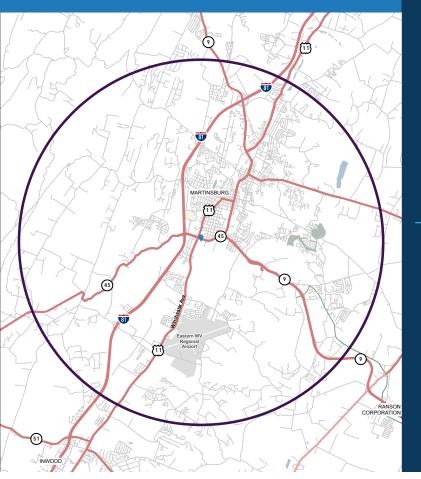






MARTINSBURG, WV

DEMOGRAPHIC PROFILE (2021) 1289 Winchester Avenue Ring of 5 miles



61,032

38.8

23,615

Population

Median Age

Households







1.707 **Total Businesses**



62,604 Daytime **Population**



130 Food Srv &

Drinking Places

\$56,864

INCOME

Median Household Income



\$28,320 Per Capita Income





Middleburg 8,115 (34.4%) of households

Middleburg neighborhoods transformed from the easy pace of country living to semirural subdivisions in the last decade, when the housing boom reached out. Residents are conservative, family-oriented consumers. Still more country than rock and roll, they are thrifty but willing to carry some debt and are already investing in their futures. They rely on their smartphones and mobile devices to stay in touch and pride themselves on their expertise. They prefer to buy American and travel in the US. This market is younger but growing in size and assets.

- Prefer to buy American and for a good price.
 Comfortable with the latest in technology, for convenience (online banking or saving money on landlines) and



Front Porches 3,346 (14.2%) of households

Front Porches blends household types, with more young families with children or single households than average This group is also more diverse than the US. Half of householders are renters, and many of the homes are older town homes or duplexes. Friends and family are central to Front Porches residents and help to infl uence household buying decisions. Residents enjoy their automobiles and like cars that are fun to drive. Income and net worth are well below the US average, and many families have taken out loans to

- Price is more important than brand names or style to these
- With limited incomes, these are not adventurous shoppers



Workday Drive 2,295 (9.7%) of households

Workday Drive is an affluent, family-oriented market with a country flavor. Residents are partial to new housing away from the bustle of the city but close enough to commute to professional job centers. Life in this suburban wilderness offsets the hectic pace of two working parents with growing children. They favor time-saving devices, like banking online or housekeeping services, and

- · Connected, with a host of wireless devices-anything that enables convenience, like banking, paying bills, or even shopping online
- Well insured and invested in a range of funds, from savings
- Carry a higher level of debt, including first and second mortgages and auto loans.



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