



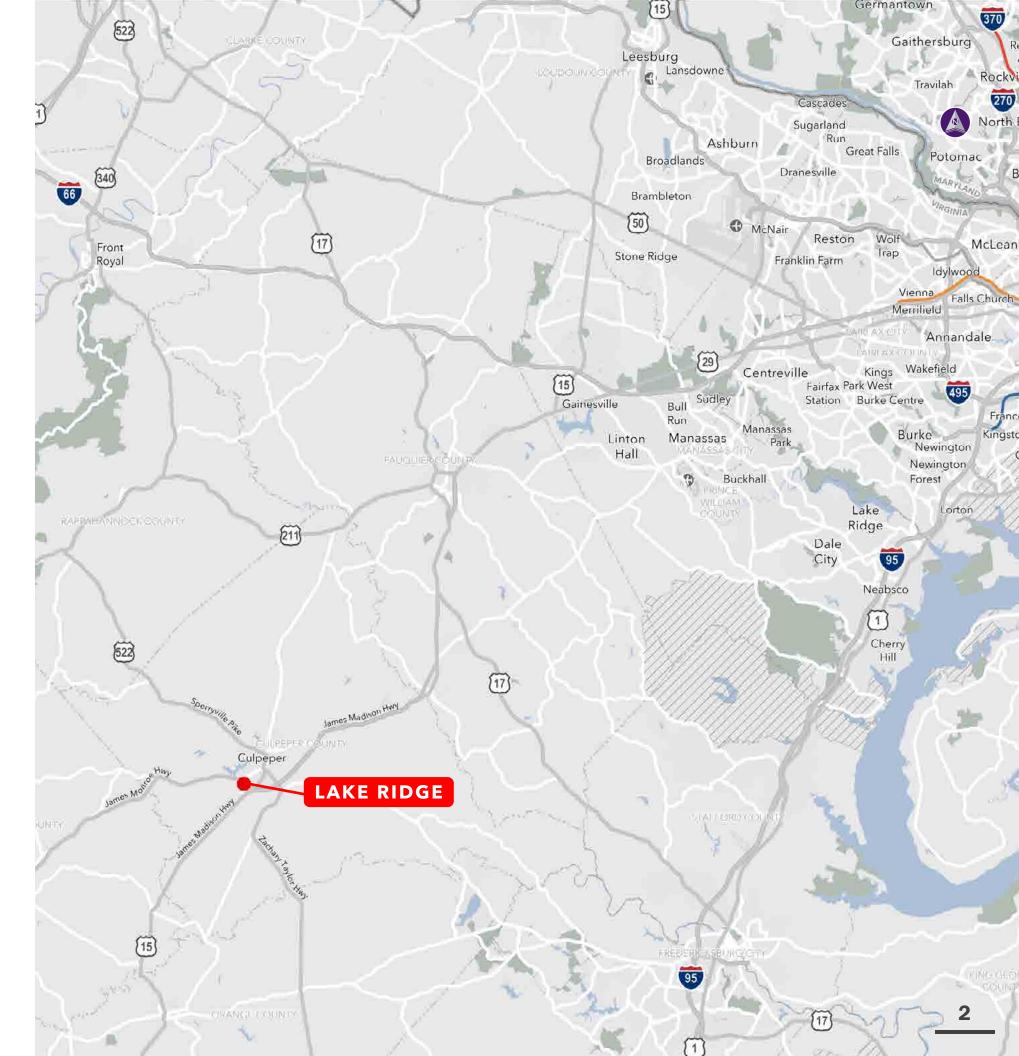
## **HIGHLIGHTS**

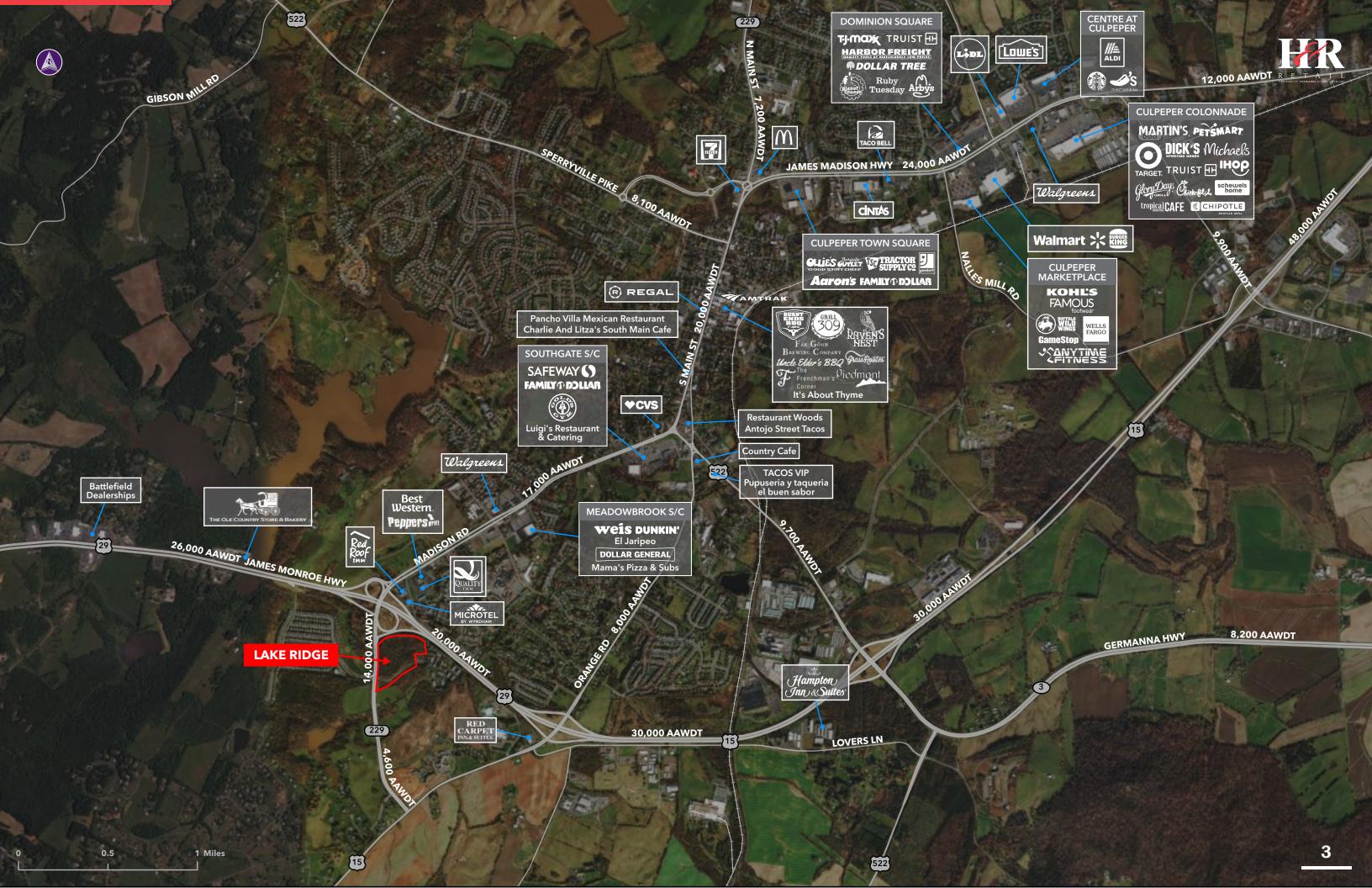
- Located at the major intersection of Route 229 Madison Road and James Monroe Hwy US HWY 29
- Anchor, Junior Anchor and pad sites available
- Up to 150,000 square feet of retail space available
- Zoned CS
- Highway signage potential
- Traffic counts Route 229 - 14,000 AAWDT US HWY 29 - 20,000 AAWDT

## **2024 DEMOGRAPHICS**

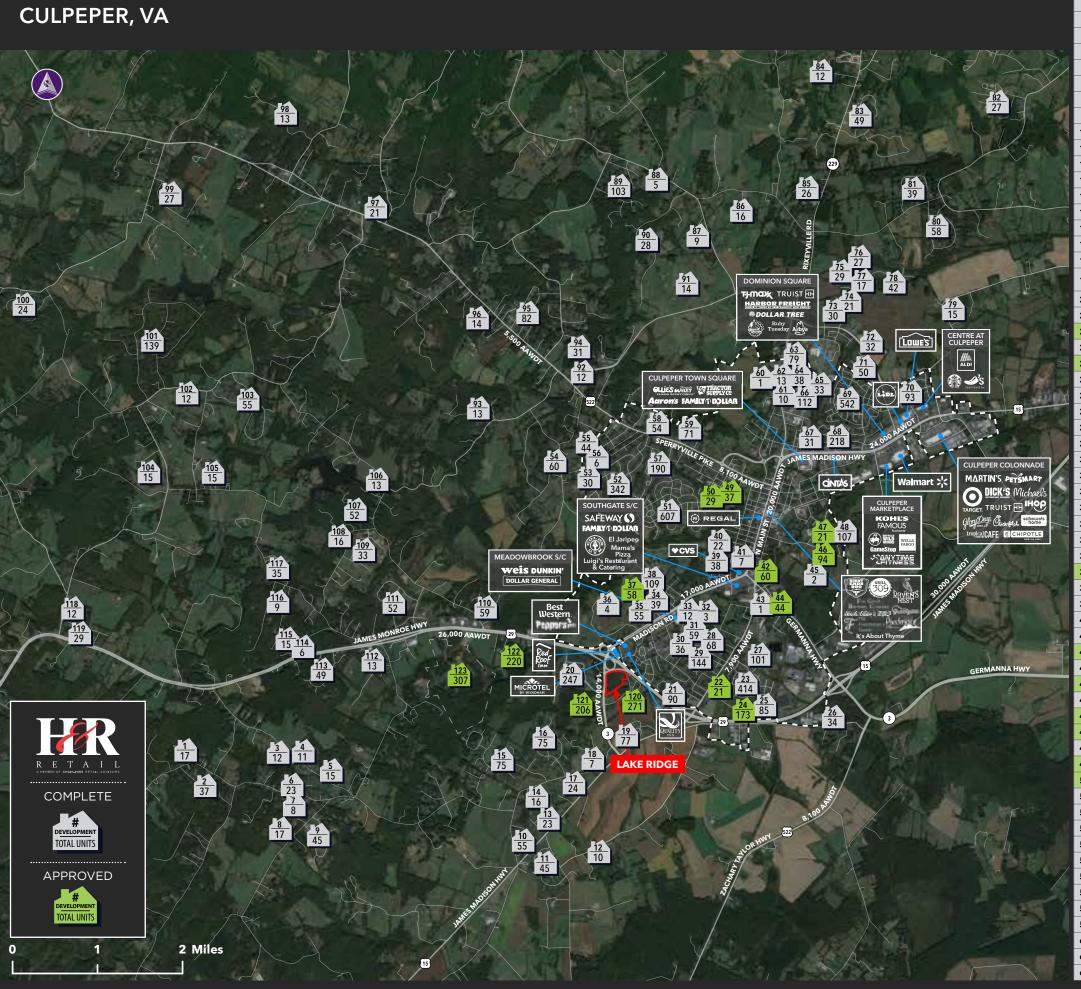
	ė	\$		
Total Population	Daytime Population	Median HH Income	College Degree	
3 MILES <b>20,973</b>	20,341	\$91,919	38.1%	
5 MILES <b>32,611</b>	32,032	\$91,923	37.2%	
10 MILES 48,734	42,248	\$94,213	37.5%	



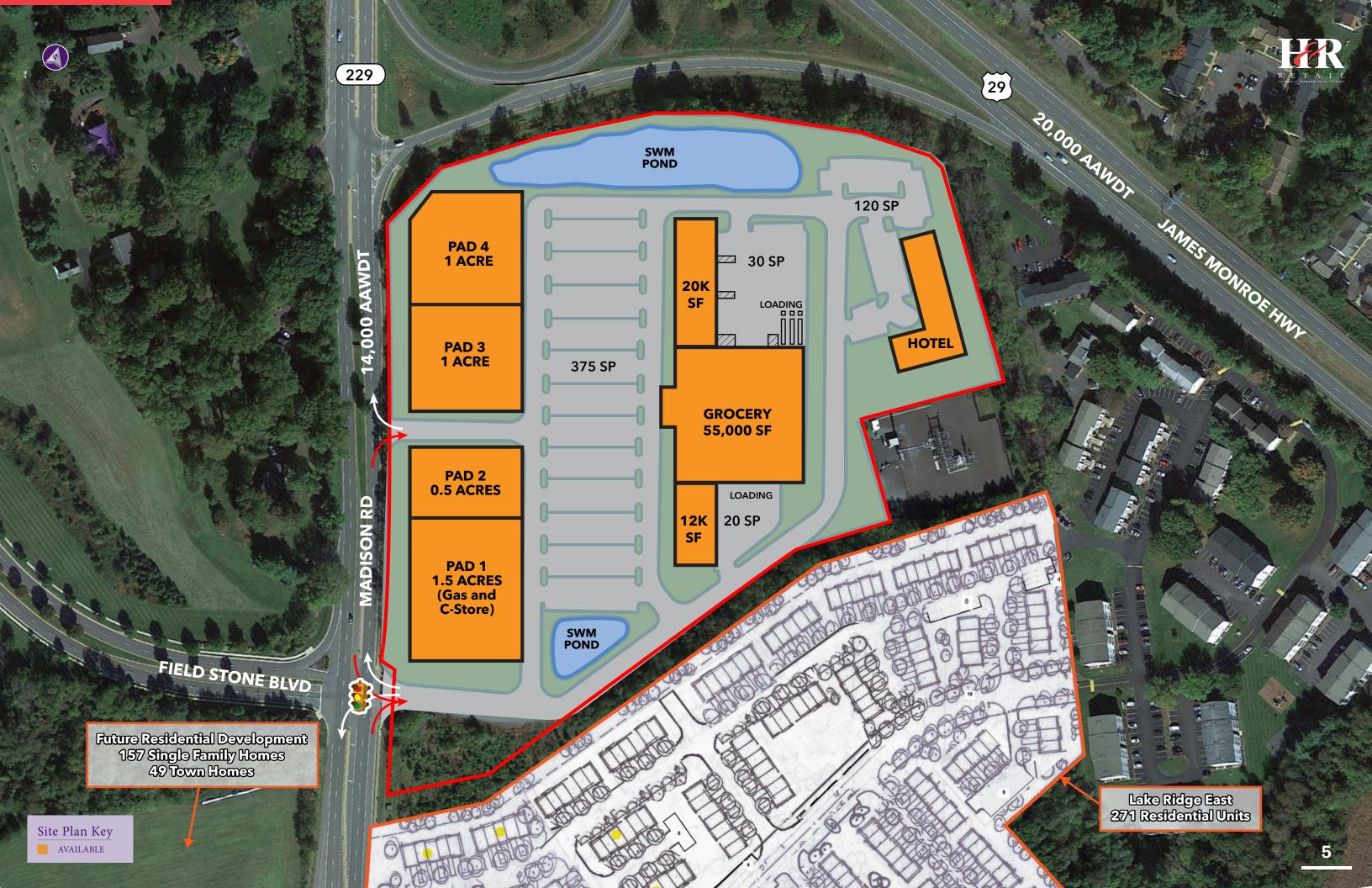




# HOUSING DEVELOPMENT AERIAL



#	DEVELOPMENT NAME	STATUS	TOTAL UNITS	#	DEVELOPMENT NAME	STATUS	TOTAL UNIT
1	SUGAR TREE HILL	COMP	17	63	WILLOW SHADE	COMP	79
2	HILLENDALE	COMP	37	64	MOSBY MEADOWS	COMP	38
3	CANTERBURY	COMP	12	65	KINGS MANOR	COMP	33
4	CORBINS WAY	COMP	11	66	GRANDVIEW	COMP	112
5	SPRINGWOOD	COMP	15	67	SLEEPY HOLLOW MH PARK	COMP	31
6	WINDSONG SUBDIVISION	COMP	23	68	BELLE PARC	COMP	218
7	KIRTLEY ESTATES	COMP	8	69	MEADOWS OF CULPEPER	COMP	542
8	WHITESTONE ESTATES	COMP	17	70	MADISON GROVE	COMP	93
9	DOVE HILL ESTATES	COMP	45	71	NORTH RIDGE PHASE I	COMP	50
10	FAIRVIEW ACRES	COMP	55	72	NORTH RIDGE PHASE II	COMP	32
11	FAIRVIEW ESTATES	COMP	45	73	NORTH RIDGE PHASE III	COMP	30
12	BUCK RUN ESTATES	COMP	10	74	NORTH RIDGE PHASE IV	COMP	21
13	ROTHERWOOD II	COMP	23	75	NORTH RIDGE II PHASE VII	COMP	29
14	FOX HILL ESTATES	COMP	16	76	NORTH RIDGE II PHASE VIII	COMP	27
15	CLAIRMONT MANOR	COMP	75	77	NORTH RIDGE PHASE V	COMP	17
16	CEDARBROOKE	COMP	75	78	NORTH RIDGE PHASE VII	COMP	42
17	ROTHERWOOD I	COMP	24	79	BLUEMONT KNOLLS	COMP	15
18	ANDERSON MEADOWS	COMP	7	80	CHURCHILL SUBDIVISION	COMP	58
	THE CULPEPPER RETIREMENT			81	RIDGELEA	COMP	39
19	COMMUNITY	СОМР	77	82	BERRYVALE SUBDIVISION	COMP	27
20	THREE FLAGS PHASE 1	COMP	247	83	KAVANAUGH MEADS	COMP	49
21	ELIZABETH CROSSING	COMP	90	84	SUNSET HILLS	COMP	12
22	RIDGEVIEW	APRVD	21	85	CATALPA ESTATES	COMP	26
23	HIGHPOINT	COMP	414	-			-
24	LAUREL PARK PHASE I	APRVD	173	86	SKYVIEW ESTATES	COMP	16
25	LAUREL PARK	COMP	85	87	KERRINGTON SUBDIVISION	COMP	9
26	CARLETON HILLS	COMP	34	88	EAGLES NEST	COMP	5
27	MAGNOLIA GREEN	COMP	101	89	RANDLE RIDGE ESTATES	COMP	103
28	ABERDEEN GREEN	COMP	68	90	CHESTERFIELD ESTATES	COMP	28
29	FARMINGTON HEIGHTS	COMP	144	91	MILLWOOD	COMP	14
30	WAKEFIELD VILLAGE TOWNHOMES	COMP	36	92	PULLIAM SUBDIVISION	COMP	12
31	WESTMINSTER SQUARE	COMP	59	93	SIGNAL HILL	COMP	13
32	FLETCHERS GLEN	COMP	3	94	HIGH ACRES	COMP	31
33	WATERFORD ESTATES	COMP	12	95	PELHAM MANOR	COMP	82
34	MULBERRY GREENS	COMP	39	96	CHERRY HILL	COMP	14
35	MULBERRY COURT	COMP	55	97	STONEHOUSE MOUNTAIN	COMP	21
36	GREENS ON LAKE PELHAM	COMP	4	98	HIGHLAND ESTATES	COMP	13
37	THE GREENS	APRVD	58	99	VILLAGE OF GRIFFINSBURG	COMP	27
38	COUNTRY CLUB ESTATES	COMP	109	100	THE FIELDS AT GRIFFINSBURG	COMP	24
39	OAKLAWN	COMP	38	101	RILLHURST ESTATES	COMP	139
40	CULPEPER LOFTS	COMP	22	102	GRIFFIN GATES	COMP	12
41	OAKVIEW CONDOS	COMP	7	103	FOX CHASE	COMP	55
42	LIGHTFOOT APARTMENTS	APRVD	60	104	LAKEVIEW ESTATES	COMP	15
42 43			1	105	GLENDALE	COMP	15
43 44	CULPEPER DOWNS	COMP		106	BELLA POINTE	COMP	13
	MADISON STATION	APRVD	44	107	MOUNTAIN RUN LAKE	COMP	52
45	COPPER RIDGE	COMP	2	108	WILDWOOD	COMP	16
46	TOWNES AT MTN BROOK	APRVD	94	109	LAKEMONT	COMP	33
47	MOUNTAIN RUN ESTATES	APRVD	21		OVERLOOK HEIGHTS	COMP	59
48	MOUNTAIN BROOK ESTATES	COMP	107		STONE RIDGE	COMP	52
49	PARKSIDE APARTMENTS	APRVD	37		WHITE SHOP ESTATES	COMP	13
50	WILLOW GROVE APARTMENTS	APRVD	29		MERRIMAC SOUTH	COMP	49
51	LAKEVIEW	COMP	607		FOX FARM ESTATES	COMP	6
52	REDWOOD LAKES	COMP	342		WINTERWOOD	COMP	15
53	WAYLAND MANOR	COMP	30		MADISON OAKS	COMP	9
54	CULPEPER LAKES	COMP	60		HERITAGE ESTATES	COMP	35
55	FRANKLIN MEADOWS	COMP	44		KENTON ESTATES	COMP	12
56	VAUGHNS BRANCH VILLAGE	COMP	6				29
57	PELHAMS REACH	COMP	190		REVA PARK	COMP	
58	CARDINAL VIEW	COMP	54		LAKE RIDGE EAST	APPRVD	271
59	RIVERDALE	COMP	71		FUTURE DEVELOPMENT	APPRVD	206
60	ASHGLOW	COMP	1		FUTURE DEVELOPMENT	APPRVD	220
61	SUNSET VIEW	COMP	10	123	RUBY RUN	APPRVD	307
		COMP			TOTAL		7,899

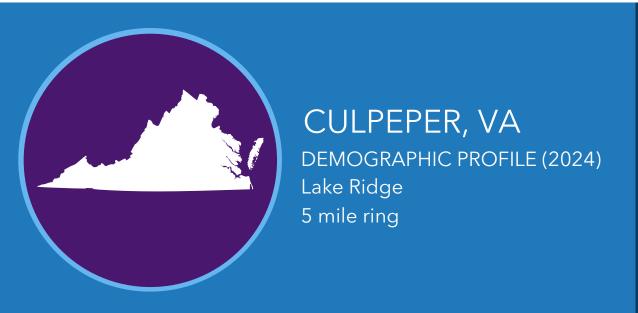


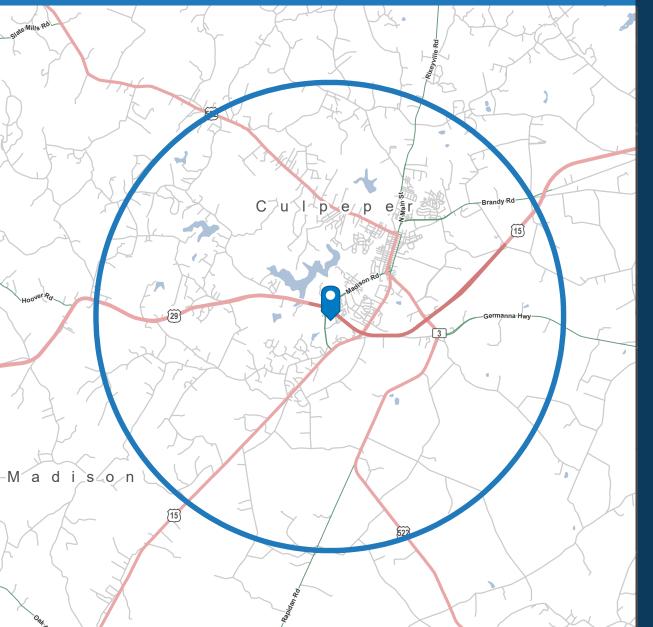
# **Psychographic Profile**

2024 and 2029 Esri Forecasts. Converted Census 2000 data into 2010 geography









# **KEY FACTS** 32,611 11,411 37.5 Population Median Age Households **EDUCATION**

## **BUSINESS**

18%

Bachelor's Degree



High School Diploma

1,389 **Total Businesses** 



32,032 Daytime Population



Graduate/Professional

Food Srv & Drinking

### INCOME



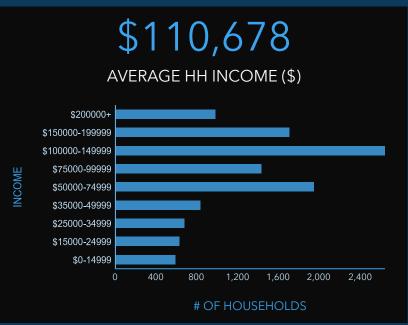
\$91,923

Median Household Income



\$38,237

Per Capita Income



#### **TAPESTRY SEGMENTS**



Front Porches 2,480 (21.5%) 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 influence 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 make ends meet.

- Price is more important than brand names or style to these
- With limited incomes, these are not adventurous shoppers.
- They would rather cook a meal at home than dine out.
- They seek adventure and strive to have fun.



Middleburg 2,489 (21.6%) 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.

- Traditional values are the norm here– faith, country, and family.
- 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 entertainment.



Up and Coming Families 2,258 (19.6%) of households

Up and Coming Families is a market in transition-residents are younger and more mobile and ethnically diverse than the previous generation. They are ambitious, working hard to get ahead, and willing to take some risks to achieve their goals. The recession has impacted their fi nancial well-being, but they are optimistic. Their homes are new; their families are young. And this is one of the fastest-growing markets in the country.

- Careful shoppers, aware of prices, willing to shop around for the best deals and open to influence by others' opinions.
- Seek the latest and best in technology.
- Young families still feathering the nest and establishing their

