



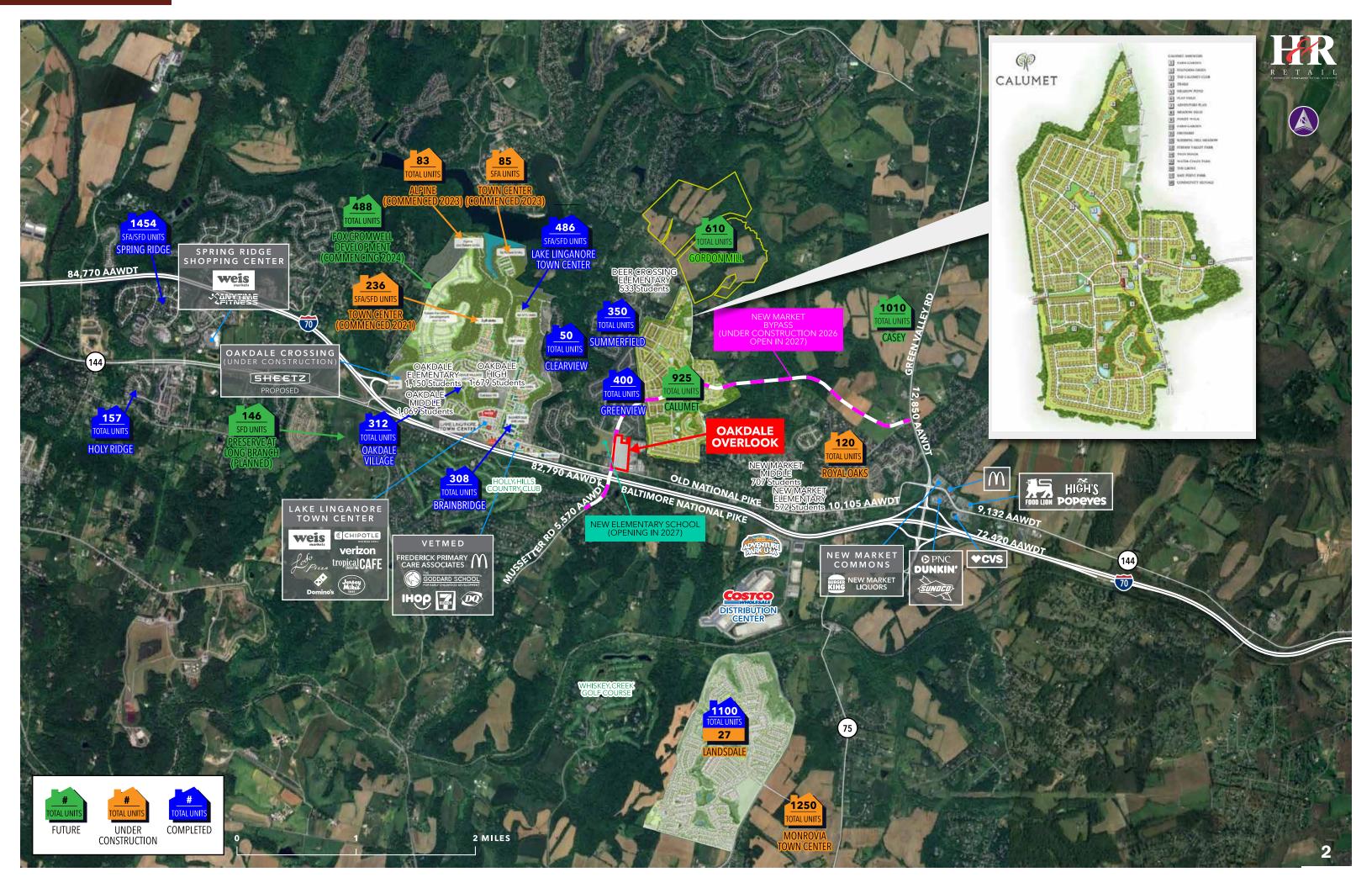


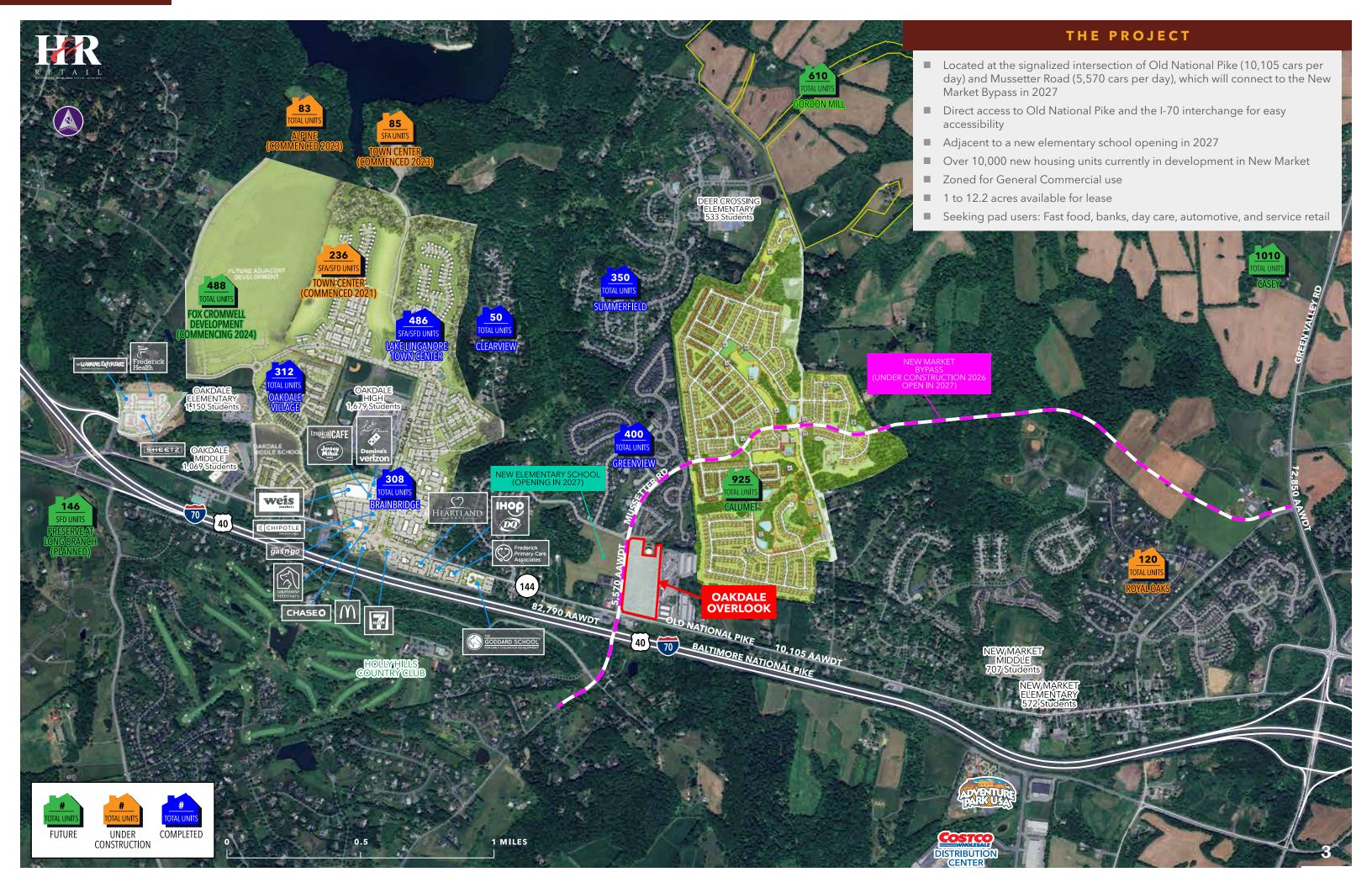
NEW MARKET, MD

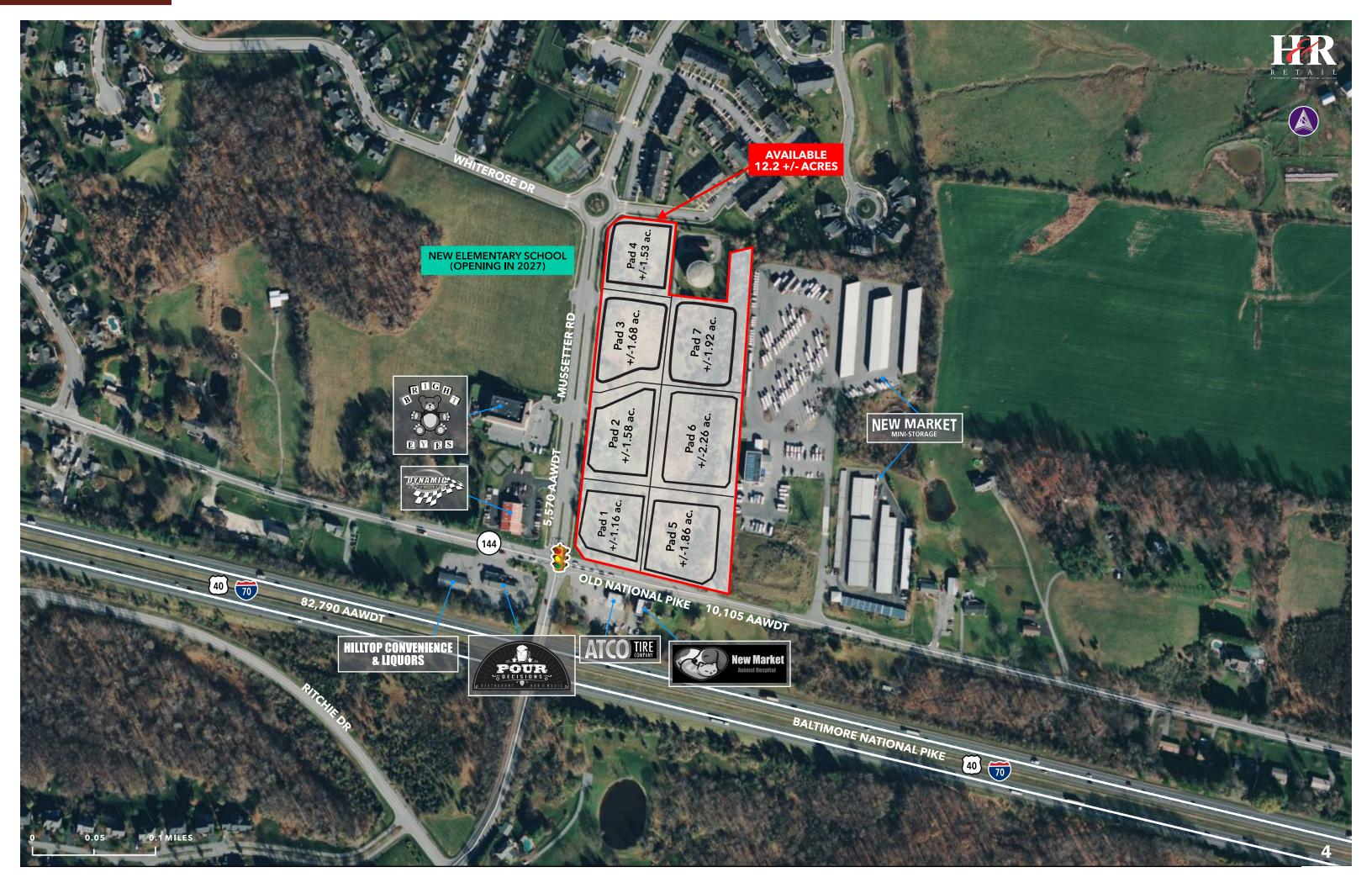




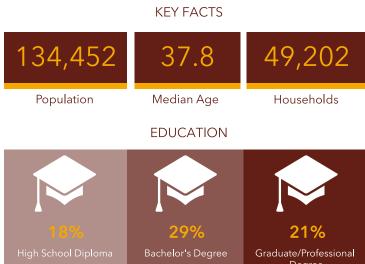












**BUSINESS** 

141,172

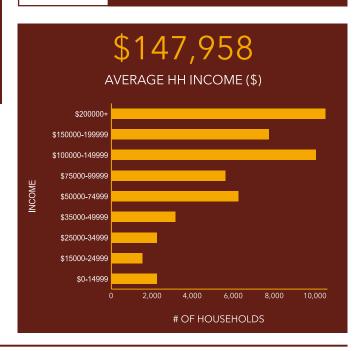
Daytime

Population

420

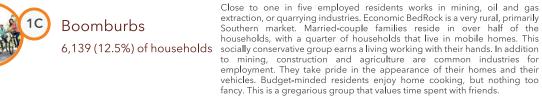
Food Srv &

**Drinking Places** 



### INCOME \$113,625 Median Household Income





- TV is the main source of information, news, and entertainment.
- They make purchases for today because tomorrow is uncertain.
- They are happy to go to work whenever the opportunity presents itself.
- Budgeted vacations are taken within the US, not abroad.



**TAPESTRY SEGMENTS** 

Savvy Suburbanites 5,725 (11.6%) of households

Savvy Suburbanites residents are well educated, well read, and well capitalized. Families include empty nesters and empty nester wannabes, who still have adult children at home. Located in older neighborhoods outside the urban core, their suburban lifestyle includes home remodeling and gardening plus the active pursuit of sports and exercise. They enjoy good food and wine, plus the amenities of the city's cultural events.

- Well-connected consumers that appreciate technology and make liberal use of it for everything from shopping and banking to staying current and communicating.
- Informed shoppers that do their research prior to purchasing and focus

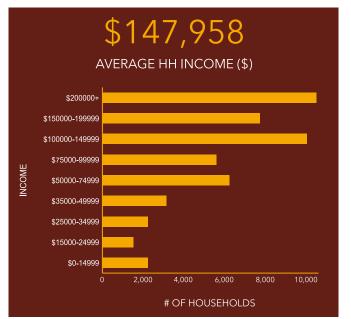


Professional Pride 5,132 (10.4%) of households

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. So far, these established families have accumulated an average of 1.5 million dollars in net worth, and their annual household income runs at more than twice the US level. 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.

- They have a preferred financial institution, regularly read financial news, and use the Internet for banking transactions.

  • These residents are goal oriented and strive for lifelong earning and learning.
- Life here is well organized; routine is a key ingredient to daily life.



# BAL Scaggsville Laurel

6,138

**Total Businesses** 

#### THE MARKET

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	5 MINUTE	10 MINUTE	15 MINUTE
Total Population	8,491	34,911	134,452
Average HH Income	\$167,706	\$176,066	\$147,958
Number of Households	2,832	11,763	49,202

54.2%

#### **Affluent Estates**

College Educated, Children At Home, Above Average Tech





22.5%

**Upscale Avenues** 

Financially Responsible, Grown Children, Serious Shoppers







## OAKDALE

NEW MARKET, MD







