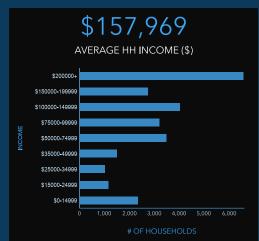


70,322

Population P



\$102,899

Median Household Income

\$65,337

## Per Capita Income

## City Lights 2.834 (10.9%) of households

151

Food Srv &

Drinking Places

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

- These residents are young and well educated; almost half have a bachelor's degree or more.
   Well paid, with little financial responsibility, these consumers are spenders rather than savers. They seek financial advice and are already building their stock
  - brands they trust.
     Reflecting the diversity of their neighborhoods, residents
  - stand by their belief in equal opportunity.

     Attuned to nature and the environment, and when they can, purchase natural products

City Strivers 2,147 (8.3%) 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've 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-knift parents are them the recipients of supprehensia 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 indulge in resturants and personal services, and splurge on their cable TV package.

- They often make impulse purchases and try new brands and technologies, but do look for the approval of their
- These sociable consumers exhibit boldness in their decisions and aren't afraid to share their opinion. They

	0.25 MILES	0.50 MILES	1 MILE
POPULATION			
2000 Total Population	3,497	15,286	57,839
2010 Total Population	3,797	15,897	58,532
2023 Total Population	4,744	18,027	63,237
Median Age	37.1	36.5	36.4
HOUSEHOLDS			
2000 Households	1,345	5,325	21,166
2010 Households	1,523	5,732	23,215
2023 Households	2,171	7,331	25,932
2028 Households	2,244	7,469	25,784
2023 Average Household Size	2.16	2.44	2.37
INCOME			

INCOME			
2023 Average Household Income	\$147,675	\$164,813	\$157,969
2023 Median Household Income	\$102,410	\$115,191	\$102,899
2023 Per Capita Income	\$65,709	\$67,248	\$65,337

2023 POPULATION BY RACE/ETHNICITY				
White Alone	37.7%	37.1%	36.0%	
Black Alone	34.2%	32.0%	32.0%	
American Indian/Alaskan Native Alone	0.4%	0.9%	1.0%	
Asian Alone	4.7%	4.2%	4.5%	
Pacific Islander Alone	0.0%	0.0%	0.1%	
Other Race	12.5%	14.8%	15.5%	
Two or More Races	10.5%	10.8%	11.0%	
Hispanic Origin (Any Race)	21.0%	24.7%	26.1%	

2023 POPULATION 25+ BY EDUCATIONAL

AITAINMENT			
Total	3,549	13,333	46,881
Less than 9th Grade	4.7%	9.2%	7.3%
9th - 12th Grade, No Diploma	3.8%	4.3%	3.8%
High School Graduate	7.9%	10.4%	11.0%
GED/Alternative Credential	2.6%	2.3%	2.8%
Some College, No Degree	9.0%	8.1%	9.2%
Associate Degree	2.1%	2.2%	2.4%
Bachelor's Degree	38.4%	29.7%	26.2%
Graduate/Professional Degree	31.4%	33.8%	37.3%

	Graduate/Professional Degree	31.4%	33.8%	37.3%
E	BUSINESS			
Т	otal Business	137	359	1,345
Т	otal Employees	1,261	3,028	36,721
	Employee/Residential Population Ratio	0.270:1	0.170:1	0.580:1



## Please Contact

1,345

Total Businesses

**Trendsetters** 

Armed with the motto "you're only young once," Trendset-ters 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 snontaneous packed with new experiences and

often spontaneous, packed with new experiences and chronicled on their Facebook pages.

Socially and environmentally conscious, they are willing to pay more for products that support their causes.
 Up-to-date on technology, they explore and exploit all

the features of their smartphones.

• They are attentive to good health and nutrition

Ray Schupp 240.482.3611 rschupp@hrretail.com

Sebastian Restifo 240.482.3602 srestifo@hrretail.com **Edward Crilley** 240.482.3608 ecrilley@hrretail.com

3 Bethesda Metro Center, Suite 620 Bethesda, Maryland 20814 301.656.3030