







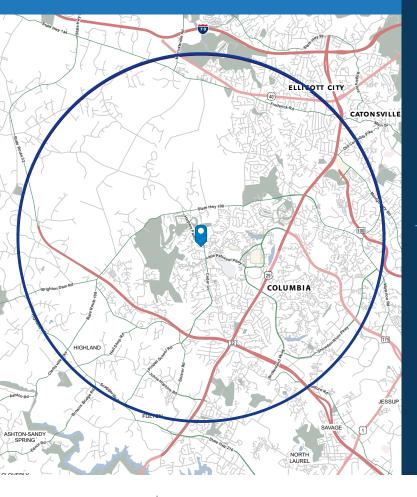






COLUMBIA, MD

DEMOGRAPHIC PROFILE (2022) Harper's Choice Village Center



158,391

41.1

59,042

Population

Median Age

Households









7,430 **Total Businesses**



165,655 Daytime Population



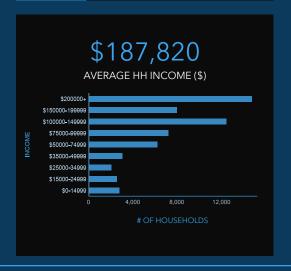
Food Srv &

Drinking Places

\$130,888 Median Household Income



\$70,080





Enterprising Professionals 15,383 (26.1%) of households

Enterprising Professionals residents are well educated and ing, and mathematics) occupations. They change jobs often and therefore choose to live in condos, town homes, or apartments; many still rent their homes. The market is fast-growing, located in lower density neighborhoods of large metro areas. Enterprising Professionals residents are diverse, with Asians making up over one-fi fth of the population. This young market makes over one and a half times more income than the US median, supplementing their income with high-risk investments. At home, they enjoy the Internet and TV on high-speed connections with premier channels and services.

- Early adopters of new technology in hopes of impressing
- Enjoy talking about and giving advice on technology.
- Half have smartphones and use them for news, accessing



11,256 (19.1%) of households

The residents of the wealthiest Tapestry market, Top Tier, earn more than three times the US household income. They have the purchasing power to indulge any choice, but what do their hearts' desire? Aside from the obvious expense for the upkeep of their lavish homes, consumers select upscale salons, spas, and fitness centers for their personal well-being and shop at high-end retailers for their personal effects. Whether short or long, domestic or foreign, their frequent vacations spare no expense. Residents fill their weekends and evenings with opera, classical music concerts, charity dinners, and shopping. These highly educated professionals have reached their corporate career goals. With an accumulated average net worth of over 1.5 million dollars and income from a strong investment portfolio, many of these older residents have moved into consulting roles or

- interest in the fine arts; read to expand their knowledge; and consider the Internet, radio, and newspapers as key media
- sources.

 They regularly cook their meals at home, attentive to good nutrition and fresh organic foods.



Professional Pride 7.425 (12.6%) of households

Professional Pride consumers are well-educated career professionals that have prospered through the Great Recession. To maintain their upscale suburban lifestyles, these goal oriented couples work, often commuting far and working long hours. However, their schedules are fine-tuned to meet the needs of their school age children. They are financially savvy; they invest wisely and benefit from interest and dividend income. They take pride in their newer homes and spend valuable time and energy upgrading. Their homes are furnished with the latest in home trends, including finished basements equipped with home gyms and in-home theaters.

- · These consumers are willing to risk their accumulated wealth in the stock market.
- •They have a preferred fi nancial institution, regularly read financial news, and use the Internet for banking transactions.



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