	Pop	%	Pop	%
Population										
2012 Projection	10,172		27,261		90,481		72,293		165,931	
2007 Estimate	669		12,870		73,117		54,163		141,989	
2000 Census	534		10,431		65,637		46,977		114,582	
1990 Census	513		5,318		46,220		35,078		84,413	
Annual Growth 2007-2012	284.10%		22.36%		4.75%		6.69%		3.37%	
Annual Growth 2000-2007	3.61%		3.34%		1.63%		2.19%		3.42%	
Annual Growth 1990-2000	0.41%		9.61%		4.20%		33.92%		42.70%	
2000 Population by Single Race Classification										
White Alone	534		10,431		65,637		46,977		114,582	
Black or African American Alone	487		7,987		46,991		38,367		84,525	
American Indian & Alaska Native Alone	22		918		8,541		4,067		14,319	
Asian Alone	0		21		177		113		311	
Native Hawaiian & Other Pacific Islander Alone	13		1,169		6,054		2,592		8,990	
Some Other Race Alone	0		0		3		19		62	
Two or More Races	5		128		1,804		725		2,970	
	7		206		2,041		1,093		3,404	
2000 Population Hispanic or Latino by Origin										
Not Hispanic or Latino	534		10,431		65,637		46,977		114,582	
Hispanic or Latino:	521		9,912		60,852		44,649		106,797	
Mexican	13		519		4,785		2,328		7,785	
Puerto Rican	3		74		621		337		941	
Cuban	2		14,26		583		330		860	
All Other Hispanic or Latino	0		21		166		103		272	
	8		349		3,424		1,559		5,712	
2000 Hispanic or Latino by Single Race Class.										
White Alone	13		519		4,785		2,328		7,785	
Black or African American Alone	8		333		2,381		1,346		3,901	
American Indian & Alaska Native Alone	0		20		164		62		251	
Asian Alone	0		0		37		19		59	
Native Hawaiian & Other Pacific Islander Alone	0		2		16		9		27	
Some Other Race Alone	4		115		1,659		662		2,710	
Two or More Races	0		48		526		228		830	
2000 Population by Sex										
Male	534		10,431		65,637		46,977		114,582	
Female	271		5,136		32,191		22,931		56,216	
Male/Female Ratio	263		50.76		33,446		24,046		58,366	
	1.03		0.97		0.96		0.95		0.96	

Pop-Facts: Census Demographic Overview Report
Proposed Shopping Center
Clarksburg, Maryland

Age Group	0.00 - 1.00 miles	1.00 - 3.00 miles	3.00 - 5.00 miles	5.00 - 7.00 miles	7.00 - 10.00 miles	10.00 - 15.00 miles	15.00 - 20.00 miles	20.00 - 25.00 miles	25.00 - 30.00 miles	30.00 - 35.00 miles	35.00 - 40.00 miles	40.00 - 45.00 miles	45.00 - 50.00 miles	50.00 - 55.00 miles	55.00 - 60.00 miles	60.00 - 65.00 miles	65.00 - 70.00 miles	70.00 - 75.00 miles	75.00 - 80.00 miles	Total
2000 Population by Age	534	10,431	65,637	46,977	114,562															
Age 0 - 4	35	881	8.45	8.86	8.10															
Age 5 - 9	41	894	8.57	8.59	8.14															
Age 10 - 14	42	854	8.19	8.44	8.38															
Age 15 - 17	21	411	3.94	4.36	4.45															
Age 18 - 20	15	262	2.51	2.80	2.73															
Age 21 - 24	13	354	3.39	4.08	3.63															
Age 25 - 34	54	1,771	16.98	18.01	16.19															
Age 35 - 44	104	2,204	21.13	21.09	20.58															
Age 45 - 49	49	918	7.94	7.96	8.43															
Age 50 - 54	47	880	6.14	5.75	6.32															
Age 55 - 59	37	693	4.66	3.65	4.27															
Age 60 - 64	25	468	3.04	2.25	2.77															
Age 65 - 74	36	674	3.77	2.63	3.64															
Age 75 - 84	14	262	1.44	1.22	1.88															
Age 85 and over	3	0.56	0.39	0.30	0.50															
Age 16 and over	411	76,977	73.36	72.57	73.76															
Age 18 and over	397	74,341	70.86	69.75	70.93															
Age 21 and over	382	71,154	66.34	66.95	68.20															
Age 65 and over	53	9.93	5.39	4.15	6.03															
2000 Median Age	39.52	33.80	32.14																	
2000 Average Age	37.48	32.68	31.34																	

Pop-Facts: Census Demographic Overview Report
Proposed Shopping Center
Clarksburg, Maryland

Description	0.00 - 1.00 miles		1.00 - 3.00 miles		3.00 - 5.00 miles		5.00 - 10.00 miles		Total
	Count	Rate	Count	Rate	Count	Rate	Count	Rate	
2000 Male Population by Age									
Age 0 - 4	14	5.17	412	8.02	32,181	9.28	22,931	8.29	56,216
Age 5 - 9	20	8.12	463	9.01	2,986	9.01	1,901	8.29	5,010
Age 10 - 14	22	7.38	441	8.59	2,827	8.76	1,958	8.54	5,015
Age 15 - 17	12	4.43	217	4.23	1,481	4.60	1,997	8.71	4,914
Age 18 - 20	8	2.95	135	2.63	907	2.82	1,078	4.70	2,580
Age 21 - 24	6	2.21	164	3.19	1,268	3.94	814	3.55	1,607
Age 25 - 34	26	9.59	830	16.16	5,616	17.45	3,599	15.69	2,130
Age 35 - 44	52	19.19	1,077	20.97	6,712	20.85	4,593	20.47	9,146
Age 45 - 49	25	9.23	413	8.04	2,547	7.91	1,921	8.38	11,628
Age 50 - 54	23	8.49	321	6.25	1,882	5.85	1,485	6.48	4,526
Age 55 - 59	20	7.38	239	4.65	1,176	3.65	997	4.35	3,512
Age 60 - 64	14	5.17	153	2.98	740	2.30	650	2.83	2,305
Age 65 - 74	21	7.75	192	3.74	792	2.46	770	3.36	1,495
Age 75 - 84	7	2.58	65	1.27	302	0.94	363	1.58	1,597
Age 85 and over	2	0.74	13	0.25	55	0.17	68	0.30	620
2000 Median Age, Male	40.38		33.85		31.63		33.56		32.49
2000 Average Age, Male	38.25		32.59		30.77		32.50		31.52
2000 Female Population by Age									
Age 0 - 4	263	7.60	468	8.84	33,446	8.46	24,046	7.92	58,366
Age 5 - 9	18	6.84	430	8.12	2,738	8.19	1,905	7.76	4,731
Age 10 - 14	22	8.37	413	7.80	2,713	8.11	1,865	7.76	4,805
Age 15 - 17	9	3.42	194	3.66	1,382	4.13	1,012	4.21	4,769
Age 18 - 20	7	2.66	127	2.40	931	2.78	649	2.70	2,450
Age 21 - 24	7	2.66	190	3.59	1,412	4.22	890	3.70	1,559
Age 25 - 34	28	10.65	941	17.77	6,206	18.56	4,005	16.66	2,276
Age 35 - 44	52	19.77	1,127	21.28	7,131	21.32	4,974	20.69	10,221
Age 45 - 49	24	9.13	415	7.84	2,678	8.01	2,039	8.48	17,511
Age 50 - 54	23	8.75	318	6.01	1,893	5.66	1,484	6.17	12,356
Age 55 - 59	17	6.46	227	4.29	1,218	3.64	1,007	4.19	4,752
Age 60 - 64	12	4.56	151	2.85	739	2.21	650	2.70	3,584
Age 65 - 74	16	6.08	185	3.49	932	2.79	941	3.91	2,330
Age 75 - 84	7	2.66	79	1.49	502	1.50	521	2.17	1,445
Age 85 and over	1	0.38	28	0.53	142	0.42	168	0.70	1,819
2000 Median Age, Female	38.96		33.76		32.60		34.40		292
2000 Average Age, Female	36.68		32.76		31.89		33.58		33.41

Pop-Facts: Census Demographic Overview Report
Proposed Shopping Center
Clarksburg, Maryland

	0.00 - 1.00 miles	1.00 - 3.00 miles	3.00 - 5.00 miles	5.00 - 7.00 miles	7.00 - 9.00 miles	9.00 - 11.00 miles	11.00 - 13.00 miles	13.00 - 15.00 miles	15.00 - 17.00 miles	17.00 - 19.00 miles	19.00 - 21.00 miles	21.00 - 23.00 miles	23.00 - 25.00 miles	25.00 - 27.00 miles	27.00 - 29.00 miles	29.00 - 31.00 miles	Total
2000 Population Age 15+ by Marital Status																	
Total, Never Married	429	7,866	48,890	35,573	21,932	8,845	24.86	28.46	28.46	28.46	28.46	28.46	28.46	28.46	28.46	28.46	85,316
Married, Spouse present	85	1,801	12,935	8,845	21,932	8,845	24.86	28.46	28.46	28.46	28.46	28.46	28.46	28.46	28.46	28.46	21,932
Married, Spouse absent	283	6,065	35,955	26,728	13,096	5,000	58.71	58.71	58.71	58.71	58.71	58.71	58.71	58.71	58.71	58.71	50,755
Widowed	8	186	1,985	1,258	3,238	2,552	4.06	4.06	4.06	4.06	4.06	4.06	4.06	4.06	4.06	4.06	3,238
Divorced	16	373	248	1,294	2,652	1,290	3.63	3.63	3.63	3.63	3.63	3.63	3.63	3.63	3.63	3.63	2,552
Males, Never Married	37	862	512	649	3,970	812	8.12	8.12	8.12	8.12	8.12	8.12	8.12	8.12	8.12	8.12	6,838
Previously Married	40	932	6,503	4,603	12,884	11,154	13.30	13.30	13.30	13.30	13.30	13.30	13.30	13.30	13.30	13.30	11,154
Females, Never Married	28	606	232	284	1,920	3,893	3.93	3.93	3.93	3.93	3.93	3.93	3.93	3.93	3.93	3.93	3,613
Previously Married	45	1,048	959	12,16	6,432	13,16	13.16	13.16	13.16	13.16	13.16	13.16	13.16	13.16	13.16	13.16	10,777
	32	746	608	771	4,495	919	9.19	9.19	9.19	9.19	9.19	9.19	9.19	9.19	9.19	9.19	7,673
2000 Population Age 25+ by Educational Attainment																	
Less than 9th grade	377	6,738	41,411	30,457	17,023	7,400	1.82	1.82	1.82	1.82	1.82	1.82	1.82	1.82	1.82	1.82	73,023
Some High School, no diploma	11	292	78	199	553	1,400	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1,400
High School Graduate (or GED)	16	424	1,788	1,560	3,562	4,886	5.12	5.12	5.12	5.12	5.12	5.12	5.12	5.12	5.12	5.12	3,562
Some College, no degree	86	2,281	7,354	5,837	13,926	19,077	17.76	17.76	17.76	17.76	17.76	17.76	17.76	17.76	17.76	17.76	13,926
Associate Degree	73	1,936	9,397	6,920	16,522	22,663	22.72	22.72	22.72	22.72	22.72	22.72	22.72	22.72	22.72	22.72	16,522
Bachelor's Degree	16	424	2,775	1,848	4,974	6,811	6.07	6.07	6.07	6.07	6.07	6.07	6.07	6.07	6.07	6.07	4,974
Master's Degree	98	2,599	11,901	8,338	20,093	27,521	27.38	27.38	27.38	27.38	27.38	27.38	27.38	27.38	27.38	27.38	20,093
Professional School Degree	61	1,618	5,375	3,830	8,841	12,111	12.58	12.58	12.58	12.58	12.58	12.58	12.58	12.58	12.58	12.58	8,841
Doctorate Degree	11	292	1,028	735	1,899	2,601	2.41	2.41	2.41	2.41	2.41	2.41	2.41	2.41	2.41	2.41	1,899
	5	133	1,043	738	1,806	2,471	2.42	2.42	2.42	2.42	2.42	2.42	2.42	2.42	2.42	2.42	1,806
Households																	
2012 Projection	1,911	7,681	30,484	26,064	58,916												
2007 Estimate	243	4,636	26,258	19,563	50,346												
2000 Census	190	3,667	23,401	17,008	40,531												
1990 Census	172	1,738	16,373	12,251	29,702												
Annual Growth 2007-2012	137.28%	13.14%	3.22%	6.65%	3.40%												
Annual Growth 2000-2007	3.98%	3.77%	1.74%	2.15%	3.48%												
Growth 1990-2000	10.47%	110.99%	42.92%	38.83%	36.46%												
2000 Households by Household Type																	
Family Households	180	3,667	23,401	17,008	40,531												
Nonfamily Households	150	2,780	17,194	12,498	30,314												
	40	887	6,208	4,509	10,217												
2000 Group Quarters Population																	
	0	6	44	119	79												
2000 Households Hispanic or Latino																	
	7	368	1,391	646	2,174												

Pop-Facts: Census Demographic Overview Report
Proposed Shopping Center
Clarksburg, Maryland

2000 Households by Household Size	0.00 - 1.00 miles		1.00 - 3.00 miles		3.00 - 5.00 miles		Primary	Total
	Households	%	Households	%	Households	%		
1-person household	190	15.26	3,667	18.11	23,401	19.37	17,008	40,531
2-person household	29	34.74	664	30.95	4,533	30.03	3,383	7,521
3-person household	66	19.47	1,135	18.43	4,637	19.82	5,369	12,358
4-person household	37	17.89	676	19.72	4,351	18.59	3,198	7,941
5-person household	34	8.95	324	8.64	1,905	8.14	3,109	7,681
6-person household	17	3.16	104	2.84	658	2.81	1,321	3,339
7 or more person household	1	0.53	43	1.17	289	1.23	437	1,149
2000 Average Household Size	2.82		2.84		2.80		2.76	2.83
2000 Households by Household Income	198		3,698		23,574		17,062	40,635
Income Less than \$15,000	13	6.57	151	4.08	1,104	4.68	758	1,747
Income \$15,000 - \$24,999	8	4.04	95	2.57	1,235	5.24	838	1,999
Income \$25,000 - \$34,999	7	3.54	222	6.00	1,713	7.27	1,261	2,951
Income \$35,000 - \$49,999	13	6.57	344	9.30	3,121	13.24	2,166	5,192
Income \$50,000 - \$74,999	34	17.17	849	22.96	5,906	25.05	4,313	10,242
Income \$75,000 - \$99,999	50	25.25	814	22.01	4,346	18.44	3,246	7,392
Income \$100,000 - \$149,999	46	23.23	838	22.66	4,441	18.84	3,161	7,627
Income \$150,000 - \$249,999	25	12.63	326	8.82	1,413	5.99	1,019	2,792
Income \$250,000 - \$499,999	3	1.52	48	1.30	224	0.95	197	514
Income \$500,000 or more	0	0.00	11	0.30	70	0.30	104	179
2000 Average Household Income	\$97,081		\$88,355		\$76,375		\$79,859	\$82,445
2000 Median Household Income	\$87,255		\$80,762		\$69,528		\$70,335	\$70,573
2000 Per Capita Income	\$35,585		\$31,603		\$28,513		\$29,409	\$29,455
2000 Household Type, Presence of Own Children	190		3,667		23,401		17,008	40,531
Single Male Householder	18	9.47	296	8.07	2,091	8.94	1,467	3,421
Single Female Householder	12	6.32	368	10.04	2,442	10.44	1,916	4,100
Married-Couple Family, own children	60	31.58	1,352	36.87	8,101	34.62	5,651	13,997
Married-Couple Family, no own children	70	36.84	1,051	28.66	5,580	23.85	4,546	10,380
Male Householder, own children	3	1.58	43	1.17	445	1.90	313	792
Male Householder, no own children	5	2.63	59	1.61	404	1.73	287	706
Female Householder, own children	6	3.16	175	4.77	1,853	7.92	1,099	2,961
Female Householder, no own children	6	3.16	101	2.75	811	3.47	601	1,479
Nonfamily, Male Householder	7	3.68	130	3.55	959	4.10	645	1,517
Nonfamily, Female Householder	3	1.58	93	2.54	715	3.06	481	1,178

Pop-Facts: Census Demographic Overview Report
 Proposed Shopping Center
 Clarkeburg, Maryland

Category	Radius					Total
	0.00 - 1.00 miles	1.00 - 3.00 miles	3.00 - 5.00 miles	5.00 - 10.00 miles	10.00 - 25.00 miles	
2000 Households by Presence of People	190	3,667	23,401	17,008	40,531	
Households with 1 or more People under Age 18:						
Married-Couple Family	63	1,383	8,263	5,795	14,349	35.40
Other Family, Male Householder	4	50	512	361	902	2.23
Other Family, Female Householder	7	194	2,027	1,222	3,268	8.06
Nonfamily, Male Householder	0	5	61	40	98	0.24
Nonfamily, Female Householder	0	2	20	8	32	0.08
Households no People under Age 18:						
Married-Couple Family	67	1,020	5,418	4,402	10,028	24.74
Other Family, Male Householder	4	51	337	239	596	1.47
Other Family, Female Householder	5	82	636	478	1,172	2.89
Nonfamily, Male Householder	25	422	11,511	2,072	4,840	11.94
Nonfamily, Female Householder	15	459	3,136	2,390	5,246	12.94
2000 Households by Number of Vehicles	190	3,667	23,401	17,008	40,531	
No Vehicles	2	59	804	574	1,270	3.13
1 Vehicle	42	912	7,365	4,780	11,824	29.17
2 Vehicles	64	1,733	10,624	7,636	18,611	45.92
3 Vehicles	54	696	3,363	2,857	6,344	15.65
4 Vehicles	18	166	868	822	1,801	4.44
5 or more Vehicles	8	110	365	356	686	1.69
2000 Average Number of Vehicles	2.38	2.12	1.90	2.00	1.96	
2000 Families by Poverty Status	155	2,806	17,335	12,615	30,553	
Income At or Above Poverty Level:						
Married-Couple Family, own children	66	1,380	8,322	5,782	14,411	47.17
Married-Couple Family, no own children	70	1,030	5,342	4,401	9,904	32.42
Male Householder, own children	3	25	341	260	650	2.13
Male Householder, no own children	2	51	330	199	580	1.90
Female Householder, own children	4	180	1,892	1,145	3,029	9.91
Female Householder, no own children	5	77	522	424	1,003	3.28
Income Below Poverty Level:						
Married-Couple Family, own children	3	30	173	110	262	0.86
Married-Couple Family, no own children	0	15	66	52	140	0.46
Male Householder, own children	0	0	28	19	54	0.18
Male Householder, no own children	0	0	0	0	8	0.03
Female Householder, own children	1	17	310	222	489	1.60
Female Householder, no own children	0	0	7	0	23	0.08

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	0.00 - 1.00 miles		1.00 - 3.00 miles		3.00 - 5.00 miles		Primary	Total
	Count	Avg Length of Residence	Count	Avg Length of Residence	Count	Avg Length of Residence		
2000 Tenure of Occupied Housing Units								
Owner Occupied	190		3,667		23,401		17,008	40,531
Renter Occupied	172	90.53	2,969	80.97	17,291	73.89	13,366	31,163
	18	9.47	699	19.06	6,110	26.11	3,642	76.89
2000 Occ Housing Units, Avg Length of Residence								
	13		7		7		9	8
2000 Tenure By Age of Householder								
Owner Occupied	188		3,676		23,368		17,025	40,535
Householder 15 to 24 Years	169		2,970		17,274		13,368	31,161
Householder 25 to 34 Years	0	0.00	25	0.84	215	1.24	124	321
Householder 35 to 44 Years	13	7.69	644	21.68	3,315	19.19	2,294	5,493
Householder 45 to 54 Years	41	24.26	857	28.86	5,992	34.69	4,241	10,660
Householder 55 to 59 Years	50	29.59	755	25.42	4,488	26.04	3,413	7,865
Householder 60 to 64 Years	17	10.06	197	6.83	1,309	7.58	1,130	2,633
Householder 65 to 74 Years	18	10.65	168	5.66	895	4.02	675	1,480
Householder 75 to 84 Years	27	15.98	244	8.22	901	5.22	930	1,816
Householder 85 and over	3	1.78	77	2.59	313	1.81	483	764
	0	0.00	3	0.10	36	0.21	77	127
Renter Occupied	19		706		6,115		3,657	9,374
Householder 15 to 24 Years	2	10.53	69	9.77	756	12.36	391	1,041
Householder 25 to 34 Years	1	5.26	234	33.14	2,276	37.22	1,380	3,398
Householder 35 to 44 Years	5	26.32	206	29.18	1,705	27.88	951	2,719
Householder 45 to 54 Years	6	31.58	89	12.61	745	12.18	502	1,214
Householder 55 to 59 Years	0	0.00	24	3.40	195	3.19	113	289
Householder 60 to 64 Years	1	5.26	40	5.67	154	2.52	122	245
Householder 65 to 74 Years	2	10.53	23	3.26	179	2.93	125	276
Householder 75 to 84 Years	2	10.53	20	2.83	97	1.59	56	152
Householder 85 and over	0	0.00	0	0.00	6	0.10	16	40

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Clarksburg, Maryland

Geography	0.00 - 1.00 miles		1.00 - 3.00 miles		3.00 - 5.00 miles		5.00 - 10.00 miles		10.00 - 25.00 miles		25.00 - 50.00 miles		Total
	Count	%	Count	%	Count	%	Count	%	Count	%	Count	%	
2000 Pop 65 and over by HH Type and Relationship													
Total for Pop 65 and over	50		603		2,541		2,677		5,265		5,228		5,265
In Households:													
In Family Households:													
Householder	38	76.00	448	74.30	1,900	74.77	2,788	70.42	5,228	76.20	5,228	76.20	5,228
Male	20	40.00	198	32.84	838	32.98	945	32.85	4,012	40.12	4,012	40.12	4,012
Female	15	30.00	153	25.37	650	25.58	764	26.56	1,810	34.38	1,810	34.38	1,810
Spouse	5	10.00	45	7.46	188	7.40	182	6.33	1,421	26.99	1,421	26.99	1,421
Parent	13	26.00	110	18.24	451	17.75	588	20.79	389	7.39	389	7.39	389
Other Relatives	3	6.00	109	18.08	408	16.06	328	11.40	1,131	21.48	1,131	21.48	1,131
Nonrelatives	2	4.00	31	5.14	183	7.20	155	5.39	655	12.44	655	12.44	655
Nonrelatives	0	0.00	0	0.00	19	0.75	0	0.00	371	7.05	371	7.05	371
In Non-Family Households:													
Male householder	12	24.00	155	25.70	632	24.87	762	28.49	1,216	23.10	1,216	23.10	1,216
Living Alone	7	14.00	42	6.97	149	5.86	154	5.35	320	6.08	320	6.08	320
Not Living Alone	4	6.00	33	5.47	111	4.37	114	3.96	268	5.09	268	5.09	268
Female Householder	3	6.00	9	1.49	38	1.50	40	1.39	52	0.99	52	0.99	52
Living Alone	5	10.00	104	17.25	459	18.06	567	19.71	841	15.97	841	15.97	841
Not Living Alone	5	10.00	90	14.93	432	17.00	523	18.18	793	15.06	793	15.06	793
Nonrelatives	0	0.00	14	2.32	27	1.06	43	1.49	48	0.91	48	0.91	48
Nonrelatives	0	0.00	9	1.49	24	0.94	42	1.46	55	1.04	55	1.04	55
In Group Quarters:													
Institutionalized population	0	0.00	0	0.00	9	0.16	89	2.19	37	0.15	37	0.15	37
Noninstitutionalized population	0	0.00	0	0.00	6	0.24	26	0.90	8	0.55	8	0.55	8
2000 All Owner-Occupied Housing Values	169		2,970		17,274		13,368		31,161		31,161		31,161
Value Less than \$20,000	0	0.00	4	0.13	243	1.41	59	0.44	315	1.01	315	1.01	315
Value \$20,000 - \$39,999	0	0.00	9	0.30	42	0.24	31	0.23	74	0.24	74	0.24	74
Value \$40,000 - \$59,999	0	0.00	7	0.24	89	0.52	52	0.39	212	0.68	212	0.68	212
Value \$60,000 - \$79,999	0	0.00	23	0.77	487	2.70	454	3.40	892	2.86	892	2.86	892
Value \$80,000 - \$99,999	0	0.00	84	2.83	1,287	7.45	922	6.90	2,472	7.93	2,472	7.93	2,472
Value \$100,000 - \$149,999	16	9.47	339	11.41	4,454	25.78	3,039	22.73	7,778	24.96	7,778	24.96	7,778
Value \$150,000 - \$199,999	52	30.77	842	28.35	4,441	25.71	3,762	28.14	7,567	24.28	7,567	24.28	7,567
Value \$200,000 - \$299,999	45	26.63	922	31.04	3,999	23.15	3,117	23.32	7,252	23.27	7,252	23.27	7,252
Value \$300,000 - \$399,999	29	17.16	514	17.31	1,474	8.53	1,165	8.71	2,916	9.36	2,916	9.36	2,916
Value \$400,000 - \$499,999	23	13.61	185	6.23	522	3.02	470	3.52	974	3.13	974	3.13	974
Value \$500,000 - \$749,999	0	0.00	6	0.20	141	0.82	153	1.14	432	1.39	432	1.39	432
Value \$750,000 - \$999,999	3	1.78	16	0.54	73	0.42	74	0.55	127	0.41	127	0.41	127
Value \$1,000,000 or more	2	1.18	20	0.67	43	0.25	70	0.52	149	0.48	149	0.48	149
2000 Median All Owner-Occupied Housing Value	\$238,043		\$219,285		\$173,143		\$178,269		\$175,353		\$175,353		\$175,353

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	0.00 - 1.00 miles	1.00 - 3.00 miles	3.00 - 5.00 miles	5.00 - 10.00 miles	10.00 - 15.00 miles	15.00 - 20.00 miles	20.00 - 25.00 miles	25.00 - 30.00 miles	30.00 - 35.00 miles	35.00 - 40.00 miles	40.00 - 45.00 miles	45.00 - 50.00 miles	Total
2000 Housing Units by Units in Structure													
1 Unit Attached	195	3,749	24,007	17,407	41,659								
1 Unit Detached	3	629	8,028	4,416	13,245								
2 Units	190	2,430	10,295	9,374	20,045								
3 to 19 Units	0	0	22	55	77								
20 to 49 Units	0	495	4,633	3,051	6,782								
50 or More Units	0	133	456	335	613								
Mobile Home or Trailer	0	63	260	149	445								
Boat, RV, Van, etc	3	11	329	40	458								
	0	0	0	0	0								
2000 Housing Units by Year Built													
Housing Units Built 1999 to March 2000	195	3,749	24,007	17,407	41,659								
Housing Unit Built 1995 to 1999	6	460	1,114	871	1,771								
Housing Unit Built 1990 to 1994	11	1,218	3,629	2,536	5,701								
Housing Unit Built 1985 to 1989	30	386	3,521	2,006	5,580								
Housing Unit Built 1980 to 1984	30	656	10,593	6,593	15,826								
Housing Unit Built 1975 to 1979	50	444	3,000	2,156	7,371								
Housing Unit Built 1970 to 1974	49	305	967	1,242	2,310								
Housing Unit Built 1965 to 1969	20	119	454	805	1,124								
Housing Unit Built 1960 to 1964	7	54	267	376	521								
Housing Unit Built 1955 to 1959	14	119	480	834	1,461								
Housing Unit Built 1950 to 1954													
Housing Unit Built 1945 to 1949													
Housing Unit Built 1940 to 1944													
Housing Unit Built 1939 or Earlier													
2000 Median Year Structure Built**	1972	1992	1986	1985	1985								
2000 Average Contract Rent	\$414	\$915	\$806	\$802	\$802								

**1939 will appear when at least half of the Housing Units in this reports area were built in 1939 or earlier.