



Market Profile

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
Rings: 1, 3, 5 mile radii

Prepared by Esri
Latitude: 38.97363
Longitude: -76.55025

	1 mile	3 miles	5 miles
Population Summary			
2000 Total Population	3,265	47,724	90,414
2010 Total Population	4,072	52,150	98,375
2016 Total Population	4,779	54,861	102,144
2016 Group Quarters	48	1,079	6,093
2021 Total Population	5,239	57,540	106,312
2016-2021 Annual Rate	1.85%	0.96%	0.80%
2016 Total Daytime Population	19,477	83,131	132,835
Workers	17,256	57,033	85,798
Residents	2,221	26,098	47,037
Household Summary			
2000 Households	1,384	19,494	35,363
2000 Average Household Size	2.36	2.37	2.38
2010 Households	1,746	21,781	38,690
2010 Average Household Size	2.31	2.34	2.38
2016 Households	2,070	22,692	39,847
2016 Average Household Size	2.29	2.37	2.41
2021 Households	2,276	23,709	41,365
2021 Average Household Size	2.28	2.38	2.42
2016-2021 Annual Rate	1.92%	0.88%	0.75%
2010 Families	977	12,996	23,863
2010 Average Family Size	2.96	2.94	2.96
2016 Families	1,130	13,356	24,300
2016 Average Family Size	2.97	2.98	3.00
2021 Families	1,228	13,838	25,054
2021 Average Family Size	2.97	3.01	3.03
2016-2021 Annual Rate	1.68%	0.71%	0.61%
Housing Unit Summary			
2000 Housing Units	1,434	20,419	37,287
Owner Occupied Housing Units	66.2%	68.2%	66.6%
Renter Occupied Housing Units	30.3%	27.2%	28.2%
Vacant Housing Units	3.5%	4.5%	5.2%
2010 Housing Units	2,047	23,818	42,401
Owner Occupied Housing Units	53.6%	61.2%	62.4%
Renter Occupied Housing Units	31.7%	30.2%	28.8%
Vacant Housing Units	14.7%	8.6%	8.8%
2016 Housing Units	2,405	24,996	44,137
Owner Occupied Housing Units	50.9%	57.8%	59.1%
Renter Occupied Housing Units	35.2%	32.9%	31.2%
Vacant Housing Units	13.9%	9.2%	9.7%
2021 Housing Units	2,604	26,101	45,876
Owner Occupied Housing Units	52.3%	57.7%	58.9%
Renter Occupied Housing Units	35.1%	33.1%	31.3%
Vacant Housing Units	12.6%	9.2%	9.8%
Median Household Income			
2016	\$100,169	\$86,773	\$92,144
2021	\$106,938	\$96,330	\$101,868
Median Home Value			
2016	\$577,461	\$421,457	\$473,644
2021	\$603,801	\$451,055	\$496,426
Per Capita Income			
2016	\$54,131	\$48,255	\$50,016
2021	\$59,566	\$52,406	\$54,336
Median Age			
2010	43.7	41.2	40.1
2016	45.5	42.3	41.2
2021	47.5	43.2	42.2

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.



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2016 Households by Income			
Household Income Base	2,070	22,692	39,847
<\$15,000	4.6%	6.2%	6.0%
\$15,000 - \$24,999	9.4%	5.7%	5.1%
\$25,000 - \$34,999	4.3%	4.8%	5.0%
\$35,000 - \$49,999	8.5%	8.7%	8.2%
\$50,000 - \$74,999	9.9%	16.5%	15.4%
\$75,000 - \$99,999	13.3%	14.8%	14.0%
\$100,000 - \$149,999	22.1%	19.8%	20.2%
\$150,000 - \$199,999	12.9%	10.6%	11.2%
\$200,000+	15.1%	12.8%	15.0%
Average Household Income	\$124,126	\$115,487	\$124,460
2021 Households by Income			
Household Income Base	2,276	23,709	41,365
<\$15,000	5.1%	6.9%	6.8%
\$15,000 - \$24,999	9.4%	5.5%	4.9%
\$25,000 - \$34,999	3.5%	4.4%	4.3%
\$35,000 - \$49,999	7.2%	7.8%	7.3%
\$50,000 - \$74,999	7.6%	12.0%	11.3%
\$75,000 - \$99,999	12.8%	15.0%	14.2%
\$100,000 - \$149,999	22.0%	21.5%	21.7%
\$150,000 - \$199,999	15.2%	12.3%	12.8%
\$200,000+	17.3%	14.4%	16.8%
Average Household Income	\$136,462	\$126,097	\$136,003
2016 Owner Occupied Housing Units by Value			
Total	1,223	14,447	26,057
<\$50,000	1.6%	2.2%	1.9%
\$50,000 - \$99,999	0.1%	0.8%	1.1%
\$100,000 - \$149,999	1.0%	1.6%	1.3%
\$150,000 - \$199,999	2.9%	4.1%	3.5%
\$200,000 - \$249,999	1.9%	7.9%	6.1%
\$250,000 - \$299,999	6.1%	11.0%	8.4%
\$300,000 - \$399,999	12.7%	19.5%	17.1%
\$400,000 - \$499,999	12.4%	13.9%	14.6%
\$500,000 - \$749,999	36.5%	17.5%	19.2%
\$750,000 - \$999,999	17.9%	15.0%	17.7%
\$1,000,000 +	6.9%	6.6%	9.2%
Average Home Value	\$599,060	\$512,112	\$561,168
2021 Owner Occupied Housing Units by Value			
Total	1,362	15,047	27,000
<\$50,000	0.9%	1.4%	1.2%
\$50,000 - \$99,999	0.0%	0.6%	0.9%
\$100,000 - \$149,999	0.5%	1.2%	0.9%
\$150,000 - \$199,999	1.2%	2.1%	1.7%
\$200,000 - \$249,999	1.0%	4.9%	3.7%
\$250,000 - \$299,999	3.7%	7.4%	5.5%
\$300,000 - \$399,999	14.6%	24.8%	21.3%
\$400,000 - \$499,999	12.4%	14.8%	15.2%
\$500,000 - \$749,999	37.7%	18.5%	19.9%
\$750,000 - \$999,999	20.8%	17.3%	20.0%
\$1,000,000 +	7.2%	7.0%	9.6%
Average Home Value	\$629,589	\$545,039	\$590,760

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.

March 24, 2017



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2010 Population by Age			
Total	4,071	52,150	98,376
0 - 4	5.4%	6.1%	5.8%
5 - 9	4.9%	5.5%	5.4%
10 - 14	4.2%	4.9%	5.1%
15 - 24	10.0%	10.8%	15.0%
25 - 34	13.9%	14.9%	12.8%
35 - 44	13.1%	12.8%	12.2%
45 - 54	14.5%	14.1%	14.4%
55 - 64	14.8%	13.7%	13.6%
65 - 74	10.4%	8.7%	8.4%
75 - 84	5.9%	5.7%	5.0%
85 +	2.8%	2.8%	2.3%
18 +	82.6%	80.5%	80.6%
2016 Population by Age			
Total	4,777	54,860	102,144
0 - 4	4.8%	5.5%	5.2%
5 - 9	5.2%	5.7%	5.6%
10 - 14	4.6%	5.4%	5.5%
15 - 24	8.6%	9.9%	14.0%
25 - 34	13.3%	14.1%	12.4%
35 - 44	13.0%	12.6%	11.8%
45 - 54	13.1%	12.9%	13.0%
55 - 64	15.7%	13.8%	13.7%
65 - 74	12.9%	11.1%	10.8%
75 - 84	6.2%	6.1%	5.5%
85 +	2.6%	2.9%	2.6%
18 +	83.0%	80.5%	80.7%
2021 Population by Age			
Total	5,240	57,539	106,311
0 - 4	4.6%	5.4%	5.0%
5 - 9	4.9%	5.4%	5.2%
10 - 14	5.0%	5.5%	5.6%
15 - 24	7.4%	9.4%	13.2%
25 - 34	11.5%	13.0%	11.6%
35 - 44	13.6%	13.7%	12.6%
45 - 54	12.0%	11.7%	11.9%
55 - 64	14.1%	13.3%	13.2%
65 - 74	15.2%	12.6%	12.1%
75 - 84	8.2%	7.1%	6.7%
85 +	3.4%	3.0%	2.8%
18 +	83.1%	80.9%	81.1%
2010 Population by Sex			
Males	2,057	25,371	49,092
Females	2,015	26,779	49,283
2016 Population by Sex			
Males	2,424	26,829	51,129
Females	2,355	28,033	51,014
2021 Population by Sex			
Males	2,639	28,225	53,254
Females	2,600	29,315	53,059

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.



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2010 Population by Race/Ethnicity			
Total	4,072	52,150	98,376
White Alone	72.1%	73.6%	77.6%
Black Alone	12.4%	15.9%	13.2%
American Indian Alone	0.3%	0.3%	0.3%
Asian Alone	2.4%	2.2%	2.2%
Pacific Islander Alone	0.0%	0.0%	0.0%
Some Other Race Alone	10.9%	5.8%	4.4%
Two or More Races	1.8%	2.2%	2.4%
Hispanic Origin	15.8%	11.1%	9.4%
Diversity Index	60.6	54.5	48.6
2016 Population by Race/Ethnicity			
Total	4,779	54,861	102,143
White Alone	70.5%	70.9%	75.0%
Black Alone	12.2%	16.3%	13.8%
American Indian Alone	0.3%	0.3%	0.3%
Asian Alone	2.9%	2.6%	2.5%
Pacific Islander Alone	0.1%	0.0%	0.1%
Some Other Race Alone	11.9%	7.3%	5.6%
Two or More Races	2.2%	2.6%	2.8%
Hispanic Origin	17.6%	13.9%	11.9%
Diversity Index	63.6	59.7	54.0
2021 Population by Race/Ethnicity			
Total	5,238	57,540	106,312
White Alone	68.4%	68.6%	72.7%
Black Alone	12.3%	16.6%	14.2%
American Indian Alone	0.3%	0.3%	0.4%
Asian Alone	3.3%	2.9%	2.8%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	13.0%	8.6%	6.6%
Two or More Races	2.5%	3.0%	3.3%
Hispanic Origin	19.7%	16.6%	14.3%
Diversity Index	66.9	64.0	58.6
2010 Population by Relationship and Household Type			
Total	4,072	52,150	98,375
In Households	98.8%	97.9%	93.8%
In Family Households	74.6%	76.4%	74.4%
Householder	24.4%	24.9%	24.3%
Spouse	19.7%	18.7%	18.8%
Child	22.6%	25.3%	25.0%
Other relative	4.2%	4.3%	3.7%
Nonrelative	3.7%	3.2%	2.6%
In Nonfamily Households	24.2%	21.5%	19.4%
In Group Quarters	1.2%	2.1%	6.2%
Institutionalized Population	1.1%	1.8%	1.1%
Noninstitutionalized Population	0.0%	0.3%	5.2%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.



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2016 Population 25+ by Educational Attainment			
Total	3,673	40,324	71,208
Less than 9th Grade	4.8%	3.3%	2.7%
9th - 12th Grade, No Diploma	3.6%	5.0%	4.3%
High School Graduate	14.9%	19.0%	16.6%
GED/Alternative Credential	1.4%	2.1%	2.0%
Some College, No Degree	17.4%	18.6%	17.6%
Associate Degree	3.6%	6.2%	6.5%
Bachelor's Degree	28.0%	24.0%	27.1%
Graduate/Professional Degree	26.1%	21.7%	23.3%
2016 Population 15+ by Marital Status			
Total	4,082	45,760	85,477
Never Married	32.7%	31.3%	33.6%
Married	46.9%	48.5%	49.0%
Widowed	7.1%	7.1%	6.1%
Divorced	13.3%	13.1%	11.3%
2016 Civilian Population 16+ in Labor Force			
Civilian Employed	98.5%	96.5%	96.4%
Civilian Unemployed	1.5%	3.5%	3.6%
2016 Employed Population 16+ by Industry			
Total	2,594	28,654	51,307
Agriculture/Mining	0.0%	0.2%	0.2%
Construction	10.7%	7.3%	7.5%
Manufacturing	2.1%	3.5%	3.6%
Wholesale Trade	0.6%	1.9%	2.0%
Retail Trade	5.3%	11.0%	10.0%
Transportation/Utilities	0.2%	2.8%	2.4%
Information	1.4%	2.1%	2.1%
Finance/Insurance/Real Estate	5.2%	6.4%	6.7%
Services	62.2%	53.1%	53.8%
Public Administration	12.4%	11.8%	11.7%
2016 Employed Population 16+ by Occupation			
Total	2,594	28,656	51,307
White Collar	69.4%	70.1%	72.0%
Management/Business/Financial	28.1%	22.1%	23.1%
Professional	29.3%	26.4%	27.2%
Sales	6.4%	11.5%	11.3%
Administrative Support	5.5%	10.2%	10.5%
Services	19.9%	16.1%	15.1%
Blue Collar	10.7%	13.7%	12.9%
Farming/Forestry/Fishing	0.0%	0.2%	0.2%
Construction/Extraction	6.9%	4.5%	4.5%
Installation/Maintenance/Repair	0.7%	2.4%	2.4%
Production	2.1%	2.2%	2.1%
Transportation/Material Moving	1.1%	4.5%	3.7%
2010 Population By Urban/ Rural Status			
Total Population	4,072	52,150	98,375
Population Inside Urbanized Area	99.4%	98.2%	94.8%
Population Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Population	0.6%	1.8%	5.2%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.

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2010 Households by Type			
Total	1,746	21,780	38,690
Households with 1 Person	35.9%	32.0%	30.1%
Households with 2+ People	64.1%	68.0%	69.9%
Family Households	56.0%	59.7%	61.7%
Husband-wife Families	45.6%	44.9%	47.7%
With Related Children	15.6%	16.3%	18.1%
Other Family (No Spouse Present)	10.3%	14.7%	14.0%
Other Family with Male Householder	3.2%	3.9%	3.6%
With Related Children	1.5%	2.0%	1.9%
Other Family with Female Householder	7.1%	10.9%	10.3%
With Related Children	3.8%	6.6%	6.4%
Nonfamily Households	8.1%	8.4%	8.2%
All Households with Children	21.5%	25.4%	26.8%
Multigenerational Households	2.4%	3.1%	2.9%
Unmarried Partner Households	6.0%	6.6%	6.3%
Male-female	5.5%	5.9%	5.6%
Same-sex	0.5%	0.6%	0.7%
2010 Households by Size			
Total	1,747	21,782	38,690
1 Person Household	35.9%	32.0%	30.1%
2 Person Household	35.3%	35.9%	36.2%
3 Person Household	11.2%	13.5%	14.1%
4 Person Household	10.0%	10.3%	11.3%
5 Person Household	4.3%	4.7%	5.0%
6 Person Household	1.7%	1.9%	1.8%
7 + Person Household	1.7%	1.7%	1.5%
2010 Households by Tenure and Mortgage Status			
Total	1,746	21,781	38,690
Owner Occupied	62.8%	66.9%	68.4%
Owned with a Mortgage/Loan	47.8%	50.8%	52.8%
Owned Free and Clear	14.9%	16.2%	15.6%
Renter Occupied	37.2%	33.1%	31.6%
2010 Housing Units By Urban/ Rural Status			
Total Housing Units	2,047	23,818	42,401
Housing Units Inside Urbanized Area	99.6%	98.4%	95.4%
Housing Units Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Housing Units	0.4%	1.6%	4.6%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

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Top 3 Tapestry Segments			
1.	Golden Years (9B)	Urban Chic (2A)	Exurbanites (1E)
2.	Urban Chic (2A)	Exurbanites (1E)	Top Tier (1A)
3.	Silver & Gold (9A)	Pleasantville (2B)	Urban Chic (2A)
2016 Consumer Spending			
Apparel & Services: Total \$	\$6,548,575	\$67,620,256	\$127,021,416
Average Spent	\$3,163.56	\$2,979.92	\$3,187.73
Spending Potential Index	157	148	158
Education: Total \$	\$5,056,085	\$51,214,617	\$99,606,606
Average Spent	\$2,442.55	\$2,256.95	\$2,499.73
Spending Potential Index	173	160	177
Entertainment/Recreation: Total \$	\$9,538,394	\$97,796,861	\$184,145,823
Average Spent	\$4,607.92	\$4,309.75	\$4,621.32
Spending Potential Index	158	148	159
Food at Home: Total \$	\$15,699,528	\$160,837,095	\$299,366,557
Average Spent	\$7,584.31	\$7,087.83	\$7,512.90
Spending Potential Index	152	142	151
Food Away from Home: Total \$	\$9,952,021	\$102,876,942	\$192,595,379
Average Spent	\$4,807.74	\$4,533.62	\$4,833.37
Spending Potential Index	155	147	156
Health Care: Total \$	\$17,428,106	\$174,764,712	\$327,838,172
Average Spent	\$8,419.37	\$7,701.60	\$8,227.42
Spending Potential Index	159	145	155
HH Furnishings & Equipment: Total \$	\$5,803,973	\$59,718,617	\$112,516,348
Average Spent	\$2,803.85	\$2,631.70	\$2,823.71
Spending Potential Index	159	149	160
Personal Care Products & Services: Total \$	\$2,469,647	\$25,275,996	\$47,336,440
Average Spent	\$1,193.07	\$1,113.87	\$1,187.95
Spending Potential Index	163	152	162
Shelter: Total \$	\$53,115,909	\$541,791,042	\$1,014,959,880
Average Spent	\$25,659.86	\$23,875.86	\$25,471.43
Spending Potential Index	165	153	164
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$7,965,296	\$79,681,209	\$150,701,473
Average Spent	\$3,847.97	\$3,511.42	\$3,782.00
Spending Potential Index	166	151	163
Travel: Total \$	\$6,580,101	\$66,916,619	\$127,945,794
Average Spent	\$3,178.79	\$2,948.91	\$3,210.93
Spending Potential Index	171	158	173
Vehicle Maintenance & Repairs: Total \$	\$3,314,172	\$34,080,131	\$63,933,528
Average Spent	\$1,601.05	\$1,501.86	\$1,604.48
Spending Potential Index	155	145	155

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.

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Retail Goods and Services Expenditures

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Top Tapestry Segments	Percent	Demographic Summary	2016	2021
Golden Years (9B)	65.5%	Population	4,779	5,239
Urban Chic (2A)	22.3%	Households	2,070	2,276
Silver & Gold (9A)	7.1%	Families	1,130	1,228
Bright Young Professionals (8C)	4.6%	Median Age	45.5	47.5
Enterprising Professionals (2D)	0.4%	Median Household Income	\$100,169	\$106,938
		Spending Potential Index	Average Amount Spent	Total
Apparel and Services		157	\$3,163.56	\$6,548,575
Men's		159	\$638.83	\$1,322,375
Women's		163	\$1,116.51	\$2,311,185
Children's		139	\$448.48	\$928,346
Footwear		154	\$660.89	\$1,368,049
Watches & Jewelry		166	\$172.59	\$357,269
Apparel Products and Services (1)		175	\$126.26	\$261,351
Computer				
Computers and Hardware for Home Use		162	\$281.12	\$581,914
Portable Memory		156	\$7.32	\$15,145
Computer Software		165	\$21.36	\$44,216
Computer Accessories		165	\$29.38	\$60,814
Entertainment & Recreation		158	\$4,607.92	\$9,538,394
Fees and Admissions		176	\$1,018.12	\$2,107,504
Membership Fees for Clubs (2)		183	\$349.51	\$723,483
Fees for Participant Sports, excl. Trips		176	\$157.66	\$326,352
Tickets to Theatre/Operas/Concerts		188	\$99.05	\$205,025
Tickets to Movies/Museums/Parks		161	\$107.30	\$222,104
Admission to Sporting Events, excl. Trips		172	\$91.91	\$190,256
Fees for Recreational Lessons		172	\$211.39	\$437,575
Dating Services		190	\$1.31	\$2,708
TV/Video/Audio		154	\$1,852.31	\$3,834,288
Cable and Satellite Television Services		154	\$1,384.83	\$2,866,591
Televisions		156	\$171.31	\$354,614
Satellite Dishes		134	\$1.96	\$4,053
VCRs, Video Cameras, and DVD Players		155	\$12.54	\$25,961
Miscellaneous Video Equipment		133	\$10.27	\$21,265
Video Cassettes and DVDs		149	\$27.51	\$56,945
Video Game Hardware/Accessories		140	\$35.83	\$74,159
Video Game Software		139	\$19.19	\$39,732
Streaming/Downloaded Video		151	\$27.41	\$56,737
Rental of Video Cassettes and DVDs		145	\$23.69	\$49,030
Installation of Televisions		154	\$1.42	\$2,933
Audio (3)		159	\$130.11	\$269,320
Rental and Repair of TV/Radio/Sound Equipment		159	\$6.26	\$12,948
Pets		152	\$814.83	\$1,686,688
Toys/Games/Crafts/Hobbies (4)		145	\$166.12	\$343,876
Recreational Vehicles and Fees (5)		149	\$159.90	\$331,001
Sports/Recreation/Exercise Equipment (6)		149	\$246.76	\$510,786
Photo Equipment and Supplies (7)		160	\$87.83	\$181,804
Reading (8)		167	\$218.35	\$451,988
Catered Affairs (9)		169	\$43.70	\$90,460
Food		153	\$12,392.05	\$25,651,549
Food at Home		152	\$7,584.31	\$15,699,528
Bakery and Cereal Products		152	\$1,026.00	\$2,123,812
Meats, Poultry, Fish, and Eggs		150	\$1,668.88	\$3,454,589
Dairy Products		152	\$808.87	\$1,674,360
Fruits and Vegetables		157	\$1,498.45	\$3,101,794
Snacks and Other Food at Home (10)		151	\$2,582.11	\$5,344,974
Food Away from Home		155	\$4,807.74	\$9,952,021
Alcoholic Beverages		166	\$851.08	\$1,761,731

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2016 and 2021; Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics.



Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
 Ring: 1 mile radius

Prepared by Esri
 Latitude: 38.97363
 Longitude: -76.55025

	Spending Potential Index	Average Amount Spent	Total
Financial			
Value of Stocks/Bonds/Mutual Funds	194	\$14,512.46	\$30,040,784
Value of Retirement Plans	179	\$46,847.66	\$96,974,654
Value of Other Financial Assets	167	\$1,888.56	\$3,909,329
Vehicle Loan Amount excluding Interest	143	\$3,477.39	\$7,198,201
Value of Credit Card Debt	160	\$915.72	\$1,895,539
Health			
Nonprescription Drugs	159	\$197.33	\$408,469
Prescription Drugs	155	\$649.14	\$1,343,710
Eyeglasses and Contact Lenses	160	\$143.25	\$296,536
Home			
Mortgage Payment and Basics (11)	164	\$14,057.75	\$29,099,538
Maintenance and Remodeling Services	167	\$2,932.18	\$6,069,604
Maintenance and Remodeling Materials (12)	140	\$510.12	\$1,055,956
Utilities, Fuel, and Public Services	152	\$7,405.27	\$15,328,914
Household Furnishings and Equipment			
Household Textiles (13)	162	\$141.01	\$291,901
Furniture	160	\$786.40	\$1,627,838
Rugs	175	\$42.63	\$88,234
Major Appliances (14)	156	\$440.87	\$912,598
Housewares (15)	160	\$134.22	\$277,840
Small Appliances	159	\$75.13	\$155,511
Luggage	173	\$16.03	\$33,184
Telephones and Accessories	151	\$107.26	\$222,021
Household Operations			
Child Care	153	\$649.38	\$1,344,224
Lawn and Garden (16)	163	\$663.31	\$1,373,057
Moving/Storage/Freight Express	167	\$106.08	\$219,576
Housekeeping Supplies (17)	155	\$1,089.93	\$2,256,150
Insurance			
Owners and Renters Insurance	153	\$707.00	\$1,463,490
Vehicle Insurance	154	\$1,720.73	\$3,561,914
Life/Other Insurance	164	\$680.76	\$1,409,166
Health Insurance	159	\$5,365.08	\$11,105,712
Personal Care Products (18)	156	\$677.90	\$1,403,262
School Books and Supplies (19)	152	\$249.33	\$516,111
Smoking Products	133	\$545.69	\$1,129,571
Transportation			
Payments on Vehicles excluding Leases	142	\$2,958.30	\$6,123,675
Gasoline and Motor Oil	143	\$4,411.30	\$9,131,388
Vehicle Maintenance and Repairs	155	\$1,601.05	\$3,314,172
Travel			
Airline Fares	177	\$809.47	\$1,675,605
Lodging on Trips	172	\$795.79	\$1,647,287
Auto/Truck Rental on Trips	174	\$41.73	\$86,373
Food and Drink on Trips	167	\$734.23	\$1,519,856

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2016 and 2021; Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics.



Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
Ring: 1 mile radius

Prepared by Esri
Latitude: 38.97363
Longitude: -76.55025

- (1) Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.
- (3) Audio** includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games** includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.
- (5) Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.
- (6) Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading** includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers..
- (9) Catered Affairs** includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.
- (12) Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.
- (14) Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, and personal care appliances.
- (19) School Books and Supplies** includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.

Data Note: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

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March 24, 2017



Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
 Ring: 3 mile radius

Prepared by Esri
 Latitude: 38.97363
 Longitude: -76.55025

Top Tapestry Segments	Percent	Demographic Summary	2016	2021
Urban Chic (2A)	14.9%	Population	54,861	57,540
Exurbanites (1E)	13.3%	Households	22,692	23,709
Pleasantville (2B)	8.5%	Families	13,356	13,838
The Elders (9C)	8.3%	Median Age	42.3	43.2
Golden Years (9B)	8.1%	Median Household Income	\$86,773	\$96,330
		Spending Potential Index	Average Amount Spent	Total
Apparel and Services		148	\$2,979.92	\$67,620,256
Men's		150	\$602.94	\$13,681,978
Women's		152	\$1,038.98	\$23,576,444
Children's		136	\$439.32	\$9,968,993
Footwear		145	\$623.15	\$14,140,414
Watches & Jewelry		155	\$160.37	\$3,639,169
Apparel Products and Services (1)		160	\$115.16	\$2,613,258
Computer				
Computers and Hardware for Home Use		154	\$267.43	\$6,068,618
Portable Memory		149	\$7.00	\$158,795
Computer Software		153	\$19.85	\$450,494
Computer Accessories		155	\$27.51	\$624,200
Entertainment & Recreation		148	\$4,309.75	\$97,796,861
Fees and Admissions		165	\$952.18	\$21,606,828
Membership Fees for Clubs (2)		168	\$322.03	\$7,307,588
Fees for Participant Sports, excl. Trips		166	\$148.57	\$3,371,297
Tickets to Theatre/Operas/Concerts		170	\$89.77	\$2,037,045
Tickets to Movies/Museums/Parks		156	\$103.49	\$2,348,302
Admission to Sporting Events, excl. Trips		160	\$85.38	\$1,937,339
Fees for Recreational Lessons		164	\$201.72	\$4,577,379
Dating Services		178	\$1.23	\$27,877
TV/Video/Audio		143	\$1,720.43	\$39,040,026
Cable and Satellite Television Services		142	\$1,273.49	\$28,898,064
Televisions		147	\$161.84	\$3,672,568
Satellite Dishes		128	\$1.87	\$42,471
VCRs, Video Cameras, and DVD Players		150	\$12.10	\$274,490
Miscellaneous Video Equipment		128	\$9.87	\$223,902
Video Cassettes and DVDs		144	\$26.57	\$602,907
Video Game Hardware/Accessories		136	\$34.93	\$792,540
Video Game Software		137	\$18.94	\$429,795
Streaming/Downloaded Video		149	\$27.01	\$612,945
Rental of Video Cassettes and DVDs		142	\$23.26	\$527,817
Installation of Televisions		135	\$1.24	\$28,120
Audio (3)		151	\$123.33	\$2,798,499
Rental and Repair of TV/Radio/Sound Equipment		152	\$5.99	\$135,911
Pets		143	\$764.52	\$17,348,398
Toys/Games/Crafts/Hobbies (4)		139	\$158.74	\$3,602,036
Recreational Vehicles and Fees (5)		141	\$151.90	\$3,446,852
Sports/Recreation/Exercise Equipment (6)		145	\$239.47	\$5,434,091
Photo Equipment and Supplies (7)		151	\$82.92	\$1,881,683
Reading (8)		152	\$198.83	\$4,511,756
Catered Affairs (9)		158	\$40.77	\$925,190
Food		144	\$11,621.45	\$263,714,037
Food at Home		142	\$7,087.83	\$160,837,095
Bakery and Cereal Products		141	\$952.73	\$21,619,281
Meats, Poultry, Fish, and Eggs		140	\$1,560.91	\$35,420,122
Dairy Products		142	\$751.76	\$17,058,835
Fruits and Vegetables		146	\$1,399.14	\$31,749,236
Snacks and Other Food at Home (10)		142	\$2,423.30	\$54,989,620
Food Away from Home		147	\$4,533.62	\$102,876,942
Alcoholic Beverages		154	\$791.37	\$17,957,872

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Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
 Ring: 3 mile radius

Prepared by Esri
 Latitude: 38.97363
 Longitude: -76.55025

	Spending Potential Index	Average Amount Spent	Total
Financial			
Value of Stocks/Bonds/Mutual Funds	168	\$12,574.33	\$285,336,691
Value of Retirement Plans	158	\$41,269.74	\$936,492,946
Value of Other Financial Assets	148	\$1,674.89	\$38,006,511
Vehicle Loan Amount excluding Interest	137	\$3,350.13	\$76,021,225
Value of Credit Card Debt	147	\$841.48	\$19,094,949
Health			
Nonprescription Drugs	146	\$181.02	\$4,107,791
Prescription Drugs	140	\$586.64	\$13,312,125
Eyeglasses and Contact Lenses	146	\$130.86	\$2,969,367
Home			
Mortgage Payment and Basics (11)	153	\$13,064.52	\$296,460,009
Maintenance and Remodeling Services	151	\$2,647.54	\$60,078,042
Maintenance and Remodeling Materials (12)	130	\$472.70	\$10,726,569
Utilities, Fuel, and Public Services	141	\$6,871.00	\$155,916,632
Household Furnishings and Equipment			
Household Textiles (13)	150	\$130.89	\$2,970,107
Furniture	151	\$740.91	\$16,812,818
Rugs	159	\$38.85	\$881,509
Major Appliances (14)	147	\$417.61	\$9,476,341
Housewares (15)	150	\$125.19	\$2,840,919
Small Appliances	149	\$70.07	\$1,589,930
Luggage	160	\$14.80	\$335,902
Telephones and Accessories	141	\$100.26	\$2,275,068
Household Operations			
Child Care	148	\$628.21	\$14,255,316
Lawn and Garden (16)	150	\$611.25	\$13,870,383
Moving/Storage/Freight Express	162	\$102.51	\$2,326,253
Housekeeping Supplies (17)	144	\$1,011.80	\$22,959,802
Insurance			
Owners and Renters Insurance	139	\$641.66	\$14,560,539
Vehicle Insurance	143	\$1,606.70	\$36,459,136
Life/Other Insurance	149	\$618.12	\$14,026,435
Health Insurance	145	\$4,896.40	\$111,109,075
Personal Care Products (18)	147	\$639.66	\$14,515,176
School Books and Supplies (19)	146	\$239.57	\$5,436,231
Smoking Products	124	\$507.64	\$11,519,317
Transportation			
Payments on Vehicles excluding Leases	136	\$2,828.02	\$64,173,478
Gasoline and Motor Oil	136	\$4,195.18	\$95,197,032
Vehicle Maintenance and Repairs	145	\$1,501.86	\$34,080,131
Travel			
Airline Fares	165	\$750.74	\$17,035,779
Lodging on Trips	158	\$732.82	\$16,629,151
Auto/Truck Rental on Trips	164	\$39.31	\$891,984
Food and Drink on Trips	155	\$681.16	\$15,456,901

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March 24, 2017



Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
Ring: 3 mile radius

Prepared by Esri
Latitude: 38.97363
Longitude: -76.55025

- (1) Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.
- (3) Audio** includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games** includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.
- (5) Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.
- (6) Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading** includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers..
- (9) Catered Affairs** includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.
- (12) Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.
- (14) Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, and personal care appliances.
- (19) School Books and Supplies** includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.

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March 24, 2017



Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
 Ring: 5 mile radius

Prepared by Esri
 Latitude: 38.97363
 Longitude: -76.55025

Top Tapestry Segments	Percent	Demographic Summary	2016	2021
Exurbanites (1E)	15.4%	Population	102,144	106,312
Top Tier (1A)	15.1%	Households	39,847	41,365
Urban Chic (2A)	10.7%	Families	24,300	25,054
Golden Years (9B)	8.5%	Median Age	41.2	42.2
Pleasantville (2B)	7.5%	Median Household Income	\$92,144	\$101,868
		Spending Potential Index	Average Amount Spent	Total
Apparel and Services		158	\$3,187.73	\$127,021,416
Men's		161	\$644.91	\$25,697,740
Women's		162	\$1,108.07	\$44,153,333
Children's		146	\$469.97	\$18,726,777
Footwear		155	\$666.86	\$26,572,246
Watches & Jewelry		167	\$173.59	\$6,917,181
Apparel Products and Services (1)		172	\$124.33	\$4,954,138
Computer				
Computers and Hardware for Home Use		164	\$285.01	\$11,356,890
Portable Memory		159	\$7.49	\$298,295
Computer Software		163	\$21.15	\$842,963
Computer Accessories		166	\$29.45	\$1,173,352
Entertainment & Recreation		159	\$4,621.32	\$184,145,823
Fees and Admissions		180	\$1,039.34	\$41,414,578
Membership Fees for Clubs (2)		184	\$352.46	\$14,044,620
Fees for Participant Sports, excl. Trips		179	\$160.17	\$6,382,131
Tickets to Theatre/Operas/Concerts		186	\$98.37	\$3,919,938
Tickets to Movies/Museums/Parks		166	\$110.28	\$4,394,422
Admission to Sporting Events, excl. Trips		175	\$93.25	\$3,715,921
Fees for Recreational Lessons		182	\$223.55	\$8,907,936
Dating Services		181	\$1.25	\$49,610
TV/Video/Audio		151	\$1,819.60	\$72,505,427
Cable and Satellite Television Services		150	\$1,343.95	\$53,552,402
Televisions		157	\$172.15	\$6,859,469
Satellite Dishes		138	\$2.01	\$79,979
VCRs, Video Cameras, and DVD Players		158	\$12.79	\$509,803
Miscellaneous Video Equipment		135	\$10.40	\$414,503
Video Cassettes and DVDs		150	\$27.81	\$1,107,983
Video Game Hardware/Accessories		144	\$36.98	\$1,473,348
Video Game Software		144	\$19.83	\$790,230
Streaming/Downloaded Video		157	\$28.46	\$1,133,998
Rental of Video Cassettes and DVDs		150	\$24.49	\$975,941
Installation of Televisions		150	\$1.38	\$54,900
Audio (3)		163	\$133.07	\$5,302,597
Rental and Repair of TV/Radio/Sound Equipment		160	\$6.28	\$250,274
Pets		153	\$818.16	\$32,601,309
Toys/Games/Crafts/Hobbies (4)		148	\$169.78	\$6,765,125
Recreational Vehicles and Fees (5)		156	\$168.18	\$6,701,310
Sports/Recreation/Exercise Equipment (6)		156	\$258.22	\$10,289,266
Photo Equipment and Supplies (7)		162	\$89.44	\$3,563,814
Reading (8)		163	\$213.14	\$8,493,128
Catered Affairs (9)		176	\$45.47	\$1,811,868
Food		153	\$12,346.27	\$491,961,935
Food at Home		151	\$7,512.90	\$299,366,557
Bakery and Cereal Products		150	\$1,011.19	\$40,292,927
Meats, Poultry, Fish, and Eggs		149	\$1,652.42	\$65,843,824
Dairy Products		150	\$797.92	\$31,794,600
Fruits and Vegetables		155	\$1,483.03	\$59,094,185
Snacks and Other Food at Home (10)		150	\$2,568.35	\$102,341,021
Food Away from Home		156	\$4,833.37	\$192,595,379
Alcoholic Beverages		165	\$846.34	\$33,724,221

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Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
 Ring: 5 mile radius

Prepared by Esri
 Latitude: 38.97363
 Longitude: -76.55025

	Spending Potential Index	Average Amount Spent	Total
Financial			
Value of Stocks/Bonds/Mutual Funds	187	\$13,985.47	\$557,279,173
Value of Retirement Plans	177	\$46,303.17	\$1,845,042,429
Value of Other Financial Assets	162	\$1,827.39	\$72,816,169
Vehicle Loan Amount excluding Interest	146	\$3,556.68	\$141,723,032
Value of Credit Card Debt	158	\$902.52	\$35,962,553
Health			
Nonprescription Drugs	155	\$193.16	\$7,696,936
Prescription Drugs	149	\$622.64	\$24,810,269
Eyeglasses and Contact Lenses	158	\$140.89	\$5,614,138
Home			
Mortgage Payment and Basics (11)	168	\$14,354.34	\$571,977,333
Maintenance and Remodeling Services	166	\$2,918.79	\$116,305,183
Maintenance and Remodeling Materials (12)	143	\$519.48	\$20,699,554
Utilities, Fuel, and Public Services	150	\$7,309.13	\$291,246,933
Household Furnishings and Equipment			
Household Textiles (13)	162	\$140.76	\$5,608,960
Furniture	161	\$793.75	\$31,628,580
Rugs	175	\$42.72	\$1,702,144
Major Appliances (14)	159	\$449.66	\$17,917,569
Housewares (15)	159	\$132.74	\$5,289,480
Small Appliances	158	\$74.52	\$2,969,576
Luggage	176	\$16.22	\$646,350
Telephones and Accessories	150	\$106.97	\$4,262,580
Household Operations			
Child Care	162	\$684.36	\$27,269,503
Lawn and Garden (16)	163	\$664.56	\$26,480,529
Moving/Storage/Freight Express	167	\$106.07	\$4,226,620
Housekeeping Supplies (17)	153	\$1,076.44	\$42,892,714
Insurance			
Owners and Renters Insurance	150	\$695.62	\$27,718,290
Vehicle Insurance	152	\$1,706.33	\$67,992,096
Life/Other Insurance	163	\$676.87	\$26,971,348
Health Insurance	155	\$5,235.51	\$208,619,321
Personal Care Products (18)	156	\$679.16	\$27,062,619
School Books and Supplies (19)	157	\$258.11	\$10,284,824
Smoking Products	129	\$530.06	\$21,121,420
Transportation			
Payments on Vehicles excluding Leases	145	\$3,010.82	\$119,972,062
Gasoline and Motor Oil	145	\$4,447.75	\$177,229,434
Vehicle Maintenance and Repairs	155	\$1,604.48	\$63,933,528
Travel			
Airline Fares	179	\$818.61	\$32,619,112
Lodging on Trips	173	\$802.92	\$31,993,896
Auto/Truck Rental on Trips	177	\$42.54	\$1,695,091
Food and Drink on Trips	169	\$740.40	\$29,502,677

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Retail Goods and Services Expenditures

175 Admiral Cochrane Dr, Annapolis, Maryland, 21401
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- (1) Apparel Products and Services** includes material for making clothes, sewing patterns and notions, shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs** includes membership fees for social, recreational, and civic clubs.
- (3) Audio** includes satellite radio service, sound components and systems, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, tape recorders, radios, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games** includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, and online entertainment and games.
- (5) Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, purchase and rental of RVs or boats, and camp fees.
- (6) Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading** includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers..
- (9) Catered Affairs** includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fat, oil, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent.
- (12) Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for hard surface flooring, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers, decorative pillows, and materials for slipcovers and curtains.
- (14) Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares** includes plastic dinnerware, china, flatware, glassware, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, and personal care appliances.
- (19) School Books and Supplies** includes school books and supplies for College, Elementary school, High school, Vocational/Technical School, Preschool/Other Schools, and Other School Supplies.

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March 24, 2017