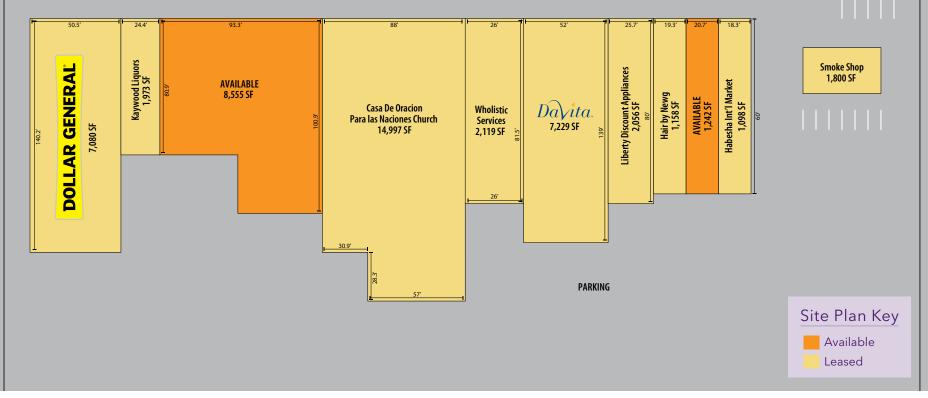


## **VARNUM STREET**







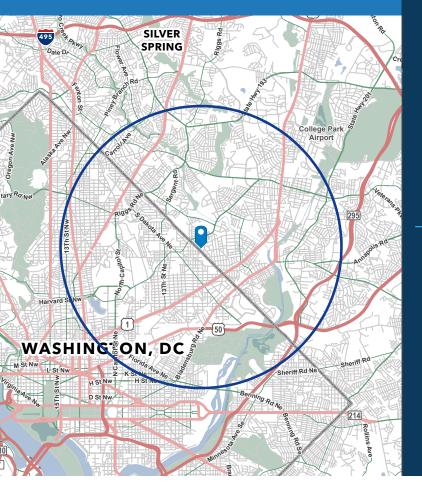






MT. RAINIER, MD

DEMOGRAPHIC PROFILE (2021) Kaywood Shopping Center 3 mile ring



243,331

37.1

89,110

Population

Median Age

Households

**EDUCATION** 



, O



21% Bachelor's Degree



RUSINESS



6,521
Total Businesses



228,440

Daytime
Population



491
Food Srv &
Drinking Places



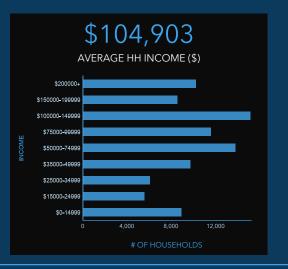
\$76,236

Median Household Income



\$38,694

Per Capita Income



## TAPESTRY SEGMENTS



City Strivers 15,152 (15.9%) of households

These high density city neighborhoods are characterized by a relatively young foreign-born population who have embraced the American lifestyle, yet retained their cultural integrity. To support their lifestyle, City Strivers residents commute long distances to find work in the service or retail industry. Their hard-earned wages and salary income goes toward relatively high rents in older multiunit buildings, but they we chosen these neighborhoods to maintain ties to their culture. Single parents are often the recipients of Supplemental Security Income and public assistance, but their close-knit community provides the invaluable support needed while they work. City Strivers consumers are bold in their purchasing decisions; they seek out deals on branded clothing, sometimes includge in restaurants and personal services, and splurge on their cable TV package.

- They work in health care, transportation, social services, and protective services.
- Style and image are important to these consumers. Current trends are a strong influence on their shopping habits.



City Lights 10,506 (11.8%) of households

City Lights, a densely populated urban market, is the epitome of equality. The wide-ranging demographic characteristics of residents mirror their passion for social welfare and equal opportunity. Household types range from single person to married-couple families, with and without children. A blend of owners and renters, singlefamily homes and town homes, midrise and high-rise apartments, these neighborhoods are both racially and ethnically diverse. Many residents have completed some college or a degree, and they earn a good income in professional and service occupations. Willing to commute to their jobs, they work hard and budget well to support their urban lifestyles, laying the foundation for stable financial futures.

 These consumers save for the future, often to achieve their dream of home ownership. They often engage in discussion about fi nancial products and services among their peers. They earn dividend incomes from their portfolios but steer away from risky investments.



Trendsetters 7,595 (8.5%) of households

Armed with the motto "you're only young once," Trendsetters residents live life to its full potential. These educated young singles aren't ready to settle down; they do not own homes or vehicles and choose to spend their disposable income on upscale city living and entertainment. Dressed head to toe in the most current fashions, their weeknights and weekends are filled discovering local art and culture, dining out, or exploring new hobbies. Their vacations are often spontaneous, packed with new experiences and chronicled on their Facebook pages.

- Well paid, with little financial responsibility, these consumers are spenders rather than savers. They seek financial advice and are already building their steek portfolios.
- Image is important to these consumers. They use the Internet to keep up with the latest styles and trends and shop around for good deals.



## Please Contact

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