### Market Profile

64 State Cir, Annapolis, Maryland, 21401 Rings: 1, 2, 3 mile radii Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

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	1 mile	2 miles	3 miles
Population Summary	14.470	27 220	FC 000
2000 Total Population	14,478	37,230	56,088
2010 Total Population	14,870	38,573	59,437
2019 Total Population	15,666	40,649	63,103
2019 Group Quarters	5,198	5,406	6,025
2024 Total Population	15,977	41,698	64,936
2019-2024 Annual Rate	0.39%	0.51%	0.57%
2019 Total Daytime Population	35,708	57,704	93,482
Workers	30,886	41,927	67,303
Residents	4,822	15,777	26,179
Household Summary			
2000 Households	5,178	14,686	21,851
2000 Average Household Size	2.06	2.23	2.32
2010 Households	4,876	14,754	22,926
2010 Average Household Size	2.04	2.27	2.34
2019 Households	5,052	15,237	24,110
2019 Average Household Size	2.07	2.31	2.37
2024 Households	5,178	15,595	24,817
2024 Average Household Size	2.08	2.33	2.37
2019-2024 Annual Rate	0.49%	0.47%	0.58%
2010 Families	2,413	7,890	13,077
2010 Average Family Size	2.73	2.94	2.99
2019 Families	2,453	8,026	13,508
2019 Average Family Size	2,455	3.03	3.04
2019 Average Family Size	2,497	8,170	13,809
2024 Average Family Size	2,497	3.05	3.06
2019-2024 Annual Rate	0.36%	0.36%	0.44%
	0.30%	0.30%	0.44%
Housing Unit Summary	F F 47	15 640	22.221
2000 Housing Units	5,547	15,640	23,231
Owner Occupied Housing Units	44.4%	49.0%	55.4%
Renter Occupied Housing Units	48.9%	44.9%	38.6%
Vacant Housing Units	6.7%	6.1%	5.9%
2010 Housing Units	5,764	16,581	25,518
Owner Occupied Housing Units	43.3%	46.2%	51.9%
Renter Occupied Housing Units	41.3%	42.8%	37.9%
Vacant Housing Units	15.4%	11.0%	10.2%
2019 Housing Units	6,027	17,259	26,937
Owner Occupied Housing Units	44.6%	47.8%	52.8%
Renter Occupied Housing Units	39.2%	40.5%	36.7%
Vacant Housing Units	16.2%	11.7%	10.5%
2024 Housing Units	6,196	17,700	27,752
Owner Occupied Housing Units	45.8%	49.1%	53.7%
Renter Occupied Housing Units	37.8%	39.0%	35.8%
Vacant Housing Units	16.4%	11.9%	10.6%
Median Household Income			
2019	\$93,464	\$85,813	\$93,499
2024	\$100,031	\$93,006	\$101,019
Median Home Value	+	+/	+/
2019	\$649,725	\$461,571	\$470,534
2019	\$685,319	\$492,829	\$517,135
Per Capita Income	4000,010	Ψ1 <i>52</i> ,025	φ317,133
2019	\$47,489	\$46,949	\$49,763
2019	1 /		
Median Age	\$51,263	\$51,071	\$54,123
		22.1	
2010	26.5	33.1	35.0
2019	26.9	35.5	37.0
2024	27.1	36.7	38.1

**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.

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	1 mile	2 miles	3 miles
2019 Households by Income			
Household Income Base	5,052	15,237	24,110
<\$15,000	10.7%	7.4%	6.5%
\$15,000 - \$24,999	6.6%	6.0%	5.2%
\$25,000 - \$34,999	4.1%	5.1%	5.2%
\$35,000 - \$49,999	8.7%	9.8%	9.0%
\$50,000 - \$74,999	10.7%	15.1%	13.7%
\$75,000 - \$99,999	11.8%	13.2%	13.1%
\$100,000 - \$149,999	19.7%	19.8%	21.3%
\$150,000 - \$199,999	8.7%	9.8%	10.5%
\$200,000+	19.0%	13.9%	15.4%
Average Household Income	\$134,832	\$120,611	\$128,321
2024 Households by Income			
Household Income Base	5,178	15,595	24,817
<\$15,000	9.6%	6.3%	5.6%
\$15,000 - \$24,999	6.2%	5.2%	4.5%
\$25,000 - \$34,999	4.0%	4.9%	4.9%
\$35,000 - \$49,999	8.3%	9.1%	8.3%
\$50,000 - \$74,999	10.1%	14.3%	12.8%
\$75,000 - \$99,999	11.7%	13.4%	13.2%
\$100,000 - \$149,999	20.1%	20.9%	22.3%
\$150,000 - \$199,999	9.6%	11.0%	11.6%
\$200,000+	20.4%	15.0%	16.7%
Average Household Income	\$146,114	\$131,989	\$140,005
2019 Owner Occupied Housing Units by Value	\$110,111	<i><b>4131</b>,505</i>	φ110,005
Total	2,689	8,242	14,211
	0.4%	0.9%	0.9%
<\$50,000			
\$50,000 - \$99,999 \$100,000 - \$149,999	0.7% 0.8%	0.7%	0.5% 0.9%
\$150,000 - \$149,999 \$150,000 - \$199,999	1.7%	5.0%	4.2%
\$200,000 - \$249,999	2.2%	6.6%	7.9%
\$250,000 - \$299,999	2.4%	7.9%	8.1%
\$300,000 - \$399,999	10.5%	16.1%	16.8%
\$400,000 - \$499,999	15.2%	18.8%	15.0%
\$500,000 - \$749,999	27.1%	19.8%	23.3%
\$750,000 - \$999,999	21.8%	12.7%	11.7%
\$1,000,000 - \$1,499,999	9.7%	5.1%	4.9%
\$1,500,000 - \$1,999,999	2.3%	1.9%	2.3%
\$2,000,000 +	5.4%	3.3%	3.4%
Average Home Value	\$763,104	\$594,777	\$600,902
2024 Owner Occupied Housing Units by Value			
Total	2,839	8,683	14,890
<\$50,000	0.2%	0.4%	0.4%
\$50,000 - \$99,999	0.2%	0.3%	0.2%
\$100,000 - \$149,999	0.3%	0.5%	0.4%
\$150,000 - \$199,999	0.7%	2.7%	2.2%
\$200,000 - \$249,999	1.2%	4.4%	5.3%
\$250,000 - \$299,999	1.8%	6.9%	7.1%
\$300,000 - \$399,999	9.0%	15.6%	16.2%
\$400,000 - \$499,999	14.9%	20.7%	16.3%
\$500,000 - \$749,999	29.3%	22.1%	26.4%
\$750,000 - \$999,999	26.2%	15.6%	14.6%
\$1,000,000 - \$1,499,999	8.9%	5.1%	5.1%
\$1,500,000 - \$1,999,999	2.2%	2.2%	2.4%
\$2,000,000 +	5.1%	3.5%	3.4%
Average Home Value	\$785,395	\$637,753	\$639,870
	4.00,000	+,,	+000,070

**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.

## Market Profile

64 State Cir, Annapolis, Maryland, 21401 Rings: 1, 2, 3 mile radii Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

		Long	
	1 mile	2 miles	3 miles
2010 Population by Age	14.072	20 571	E0 439
Total 0 - 4	14,872 4.2%	38,571 6.2%	59,438 6.2%
5 - 9	3.0%	4.7%	5.3%
10 - 14	2.5%	3.9%	4.7%
15 - 24	38.3%	22.2%	18.6%
25 - 34	11.1%	15.5%	15.2%
35 - 44	8.7%	11.4%	12.0%
45 - 54	10.2%	11.4%	12.0%
55 - 64	11.3%		
		11.6%	12.3%
65 - 74	6.5%	7.1%	7.2%
75 - 84	3.1%	4.0%	3.9%
85 +	1.0%	1.8%	1.7%
18 +	88.6%	82.8%	80.9%
2019 Population by Age	15.000	40.652	(2,102
Total	15,666	40,652	63,102
0 - 4	3.5%	5.3%	5.4%
5 - 9	3.5%	5.2%	5.4%
10 - 14	3.5%	5.1%	5.5%
15 - 24	37.8%	20.9%	17.7%
25 - 34	8.8%	12.8%	13.2%
35 - 44	9.4%	12.7%	12.6%
45 - 54	8.3%	10.3%	11.1%
55 - 64	10.1%	10.8%	11.9%
65 - 74	9.1%	9.6%	10.0%
75 - 84	4.5%	5.0%	5.0%
85 +	1.5%	2.3%	2.2%
18 +	87.7%	81.8%	80.8%
2024 Population by Age			
Total	15,974	41,697	64,936
0 - 4	3.6%	5.4%	5.4%
5 - 9	3.6%	5.1%	5.3%
10 - 14	3.4%	5.0%	5.2%
15 - 24	37.6%	21.2%	17.6%
25 - 34	8.0%	11.1%	12.3%
35 - 44	9.8%	13.1%	13.3%
45 - 54	8.3%	10.5%	10.9%
55 - 64	9.2%	10.1%	11.0%
65 - 74	8.8%	9.4%	10.1%
75 - 84	6.0%	6.5%	6.4%
85 +	1.7%	2.5%	2.4%
18 +	87.3%	81.7%	81.0%
2010 Population by Sex			
Males	8,592	19,954	30,165
Females	6,278	18,619	29,272
2019 Population by Sex			
Males	9,064	21,098	32,159
Females	6,602	19,551	30,944
2024 Population by Sex			
Males	9,210	21,592	33,053
Females	6,767	20,106	31,882

## Market Profile

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Latitude: 38.97923 Longitude: -76.48998

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	1 mile	2 miles	3 miles
2010 Population by Race/Ethnicity	14.071	20 572	50.420
Total	14,871	38,572	59,438
White Alone	77.3%	68.5%	69.0%
Black Alone	14.0%	19.2%	19.6%
American Indian Alone	0.3%	0.3%	0.3%
Asian Alone	2.1%	2.2%	2.3%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	2.9%	6.7%	6.0%
Two or More Races	3.3%	3.0%	2.7%
Hispanic Origin	8.6%	14.6%	12.6%
Diversity Index	48.0	62.0	59.8
2019 Population by Race/Ethnicity			
Total	15,667	40,649	63,102
White Alone	72.7%	63.4%	64.4%
Black Alone	16.0%	20.9%	21.2%
American Indian Alone	0.3%	0.3%	0.3%
Asian Alone	2.6%	2.6%	2.7%
Pacific Islander Alone	0.1%	0.1%	0.0%
Some Other Race Alone	4.2%	9.0%	8.0%
Two or More Races	4.2%	3.7%	3.4%
Hispanic Origin	12.3%	19.5%	16.7%
Diversity Index	56.5	69.4	66.7
2024 Population by Race/Ethnicity			
Total	15,978	41,697	64,935
White Alone	69.8%	60.6%	61.8%
Black Alone	17.1%	21.6%	22.0%
American Indian Alone	0.3%	0.4%	0.3%
Asian Alone	2.8%	2.8%	2.9%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	5.1%	10.4%	9.1%
Two or More Races	4.8%	4.2%	3.8%
Hispanic Origin	14.9%	22.6%	19.4%
Diversity Index	61.4	73.1	70.4
2010 Population by Relationship and Household Type			
Total	14,870	38,573	59,437
In Households	67.0%	86.8%	90.4%
In Family Households	45.6%	63.4%	68.7%
Householder	16.1%	20.5%	22.0%
Spouse	12.2%	14.2%	15.7%
Child	13.7%	21.1%	23.8%
Other relative	2.3%	4.4%	4.2%
Nonrelative	1.3%	3.2%	3.0%
In Nonfamily Households	21.4%	23.4%	21.8%
In Group Quarters	33.0%	13.2%	9.6%
Institutionalized Population	0.3%	0.4%	1.2%
Noninstitutionalized Population	32.7%	12.9%	8.4%

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 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

## Market Profile

64 State Cir, Annapolis, Maryland, 21401 Rings: 1, 2, 3 mile radii Prepared by Esri

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2019 Population 25+ by Educational Attainment	1 mile	2 miles	3 miles
Total	8,094	25,779	41,641
Less than 9th Grade	2.0%	5.1%	3.8%
9th - 12th Grade, No Diploma	4.2%	6.1%	5.5%
High School Graduate	12.4%	15.3%	14.5%
GED/Alternative Credential	0.4%	2.2%	2.3%
Some College, No Degree	15.3%	14.6%	14.8%
Associate Degree	4.6%	5.2%	5.6%
Bachelor's Degree	31.5%	26.5%	28.2%
•	29.5%	24.9%	25.3%
Graduate/Professional Degree	29.5%	24.9%	25.3%
2019 Population 15+ by Marital Status	14.014	24 272	F2 02F
Total	14,014	34,273	52,825
Never Married	56.8%	46.9%	42.1%
Married	31.6%	38.9%	43.9%
Widowed	3.7%	4.7%	4.6%
Divorced	7.9%	9.5%	9.3%
2019 Civilian Population 16+ in Labor Force			
Civilian Employed	97.4%	97.1%	97.0%
Civilian Unemployed (Unemployment Rate)	2.6%	2.9%	3.0%
2019 Employed Population 16+ by Industry			
Total	6,239	20,220	32,093
Agriculture/Mining	0.2%	0.1%	0.1%
Construction	6.1%	7.7%	7.0%
Manufacturing	4.3%	4.1%	3.9%
Wholesale Trade	2.2%	1.7%	1.4%
Retail Trade	7.0%	7.1%	7.9%
Transportation/Utilities	5.5%	3.8%	3.5%
Information	2.2%	1.7%	2.2%
Finance/Insurance/Real Estate	8.6%	5.8%	5.7%
Services	54.8%	57.2%	56.5%
Public Administration	9.2%	11.0%	11.7%
2019 Employed Population 16+ by Occupation			
Total	6,239	20,218	32,093
White Collar	76.1%	66.6%	70.4%
Management/Business/Financial	25.6%	22.3%	23.6%
Professional	30.3%	26.8%	28.1%
Sales	10.8%	9.4%	9.6%
Administrative Support	9.4%	8.0%	9.1%
Services	16.2%	20.8%	18.3%
Blue Collar	7.7%	12.7%	11.3%
Farming/Forestry/Fishing	0.0%	0.0%	0.0%
Construction/Extraction	1.9%	3.9%	3.6%
Installation/Maintenance/Repair	0.9%	1.5%	1.5%
Production	0.8%	2.8%	2.3%
Transportation/Material Moving	4.2%	4.4%	3.9%
2010 Population By Urban/ Rural Status			
Total Population	14,870	38,573	59,437
Population Inside Urbanized Area	100.0%	100.0%	100.0%
Population Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Population	0.0%	0.0%	0.0%
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Longitude: -76.48998
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	1 mile	2 miles	3 miles
2010 Households by Type			
Total	4,876	14,753	22,926
Households with 1 Person	39.2%	36.0%	32.8%
Households with 2+ People	60.8%	64.0%	67.2%
Family Households	49.5%	53.5%	57.0%
Husband-wife Families	37.3%	37.1%	40.7%
With Related Children	11.8%	13.8%	16.1%
Other Family (No Spouse Present)	12.2%	16.3%	16.3%
Other Family with Male Householder	2.6%	3.8%	3.7%
With Related Children	1.3%	2.1%	2.0%
Other Family with Female Householder	9.6%	12.5%	12.5%
With Related Children	6.0%	8.0%	8.1%
Nonfamily Households	11.3%	10.5%	10.1%
All Households with Children	19.4%	24.4%	26.6%
Multigenerational Households	1.3%	2.6%	2.9%
Unmarried Partner Households	6.7%	7.5%	7.3%
Male-female	5.9%	6.8%	6.5%
Same-sex	0.8%	0.8%	0.7%
2010 Households by Size			
Total	4,876	14,753	22,927
1 Person Household	39.2%	36.0%	32.8%
2 Person Household	36.9%	34.0%	34.5%
3 Person Household	11.4%	13.1%	13.8%
4 Person Household	7.6%	9.0%	10.3%
5 Person Household	3.0%	4.2%	4.8%
6 Person Household	1.0%	1.8%	1.9%
7 + Person Household	0.9%	1.9%	1.9%
2010 Households by Tenure and Mortgage Status			
Total	4,876	14,754	22,926
Owner Occupied	51.1%	51.9%	57.8%
Owned with a Mortgage/Loan	38.3%	39.9%	45.6%
Owned Free and Clear	12.8%	12.0%	12.2%
Renter Occupied	48.9%	48.1%	42.2%
2010 Housing Units By Urban/ Rural Status			
Total Housing Units	5,764	16,581	25,518
Housing Units Inside Urbanized Area	100.0%	100.0%	100.0%
Housing Units Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Housing Units	0.0%	0.0%	0.0%
			0.070

**Data Note:** Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parentchild 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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	1 mil	e 2 miles	3 miles
Fop 3 Tapestry Segments			
L.	Urban Chic (2A)	Urban Chic (2A)	Exurbanites (1E
2.	Golden Years (9B)	Old and Newcomers (8F)	Urban Chic (2A
3.	Laptops and Lattes (3A)	Golden Years (9B)	Top Tier (1A
2019 Consumer Spending			
Apparel & Services: Total \$	\$16,438,645	\$44,617,684	\$74,926,55
Average Spent	\$3,253.89	\$2,928.25	\$3,107.7
Spending Potential Index	152	137	14
Education: Total \$	\$13,637,906	\$35,408,730	\$59,825,38
Average Spent	\$2,699.51	\$2,323.86	\$2,481.3
Spending Potential Index	169	146	15
Entertainment/Recreation: Total \$	\$24,607,399	\$67,114,285	\$112,704,89
Average Spent	\$4,870.82	\$4,404.69	\$4,674.6
Spending Potential Index	149	135	14
Food at Home: Total \$	\$38,082,653	\$105,406,601	\$175,770,04
Average Spent	\$7,538.13	\$6,917.81	\$7,290.3
Spending Potential Index	146	134	14
Food Away from Home: Total \$	\$27,979,266	\$76,223,827	\$128,349,59
Average Spent	\$5,538.26	\$5,002.55	\$5,323.5
Spending Potential Index	151	136	14
Health Care: Total \$	\$42,226,730	\$118,227,721	\$197,730,71
Average Spent	\$8,358.42	\$7,759.25	\$8,201.1
Spending Potential Index	141	131	13
HH Furnishings & Equipment: Total \$	\$15,917,109	\$43,758,257	\$73,702,04
Average Spent	\$3,150.65	\$2,871.84	\$3,056.9
Spending Potential Index	148	135	14
Personal Care Products & Services: Total \$	\$6,679,262	\$18,407,031	\$31,045,86
Average Spent	\$1,322.10	\$1,208.05	\$1,287.6
Spending Potential Index	149	136	14
Shelter: Total \$	\$149,391,576	\$400,774,112	\$670,540,56
Average Spent	\$29,570.78	\$26,302.69	\$27,811.7
Spending Potential Index	160	142	15
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$19,156,504	\$52,337,128	\$87,708,51
Average Spent	\$3,791.87	\$3,434.87	\$3,637.8
Spending Potential Index	153	139	14
Travel: Total \$	\$18,145,873	\$48,360,320	\$81,834,07
Average Spent	\$3,591.82	\$3,173.87	\$3,394.2
Spending Potential Index	160	141	15
Vehicle Maintenance & Repairs: Total \$	\$8,470,182	\$23,882,365	\$39,935,15
Average Spent	\$1,676.60	\$1,567.39	\$1,656.3
Spending Potential Index	147	137	14

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 2016 and 2017 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024 Esri converted Census 2000 data into 2010 geography.

#### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 1 mile radius Prepared by Esri Latitude: 38.97923

Longitude: -76.48998

20	2019	Demographic Summary	Percent	Top Tapestry Segments
15,9	15,666	Population	36.8%	Urban Chic (2A)
5,1	5,052	Households	12.7%	Golden Years (9B)
2,4	2,453	Families	12.5%	Laptops and Lattes (3A)
27	26.9	Median Age	11.5%	Top Tier (1A)
\$100,0	\$93,464	Median Household Income	9.4%	Social Security Set (9F)
	Average Amount	Spending Potential		
Tot	Spent	Index		
\$16,438,6	\$3,253.89	152		pparel and Services
\$3,216,5	\$636.69	154		Men's
\$5,719,9	\$1,132.22	157		Women's
\$2,220,0	\$439.44	136		Children's
\$3,654,3	\$723.34	151		Footwear
\$1,061,9	\$210.21	152		Watches & Jewelry
\$565,7	\$111.98	169	)	Apparel Products and Services (1
4303//	<i>q</i> 11130	105	)	Computer
\$1,325,7	\$262.41	158		Computers and Hardware for Hor
			ne ose	•
\$35,8	\$7.10	159		Portable Memory
\$82,8	\$16.40	162		Computer Software
\$140,6	\$27.83	147		Computer Accessories
\$24,607,3	\$4,870.82	149		ntertainment & Recreation
\$6,019,8	\$1,191.58	167		Fees and Admissions
\$2,067,4	\$409.23	173		Membership Fees for Clubs (2)
\$831,5	\$164.59	153	-	Fees for Participant Sports, exc
\$676,2	\$133.85	178	certs	Tickets to Theatre/Operas/Con
\$437,2	\$86.55	158		Tickets to Movies
\$257,5	\$50.97	158		Tickets to Parks or Museums
\$492,0	\$97.41	154	excl. Trips	Admission to Sporting Events,
\$1,251,5	\$247.74	173		Fees for Recreational Lessons
\$6,2	\$1.24	177		Dating Services
\$8,699,0	\$1,721.90	141		TV/Video/Audio
\$6,192,1	\$1,225.68	139	ervices	Cable and Satellite Television S
\$775,9	\$153.59	142		Televisions
\$11,1	\$2.20	140		Satellite Dishes
\$40,4	\$8.02	139	) Players	VCRs, Video Cameras, and DVI
\$169,0	\$33.46	132	:	Miscellaneous Video Equipment
\$78,8	\$15.61	136		Video Cassettes and DVDs
\$196,8	\$38.96	140	ries	Video Game Hardware/Accesso
\$113,3	\$22.44	148		Video Game Software
\$353,6	\$70.00	150	Video	Rental/Streaming/Downloaded
\$9,0	\$1.79	157		Installation of Televisions
\$736,9	\$145.88	149		Audio (3)
\$21,6	\$4.29	136	Sound Equipment	Rental and Repair of TV/Radio/
\$4,649,7	\$920.37	139		Pets
\$857,0	\$169.64	144		Toys/Games/Crafts/Hobbies (4)
\$1,317,4	\$260.79	163	)	Recreational Vehicles and Fees (5
\$1,542,2	\$305.28	147	, ment (6)	Sports/Recreation/Exercise Equip
\$407,5	\$80.67	155	)	Photo Equipment and Supplies (7
\$859,5	\$170.15	159	,	Reading (8)
\$254,7	\$50.43	189		Catered Affairs (9)
\$66,061,9	\$13,076.39	148		Good
\$38,082,6	\$7,538.13	146		Food at Home
\$4,970,6	\$983.90	145		Bakery and Cereal Products
\$8,438,4	\$1,670.32	145		Meats, Poultry, Fish, and Eggs
\$3,950,7	\$782.02	140		Dairy Products
\$7,735,2	\$1,531.12	146		Fruits and Vegetables
\$12,987,5		130	(10)	Snacks and Other Food at Hom
	\$2,570.77			Shacks and Other Food at Holf
\$27,979,2	\$5,538.26	151		Food Away from Home

**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.

#### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 1 mile radius

Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

	Spending Potential Index	Average Amount Spent	Total
Financial			
Value of Stocks/Bonds/Mutual Funds	168	\$36,035.37	\$182,050,681
Value of Retirement Plans	156	\$148,600.38	\$750,729,122
Value of Other Financial Assets	163	\$9,269.75	\$46,830,758
Vehicle Loan Amount excluding Interest	129	\$3,690.95	\$18,646,679
Value of Credit Card Debt	149	\$3,633.88	\$18,358,374
Health			
Nonprescription Drugs	138	\$198.64	\$1,003,530
Prescription Drugs	132	\$481.62	\$2,433,166
Eyeglasses and Contact Lenses	141	\$127.65	\$644,881
Home			
Mortgage Payment and Basics (11)	148	\$14,893.06	\$75,239,749
Maintenance and Remodeling Services	151	\$3,228.55	\$16,310,630
Maintenance and Remodeling Materials (12)	129	\$628.97	\$3,177,534
Utilities, Fuel, and Public Services	139	\$6,749.74	\$34,099,707
Household Furnishings and Equipment			
Household Textiles (13)	147	\$146.99	\$742,576
Furniture	150	\$920.55	\$4,650,602
Rugs	150	\$48.69	\$245,975
Major Appliances (14)	136	\$481.05	\$2,430,280
Housewares (15)	145	\$153.71	\$776,537
Small Appliances	150	\$72.92	\$368,416
Luggage	161	\$22.50	\$113,680
Telephones and Accessories	163	\$122.81	\$620,413
Household Operations			
Child Care	160	\$815.04	\$4,117,558
Lawn and Garden (16)	144	\$678.54	\$3,427,993
Moving/Storage/Freight Express	161	\$106.81	\$539,589
Housekeeping Supplies (17)	141	\$1,053.71	\$5,323,343
Insurance			
Owners and Renters Insurance	129	\$746.21	\$3,769,833
Vehicle Insurance	139	\$2,153.83	\$10,881,159
Life/Other Insurance	142	\$655.77	\$3,312,940
Health Insurance	141	\$5,540.02	\$27,988,163
Personal Care Products (18)	146	\$733.21	\$3,704,174
School Books and Supplies (19)	152	\$236.00	\$1,192,271
Smoking Products	131	\$528.24	\$2,668,670
Transportation			
Payments on Vehicles excluding Leases	129	\$3,279.98	\$16,570,453
Gasoline and Motor Oil	137	\$3,126.26	\$15,793,872
Vehicle Maintenance and Repairs	147	\$1,676.60	\$8,470,182
Travel			
Airline Fares	171	\$933.04	\$4,713,718
Lodging on Trips	159	\$983.85	\$4,970,403
Auto/Truck Rental on Trips	166	\$43.56	\$220,088
Food and Drink on Trips	158	\$853.00	\$4,309,356

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.

### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 2 mile radius Prepared by Esri Latitude: 38.97923

Longitude: -76.48998

Top Tapestry Segments	Percent	Demographic Summary	2019	202
Urban Chic (2A)	16.4%	Population	40,649	41,69
Old and Newcomers (8F)	11.5%	Households	15,237	15,59
Golden Years (9B)	10.0%	Families	8,026	8,17
City Lights (8A)	9.8%	Median Age	35.5	36.
Top Tier (1A)	9.5%	Median Household Income	\$85,813	\$93,00
- F - X 7		Spending Potential	Average Amount	1/
		Index	Spent	Tota
pparel and Services		137	\$2,928.25	\$44,617,68
Men's		137	\$568.49	\$8,662,01
Women's		140	\$1,011.52	\$15,412,60
Children's		127	\$408.75	\$6,228,07
Footwear		136	\$654.22	\$9,968,38
Watches & Jewelry		136	\$188.09	\$2,865,92
Apparel Products and Services (1)		146	\$97.18	\$1,480,67
		140	\$97.10	\$1, <del>4</del> 00,07
omputer		142	¢224.97	40 E70 70
Computers and Hardware for Home	Use	142	\$234.87	\$3,578,70
Portable Memory		141	\$6.28	\$95,73
Computer Software		145	\$14.66	\$223,38
Computer Accessories		135	\$25.61	\$390,28
ntertainment & Recreation		135	\$4,404.69	\$67,114,28
Fees and Admissions		146	\$1,038.26	\$15,819,95
Membership Fees for Clubs (2)		149	\$352.76	\$5,375,02
Fees for Participant Sports, excl.		139	\$148.92	\$2,269,10
Tickets to Theatre/Operas/Conce	rts	153	\$115.43	\$1,758,82
Tickets to Movies		142	\$77.77	\$1,184,9
Tickets to Parks or Museums		140	\$45.19	\$688,5
Admission to Sporting Events, ex	cl. Trips	137	\$86.54	\$1,318,6
Fees for Recreational Lessons		147	\$210.54	\$3,207,94
Dating Services		159	\$1.11	\$16,9
TV/Video/Audio		130	\$1,597.07	\$24,334,48
Cable and Satellite Television Ser	rvices	129	\$1,137.93	\$17,338,70
Televisions		131	\$142.52	\$2,171,6
Satellite Dishes		127	\$2.00	\$30,4
VCRs, Video Cameras, and DVD I	Players	133	\$7.65	\$116,63
Miscellaneous Video Equipment		126	\$32.05	\$488,30
Video Cassettes and DVDs		129	\$14.73	\$224,5
Video Game Hardware/Accessori	es	133	\$36.95	\$562,99
Video Game Software		136	\$20.76	\$316,3
Rental/Streaming/Downloaded V	ideo	138	\$64.65	\$985,1
Installation of Televisions		142	\$1.62	\$24,6
Audio (3)		135	\$132.14	\$2,013,4
Rental and Repair of TV/Radio/So	ound Equipment	128	\$4.05	\$61,6
Pets		128	\$843.91	\$12,858,6
Toys/Games/Crafts/Hobbies (4)		132	\$155.98	\$2,376,63
Recreational Vehicles and Fees (5)		141	\$225.71	\$3,439,0
Sports/Recreation/Exercise Equipm	ent (6)	134	\$277.16	\$4,223,04
Photo Equipment and Supplies (7)		139	\$72.52	\$1,104,98
Reading (8)		143	\$152.14	\$2,318,1
Catered Affairs (9)		157	\$41.96	\$639,3
ood		135	\$11,920.35	\$181,630,4
Food at Home		133	\$6,917.81	\$105,406,6
Bakery and Cereal Products		134	\$0,917.81	\$105,400,6
		133		
Meats, Poultry, Fish, and Eggs			\$1,531.59	\$23,336,8
Dairy Products		134 137	\$716.00 \$1,390.65	\$10,909,6 \$21,189,3
•			SI 390.65	\$71 189 3
Fruits and Vegetables	(10)			
	(10)	137 132 136	\$2,374.71 \$5,002.55	\$36,183,46 \$76,223,82

**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.

### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 2 mile radius Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

	Spending Potential Index	Average Amount Spent	Total
Financial		-	
Value of Stocks/Bonds/Mutual Funds	149	\$32,032.05	\$488,072,412
Value of Retirement Plans	140	\$133,162.73	\$2,029,000,552
Value of Other Financial Assets	149	\$8,458.74	\$128,885,780
Vehicle Loan Amount excluding Interest	122	\$3,498.60	\$53,308,230
Value of Credit Card Debt	135	\$3,301.33	\$50,302,440
Health			
Nonprescription Drugs	130	\$187.27	\$2,853,467
Prescription Drugs	125	\$457.65	\$6,973,232
Eyeglasses and Contact Lenses	130	\$117.82	\$1,795,157
Home			
Mortgage Payment and Basics (11)	133	\$13,351.87	\$203,442,388
Maintenance and Remodeling Services	135	\$2,885.79	\$43,970,852
Maintenance and Remodeling Materials (12)	121	\$590.33	\$8,994,859
Utilities, Fuel, and Public Services	129	\$6,278.06	\$95,658,774
Household Furnishings and Equipment			
Household Textiles (13)	135	\$134.76	\$2,053,346
Furniture	136	\$834.63	\$12,717,184
Rugs	135	\$43.80	\$667,383
Major Appliances (14)	127	\$447.80	\$6,823,167
Housewares (15)	133	\$141.72	\$2,159,458
Small Appliances	137	\$66.33	\$1,010,689
Luggage	143	\$19.95	\$303,909
Telephones and Accessories	145	\$109.16	\$1,663,311
Household Operations			
Child Care	138	\$705.17	\$10,744,719
Lawn and Garden (16)	131	\$615.68	\$9,381,122
Moving/Storage/Freight Express	147	\$97.81	\$1,490,282
Housekeeping Supplies (17)	131	\$979.50	\$14,924,595
Insurance			
Owners and Renters Insurance	122	\$704.41	\$10,733,021
Vehicle Insurance	130	\$2,007.34	\$30,585,877
Life/Other Insurance	130	\$598.03	\$9,112,199
Health Insurance	131	\$5,134.48	\$78,234,072
Personal Care Products (18)	134	\$673.22	\$10,257,845
School Books and Supplies (19)	137	\$213.39	\$3,251,404
Smoking Products	124	\$498.96	\$7,602,683
Transportation			
Payments on Vehicles excluding Leases	122	\$3,089.52	\$47,075,089
Gasoline and Motor Oil	128	\$2,916.56	\$44,439,635
Vehicle Maintenance and Repairs	137	\$1,567.39	\$23,882,365
Travel			
Airline Fares	148	\$809.41	\$12,332,961
Lodging on Trips	140	\$869.21	\$13,244,183
Auto/Truck Rental on Trips	146	\$38.17	\$581,661
Food and Drink on Trips	141	\$758.34	\$11,554,858

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 2019 and 2024; Consumer Spending data are derived from the 2016 and 2017 Consumer Expenditure Surveys, Bureau of Labor Statistics.

### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 3 mile radius Prepared by Esri Latitude: 38.97923

Latitude: 38.97923 Longitude: -76.48998

pestry Segments	Percent	Demographic Summary	2019	2024
oanites (1E)	14.2%	Population	63,103	64,936
n Chic (2A)	12.9%	Households	24,110	24,817
ier (1A)	12.0%	Families	13,508	13,809
en Years (9B)	9.5%	Median Age	37.0	38.1
nd Newcomers (8F)	7.9%	Median Household Income	\$93,499	\$101,019
		Spending Potential	Average Amount	
Land Comisso		Index	Spent	Total
l and Services		145	\$3,107.70	\$74,926,554
5		145	\$602.62	\$14,529,244
en's		149	\$1,074.53	\$25,906,930
ren's		134	\$432.95	\$10,438,446
vear		144	\$689.88	\$16,632,948
nes & Jewelry		148	\$204.09	\$4,920,500
rel Products and Services (1)		156	\$103.63	\$2,498,487
ter				
outers and Hardware for Home Us	se	150	\$249.21	\$6,008,573
ble Memory		150	\$6.68	\$161,108
outer Software		154	\$15.57	\$375,472
outer Accessories		143	\$27.19	\$655,560
inment & Recreation		143	\$4,674.61	\$112,704,893
and Admissions		156	\$1,110.36	\$26,770,819
mbership Fees for Clubs (2)		160	\$378.13	\$9,116,803
es for Participant Sports, excl. Trip	os	149	\$160.31	\$3,865,146
kets to Theatre/Operas/Concerts		163	\$122.87	\$2,962,331
kets to Movies		150	\$82.35	\$1,985,497
kets to Parks or Museums		148	\$47.89	\$1,154,574
mission to Sporting Events, excl.	Trins	147	\$93.06	\$2,243,645
es for Recreational Lessons	11125	157	\$224.58	\$5,414,698
ting Services		167	\$1.17	\$28,123
deo/Audio		137	\$1,681.99	\$40,552,724
ole and Satellite Television Servic	05	136	\$1,194.92	\$28,809,551
evisions	65	130	\$1,194.92	
		139		\$3,640,534
cellite Dishes			\$2.12	\$51,012
Rs, Video Cameras, and DVD Play	/ers	141	\$8.13	\$195,940
cellaneous Video Equipment		135	\$34.34	\$827,834
eo Cassettes and DVDs		136	\$15.58	\$375,568
eo Game Hardware/Accessories		139	\$38.89	\$937,750
eo Game Software		144	\$21.84	\$526,539
ntal/Streaming/Downloaded Video	0	146	\$68.39	\$1,648,890
tallation of Televisions		154	\$1.76	\$42,414
dio (3)		144	\$140.79	\$3,394,387
ntal and Repair of TV/Radio/Soun	d Equipment	135	\$4.24	\$102,305
		135	\$895.95	\$21,601,375
Games/Crafts/Hobbies (4)		140	\$164.95	\$3,976,975
ational Vehicles and Fees (5)		150	\$238.95	\$5,761,142
s/Recreation/Exercise Equipment	:(6)	145	\$299.40	\$7,218,472
Equipment and Supplies (7)		149	\$77.52	\$1,868,991
ng (8)		151	\$161.13	\$3,884,785
ed Affairs (9)		166	\$44.36	\$1,069,608
		143	\$12,613.84	\$304,119,631
at Home		141	\$7,290.34	\$175,770,041
kery and Cereal Products		140	\$952.64	\$22,968,071
ats, Poultry, Fish, and Eggs		141	\$1,611.02	\$38,841,722
iry Products		141	\$754.26	\$18,185,250
its and Vegetables		144	\$1,467.50	\$35,381,456
acks and Other Food at Home (10	))	139	\$2,304.92	\$00,393,342
acks and Other Food at Home (10 Away from Home	))	139 145	\$2,504.92 \$5,323.50	\$60,393,542 \$128,349,591

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### Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 3 mile radius

Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

Financial     Second S		Spending Potential Index	Average Amount	Total
Value of Stocks/Bonds/Mutual Funds     160     \$43,445.53     \$825,633,889       Value of Retirement Plans     150     \$142,836.65     \$3,434,791,576       Value of Other Financial Assets     131     \$3,744.68     \$\$0,224,121,990       Vehicle Loan Amount excluding Interest     131     \$3,744.68     \$\$0,224,257       Value of Credit Card Debt     143     \$3,484.4     \$\$0,244,120,190       Health     132     \$481.35     \$\$11,661       Monprescription Drugs     138     \$\$177.89     \$\$4,71,239       Prescription Drugs     138     \$\$124.91     \$\$3,011,661       Home     132     \$481.35     \$\$11,061       Home     143     \$\$14,957.82     \$346,167,054       Maintenance and Remodeling Services     136     \$\$6,132     \$152,82,741       Utilities, Fuel, and Public Services     136     \$\$6,613.24     \$159,452,277       Household Furnishings and Equipment     142     \$142.455     \$3,43,449       Household Textilis (13)     142     \$142.455     \$3,434,4156       Small Appliances     144     \$46.65     \$1,123,693 <th>Financial</th> <th>Index</th> <th>Spent</th> <th>TOLAI</th>	Financial	Index	Spent	TOLAI
Alue of Retirement Plans     150     \$142,836.65     \$3,443,791,776       Value of Other financial Assets     156     \$8,881.05     \$214,121,996       Value of Other financial Assets     131     \$3,744.68     \$\$0,284,257       Value of Credit Card Debt     143     \$3,489.44     \$\$84,102,91       Health     """"""""""""""""""""""""""""""""""""		160	\$34,246,53	¢875 683 899
Value of Other Financial Assets     156     \$48,801.05     \$214,121,996       Vehicle Loan Amount excluding Interest     131     \$3,744.68     \$90,284,257       Value of Credit Card Debt     143     \$3,489.44     \$84,130,291       Health				
vehicle Loan Anount excluding Interest     131     \$3,744.68     \$90,284,277       Value of Credit Card Debt     33     \$3,489.44     \$84,130,291       Health     138     \$197.89     \$4,771,230       Prescription Drugs     138     \$124.91     \$3,011,661       Fyeglasses and Contact Lenses     133     \$14,357,82     \$346,167,054       Mortgage Payment and Basics (11)     143     \$14,357,82     \$346,167,054       Maintenance and Remodeling Netreinals (12)     129     \$632,63     \$152,527,411       Utilities, Fuel, and Public Services     146     \$3,107,88     \$749,331,050       Maintenance and Remodeling Materials (12)     129     \$632,63     \$152,527,411       Utilities, Fuel, and Public Services     146     \$3,107,88     \$744,85       Maintenance and Remodeling Materials (12)     129     \$632,63     \$152,527,411       Utilities, Fuel, and Public Services     146     \$887,55     \$21,389,433       Rugs     44     \$46,661     \$1,123,695       Muschold Texribing and Equipment     135     \$476,22     \$11,148,1634       Mugr Appliances (14)				
Value of Credit Card Debt     143     \$3,489.44     \$84,130,291       Health				
Health     Nonprescription Drugs     138     \$197.89     \$4,771,239       Nonprescription Drugs     132     \$4481.35     \$11,605,461       Eyeglasses and Contact Lenses     138     \$12,291     \$3,011,661       Home     138     \$14,357.82     \$346,167,054       Mortgage Payment and Basics (11)     143     \$14,357.82     \$346,167,054       Maintenance and Remodeling Materiais (12)     129     \$452.63     \$15,252,741       Utilities, Fuel, and Public Services     136     \$6,613.24     \$159,445,297       Household Textilies (13)     142     \$142.45     \$3,434,449       Furniture     145     \$887.55     \$21,398,943       Rugs     144     \$46.61     \$1,23,993       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Oparations     157     \$120	5			
Nonprescription Drugs     138     \$197.89     \$4,771,239       Prescription Drugs     132     \$481.35     \$11,603,641       Home		145	43,403.44	ψ0 <del>4</del> ,150,251
Prescription Drugs     132     \$481.35     \$11,605,461       Freglasses and Contact Lenses     138     \$124.91     \$3,011,661       Home		138	\$197.89	\$4 771 239
Eyeglasses and Contact Lenses     138     \$124.91     \$3,011,661       Home     514,357.82     \$346,167,054       Mortgage Payment and Basics (11)     143     143,357.82     \$5346,167,054       Maintenance and Remodeling Services     146     \$3,107.88     \$74,931,050       Maintenance and Remodeling Services     136     \$6,61.24     \$159,445,277.41       Utilities, Fuel, and Public Services     136     \$6,61.324     \$159,445,277.41       Household Textiles (13)     142     \$142.45     \$3,334,449       Furniture     142     \$142.45     \$3,343,449       Furniture     145     \$887.55     \$21,398,943       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,614,456       Small Appliances     144     \$69.76     \$1,681,944       Luggae     152     \$21.13     \$151,693       Mousehold Operations     10     \$659.23     \$15,894,025       Moving/Storage/Frieplit Expreso     130			,	
Home     Home       Mortgage Payment and Basics (11)     143     \$14,357.82     \$346,167,054       Maintenance and Remodeling Services     146     \$33,107.88     \$74,931,050       Maintenance and Remodeling Materials (12)     129     \$652,63     \$15,525,741       Utilities, Fuel, and Public Services     136     \$6,613,24     \$159,452,927       Household Furnishings and Equipment     142     \$182,45     \$3,434,449       Furniture     143     \$875,55     \$21,398,943       Rugs     144     \$46,61     \$11,23,695       Major Appliances (14)     135     \$476,22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,34,449       Luggage     152     \$21.31     \$513,652       Mousehold Operations     155     \$116.78     \$2,815,622       Household Operations     140     \$659,23     \$15,894,025       Moving/Storage/FreightExpress     157     \$104.22     \$2,21,27,40       Household Operations     130     \$751.81     \$18,126,027       Vehicle Insurance     130     \$751.81				
Mortgage Payment and Basics (11)     143     \$14,357.82     \$\$346,167,054       Maintenance and Remodeling Services     146     \$3,107.88     \$74,931,050       Maintenance and Remodeling Matrials (12)     129     \$633.23     \$15,525,741       Utilities, Fuel, and Public Services     136     \$6,613.24     \$159,445,297       Household Textiles (13)     142     \$142.45     \$3,434,449       Furniture     145     \$887.55     \$21,398,943       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     152     \$21.31     \$513,693       Telephones and Accessories     152     \$21.31     \$513,693       Telephones and Accessories     157     \$104.22     \$2,512,740       Household Operations     157     \$104.22     \$2,512,740       Household Operations     157     \$104.22     \$2,512,740       Household Operations     157     \$104.22     \$2,512,740       Housek	, 5	150	ψ12 <b>4.</b> 91	\$5,011,001
Maintenance and Remodeling Materials (12)     126     \$3,107.88     \$74,931,050       Maintenance and Remodeling Materials (12)     129     \$633.63     \$15,25,741       Utilities, Fuel, and Public Services     136     \$6,613.24     \$159,445,297       Household Furnishings and Equipment     142     \$142.45     \$3,434,449       Furniture     145     \$887.55     \$21,399,943       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     \$2,21.31     \$513,693     \$1616       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$2493,691		143	\$14 357 82	\$346 167 054
Maintenance and Remodeling Materials (12)     129     \$\$53.63     \$\$15,25,741       Utilities, Fuel, and Public Services     36     \$66.13.24     \$159,452,271       Household Furnishings and Equipment     142     \$142.45     \$\$3,434,449       Furniture     143     \$887.55     \$\$21,398,9433       Rugs     144     \$\$46.61     \$\$1,123,659       Major Appliances (14)     135     \$\$476.22     \$\$11,481,634       Housewares (15)     142     \$\$15.04     \$\$3,641,456       Smail Appliances     144     \$\$69.76     \$\$1,681,944       Luggage     152     \$\$21.31     \$\$13,693       Telephones and Accessories     152     \$\$116.78     \$\$2,815,622       Household Operations     157     \$104.22     \$\$2,815,622       Moving/Storage/Freight Express     157     \$104.22     \$\$2,815,622       Moving/Storage/Freight Express     157     \$104.22     \$\$2,815,622       Moving/Storage/Freight Express     157     \$104.22     \$\$2,82,691       Housekeeping Supplies (17)     138     \$637.05     \$\$15,353,772				
Utilities, Fuel, and Public Services     136     \$6,613.24     \$159,445,297       Household Textiles (13)     142     \$142,45     \$3,434,449       Furniture     145     \$887,55     \$21,398,943       Rugs     144     \$46,61     \$1,123,695       Major Appliances (14)     135     \$476,22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69,76     \$1,681,944       Luggage     155     \$116.78     \$2,815,622       Household Textings     155     \$116.78     \$2,815,622       Household Operations     140     \$659,23     \$15,894,025       Moving/Storage/Freight Express     157     \$104,22     \$2,512,740       Housekeping Supplies (17)     138     \$1,034,12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     138     \$637.05     \$15,393,377       Health Insurance     138     \$637.05     \$15,393,377       Health Insurance     138     \$5,429,27 <t\$< td=""><td>2</td><td></td><td></td><td></td></t\$<>	2			
Household Furnishings and Equipment       Household Furnishings and Equipment     142     \$142.45     \$3,434,49       Household Textlies (13)     142     \$182.45     \$2,138,643       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$1,148,1634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     142     \$513,693     \$513,693       Telephones and Accessories     155     \$11.678     \$2,815,693       Telephones and Accessories     149     \$759,71     \$18,316,702       Lawn and Garden (16)     149     \$559,721     \$18,316,702       Lawn and Garden (16)     140     \$659,23     \$12,584,025       Moving/Storage/Fright Express     153     \$104,22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034,12     \$24,932,691       Housekeeping Supplies (17)     138     \$1,034,12     \$24,932,691       Housekeeping Supplies (17)     138     \$5,429,27     \$51,047,312       Uffe/Other Insurance     138     \$5,429,27				
Household Textiles (13)     142     \$142.45     \$3,434,449       Furniture     145     \$887.55     \$21,398,943       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     152     \$21.31     \$513,693       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$10,31.2     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     138     \$637.05     \$15,399,377       Health Insurance     138     \$5429.27     \$130,899,672       Personal Care Products (18)     142     \$171.37     \$15,1047,313,893       School Books and Supplies (19)     146     \$226.73		150	\$0,015.21	φ100, 110,207
Furniture     145     \$887.55     \$21,398,943       Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     152     \$21.31     \$513,693       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     137     \$2,117.27     \$51,047,312       Ufe/Other Insurance     138     \$637.05     \$15,399,371       Vehicle Insurance     138     \$54,292.71     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73 <td></td> <td>142</td> <td>¢142.45</td> <td>¢3 434 449</td>		142	¢142.45	¢3 434 449
Rugs     144     \$46.61     \$1,123,695       Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     152     \$21.31     \$513,693       Telephones and Accessories     152     \$21.31     \$513,693       Household Operations     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     138     \$637.05     \$153,393,377       Health Insurance     138     \$637.05     \$153,393,377       Health Insurance     138     \$54,292.77     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73 <td></td> <td></td> <td>1</td> <td></td>			1	
Major Appliances (14)     135     \$476.22     \$11,481,634       Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     152     \$21.31     \$513,693       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations     U     U     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,21,31     \$51,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,2512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$2,4932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     133     \$5,429.27     \$13,089,672       Personal Care Products (18)     142     \$713.74     \$1,72,08,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       School Books and Supplies (19)     146     \$226.73     \$5,466,570       School Books and Supplies (19)     146     \$226.73     \$5,466,570				
Housewares (15)     142     \$151.04     \$3,641,456       Small Appliances     144     \$69.76     \$1,681,944       Luggage     152     \$21.31     \$513,693       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,21,2740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,16,702       Owners and Renters Insurance     133     \$17.17.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518       Transportation     128	-			
Small Appliances     144     \$69.76     \$1,681,944       Luggag     152     \$21.31     \$513,693       Telephones and Accessories     155     \$21.67     \$2,815,622       Household Operations      *     *       Child Care     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     137     \$2,117.27     \$51,047,312       Owners and Renters Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$13,089,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       School Books and Motor Oil     135     \$3,083.10     \$74,333,507       Paryments on Vehicles excluding Leases     1				
Luggage     152     \$21.31     \$513,693       Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations         Child Care     149     \$759,71     \$18,316,702       Lawn and Garden (16)     140     \$659,23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Owners and Renters Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     133     \$2,117.27     \$51,047,312       Life/Other Insurance     138     \$5,429.27     \$13,089,672       Health Insurance     138     \$5,429.27     \$13,089,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226,73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518       Transportation     128     \$3,083.10 <td< td=""><td></td><td></td><td></td><td></td></td<>				
Telephones and Accessories     155     \$116.78     \$2,815,622       Household Operations         Child Care     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$242,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     133     \$5,429.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,089,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     139     \$3,083.10     \$74,333,507       Payments on Vehicles excluding Leases     130     \$3,291.46     \$79,357,194       Gasoline and Motor Oii     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs				
Household Operations       Child Care     149     \$759.71     \$18,316,702       Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     137     \$2,117.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,99,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     135     \$516.16     \$12,444,518       Transportation     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel     145     \$1,656.37     \$39,935,153				
Child Care   149   \$759.71   \$18,316,702     Lawn and Garden (16)   140   \$659.23   \$15,894,025     Moving/Storage/Freight Express   157   \$104.22   \$2,512,740     Housekeeping Supplies (17)   18   \$104.22   \$24,932,691     Insurance   130   \$751.81   \$18,126,027     Owners and Renters Insurance   137   \$2,117.27   \$51,047,312     Vehicle Insurance   138   \$637.05   \$15,359,377     Health Insurance   138   \$637.05   \$15,359,377     Health Insurance   138   \$5429.27   \$130,899,672     School Books and Supplies (19)   142   \$713.74   \$17,208,251     School Books and Supplies (19)   16   \$226.73   \$5,466,570     School Books and Supplies (19)   16   \$226.73   \$5,466,570     School Books and Motor Oil   128   \$16,16   \$12,444,518     Gasoline and Motor Oil   135   \$3,083.10   \$74,333,507     Vehicle Maintenance and Repairs   130   \$3,291.46   \$79,357,194     Gasoline and Motor Oil   135   \$3,083.10   \$74,333,507		155	\$110.70	<i>ΨΖ,</i> 01 <i>J</i> ,022
Lawn and Garden (16)     140     \$659.23     \$15,894,025       Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance     130     \$751.81     \$18,126,027       Owners and Renters Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     137     \$2,117.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518 <b>Transportation</b> 130     \$3,291.46     \$79,357,194       Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     159     \$865.53     \$20,867,870       Vehicle Ma		149	\$759.71	\$18 316 702
Moving/Storage/Freight Express     157     \$104.22     \$2,512,740       Housekeeping Supplies (17)     138     \$1,034.12     \$24,932,691       Insurance          Owners and Renters Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     137     \$2,117.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,89,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518 <b>Transportation</b> 130     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     159     \$865.53     \$20,867,870       Miline Fares     159     \$865.53     \$20,867,870       Lodging on Trips     150     \$40.87     \$985,298       Auto/Truck Rental on Trips				
Housekeeping Supplies (17)138\$1,034.12\$24,932,691Insurance130\$751.81\$18,126,027Owners and Renters Insurance130\$751.81\$18,126,027Vehicle Insurance137\$2,117.27\$51,047,312Life/Other Insurance138\$637.05\$15,359,377Health Insurance138\$5,429.27\$130,899,672Personal Care Products (18)142\$713.74\$17,208,251School Books and Supplies (19)146\$226.73\$5,466,570Smoking Products130\$3,291.46\$12,444,518Transportation130\$3,291.46\$79,357,194Payments on Vehicles excluding Leases130\$3,083.10\$74,333,507Vehicle Maintenance and Repairs145\$1,656.37\$39,935,153Travel159\$865.53\$20,867,870Lodging on Trips150\$931.31\$22,453,995Auto/Truck Rental on Trips156\$40.87\$985,298				
Insurance   130   \$751.81   \$18,126,027     Vehicle Insurance   137   \$2,117.27   \$51,047,312     Life/Other Insurance   138   \$637.05   \$15,359,377     Health Insurance   138   \$5,429.27   \$130,899,672     Personal Care Products (18)   142   \$713.74   \$17,208,251     School Books and Supplies (19)   146   \$226.73   \$5,466,570     Smoking Products   128   \$15.1616   \$12,444,518     Payments on Vehicles excluding Leases   130   \$3,291.46   \$79,357,194     Gasoline and Motor Oil   135   \$3,083.10   \$74,333,507     Vehicle Maintenance and Repairs   145   \$1,656.37   \$39,935,153     Travel   150   \$865.53   \$20,867,870     Airline Fares   159   \$865.53   \$20,867,870     Lodging on Trips   150   \$931.31   \$22,453,995     Auto/Truck Rental on Trips   150   \$40.87   \$985,298				
Owners and Renters Insurance     130     \$751.81     \$18,126,027       Vehicle Insurance     137     \$2,117.27     \$51,047,312       Life/Other Insurance     138     \$637.05     \$15,359,377       Health Insurance     138     \$5,429.27     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518       Transportation     130     \$3,291.46     \$79,357,194       Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel     159     \$865.53     \$20,867,870       Airline Fares     159     \$865.53     \$20,867,870       Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298		100	¢1/05 1112	<i>\\\</i>
Vehicle Insurance   137   \$2,117.27   \$51,047,312     Life/Other Insurance   138   \$637.05   \$15,359,377     Health Insurance   138   \$5,429.27   \$130,899,672     Personal Care Products (18)   142   \$713.74   \$17,208,251     School Books and Supplies (19)   146   \$226.73   \$5,466,570     Smoking Products   128   \$516.16   \$12,444,518     Transportation   130   \$3,291.46   \$79,357,194     Gasoline and Motor Oil   135   \$3,083.10   \$74,333,507     Vehicle Maintenance and Repairs   145   \$1,656.37   \$39,935,153     Travel   159   \$865.53   \$20,867,870     Lodging on Trips   150   \$931.31   \$22,453,995     Auto/Truck Rental on Trips   156   \$40.87   \$985,298		130	\$751.81	\$18 126 027
Life/Other Insurance138\$637.05\$15,359,377Health Insurance138\$5,429.27\$130,899,672Personal Care Products (18)142\$713.74\$17,208,251School Books and Supplies (19)146\$226.73\$5,466,570Smoking Products128\$516.16\$12,444,518Transportation130\$3,291.46\$79,357,194Payments on Vehicles excluding Leases130\$3,083.10\$74,333,507Vehicle Maintenance and Repairs145\$1,656.37\$39,935,153Travel159\$865.53\$20,867,870Airline Fares159\$865.53\$20,867,870Lodging on Trips150\$40.87\$985,298Auto/Truck Rental on Trips156\$40.87\$985,298				
Health Insurance     138     \$5,429.27     \$130,899,672       Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518       Transportation				
Personal Care Products (18)     142     \$713.74     \$17,208,251       School Books and Supplies (19)     146     \$226.73     \$5,466,570       Smoking Products     128     \$516.16     \$12,444,518 <b>Transportation</b> \$79,357,194       Payments on Vehicles excluding Leases     130     \$3,291.46     \$79,357,194       Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153 <b>Travel</b> 159     \$865.53     \$20,867,870       Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298	·			
School Books and Supplies (19)   146   \$226.73   \$5,466,570     Smoking Products   128   \$516.16   \$12,444,518     Transportation				
Smoking Products     128     \$516.16     \$12,444,518       Transportation     328     \$516.16     \$12,444,518       Payments on Vehicles excluding Leases     130     \$3,291.46     \$79,357,194       Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel     315     \$20,867,870     \$20,867,870       Airline Fares     159     \$865.53     \$20,867,870       Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298			•	
TransportationPayments on Vehicles excluding Leases130\$3,291.46\$79,357,194Gasoline and Motor Oil135\$3,083.10\$74,333,507Vehicle Maintenance and Repairs145\$1,656.37\$39,935,153TravelAirline Fares159\$865.53\$20,867,870Lodging on Trips150\$931.31\$22,453,995Auto/Truck Rental on Trips156\$40.87\$985,298			1	
Payments on Vehicles excluding Leases     130     \$3,291.46     \$79,357,194       Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel     5     5     \$20,867,870       Airline Fares     159     \$865.53     \$20,867,870       Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298	-	120	<b>\$510110</b>	<i><i><i>q</i>12,111,010</i></i>
Gasoline and Motor Oil     135     \$3,083.10     \$74,333,507       Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel     159     \$865.53     \$20,867,870       Airline Fares     150     \$931.31     \$22,453,995       Lodging on Trips     156     \$40.87     \$985,298		130	\$3 291 46	\$79 357 194
Vehicle Maintenance and Repairs     145     \$1,656.37     \$39,935,153       Travel <th<< td=""><td>, 5</td><td></td><td></td><td></td></th<<>	, 5			
Travel     159     \$865.53     \$20,867,870       Airline Fares     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298				
Airline Fares     159     \$865.53     \$20,867,870       Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298	•	115	\$1,050.57	400,000,100
Lodging on Trips     150     \$931.31     \$22,453,995       Auto/Truck Rental on Trips     156     \$40.87     \$985,298		159	\$865 53	\$20 867 870
Auto/Truck Rental on Trips     156     \$40.87     \$985,298				
	Food and Drink on Trips	150	\$809.79	\$19,524,046

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.

#### Datastory Retail Goods and Services Expenditures

64 State Cir, Annapolis, Maryland, 21401 Ring: 3 mile radius

(1) Apparel Products and Services includes 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, radios, stereos, sound components, equipment and accessories, digital audio players, records, CDs, audio tapes, streaming/ downloaded audio, 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, online entertainment and games, and stamp and coin collecting.

(5) Recreational Vehicles & Fees includes docking and landing fees for boats and planes, payments on boats, trailers, campers and RVs, rental of boats, trailers, campers and RVs, 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, fats and oils, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips and other snacks, 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 on owned dwellings.

(12) Maintenance and Remodeling Materials includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, 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 and decorative pillows.

(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 flatware, dishes, cups glasses, 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, other miscellaneous care products and personal care appliances.

(19) School Books and Supplies includes school books and supplies for college, elementary school, high school, vocational/technical school, preschool and other schools.

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

64 State Cir, Annapolis, Maryland, 21401 Rings: 1, 2, 3 mile radii

#### Prepared by Esri

Latitude: 38.97923 Longitude: -76.48998

Data for all businesses in area			2 mile	s		3 miles						
Total Businesses:	1,759				3,062				4,688			
Total Employees:	21,667				32,265				57,690			
Total Residential Population:	15,666				40,649				63,103			
Employee/Residential Population Ratio (per 100 Residents)		138			79				91			
	Busine	esses	Emplo	yees	Busine	esses	Emplo	oyees	Busine	esses	Emplo	oyees
by SIC Codes	Number	Percent	Number	Percen								
Agriculture & Mining	11	0.6%	84	0.4%	34	1.1%	242	0.8%	54	1.2%	384	0.7%
Construction	62	3.5%	422	1.9%	154	5.0%	929	2.9%	220	4.7%	1,883	3.3%
Manufacturing	36	2.0%	501	2.3%	71	2.3%	785	2.4%	105	2.2%	1,432	2.5%
Transportation	56	3.2%	412	1.9%	94	3.1%	737	2.3%	123	2.6%	1,000	1.7%
Communication	11	0.6%	293	1.4%	27	0.9%	410	1.3%	50	1.1%	638	1.1%
Utility	3	0.2%	13	0.1%	5	0.2%	17	0.1%	5	0.1%	17	0.0%
Wholesale Trade	17	1.0%	127	0.6%	58	1.9%	344	1.1%	96	2.0%	628	1.1%
Retail Trade Summary	306	17.4%	3,942	18.2%	563	18.4%	6,948	21.5%	1,017	21.7%	14,204	24.6%
Home Improvement	2	0.1%	3	0.0%	17	0.6%	78	0.2%	27	0.6%	183	0.3%
General Merchandise Stores	7	0.4%	44	0.2%	14	0.5%	136	0.4%	40	0.9%	958	1.7%
Food Stores	20	1.1%	114	0.5%	39	1.3%	419	1.3%	73	1.6%	1,082	1.9%
Auto Dealers, Gas Stations, Auto Aftermarket	51	2.9%	349	1.6%	109	3.6%	1,409	4.4%	143	3.1%	2,151	3.7%
Apparel & Accessory Stores	34	1.9%	249	1.1%	42	1.4%	361	1.1%	124	2.6%	1,233	2.1%
Furniture & Home Furnishings	9	0.5%	38	0.2%	34	1.1%	163	0.5%	71	1.5%	649	1.1%
Eating & Drinking Places	109	6.2%	2,664	12.3%	161	5.3%	3,337	10.3%	268	5.7%	5,881	10.2%
Miscellaneous Retail	74	4.2%	480	2.2%	148	4.8%	1,045	3.2%	273	5.8%	2,069	3.6%
Finance, Insurance, Real Estate Summary	178	10.1%	1,511	7.0%	299	9.8%	2,184	6.8%	490	10.5%	4,127	7.2%
Banks, Savings & Lending Institutions	20	1.1%	167	0.8%	31	1.0%	232	0.7%	62	1.3%	573	1.0%
Securities Brokers	42	2.4%	315	1.5%	59	1.9%	369	1.1%	97	2.1%	565	1.0%
Insurance Carriers & Agents	16	0.9%	95	0.4%	38	1.2%	241	0.7%	65	1.4%	430	0.7%
Real Estate, Holding, Other Investment Offices	100	5.7%	933	4.3%	171	5.6%	1,342	4.2%	266	5.7%	2,558	4.4%
Services Summary	699	39.7%	6,136	28.3%	1,268	41.4%	10,873	33.7%	1,871	39.9%	23,292	40.4%
Hotels & Lodging	26	1.5%	746	3.4%	30	1.0%	783	2.4%	40	0.9%	1,133	2.0%
Automotive Services	19	1.1%	253	1.2%	73	2.4%	652	2.0%	104	2.2%	890	1.5%
Motion Pictures & Amusements	46	2.6%	300	1.4%	89	2.9%	610	1.9%	123	2.6%	882	1.5%
Health Services	43	2.4%	436	2.0%	142	4.6%	1,448	4.5%	265	5.7%	6,683	11.6%
Legal Services	103	5.9%	595	2.7%	138	4.5%	706	2.2%	174	3.7%	853	1.5%
Education Institutions & Libraries	33	1.9%	953	4.4%	56	1.8%	1,440	4.5%	71	1.5%	4,810	8.3%
Other Services	430	24.4%	2,853	13.2%	741	24.2%	5,233	16.2%	1,093	23.3%	8,042	13.9%
Government	213	12.1%	8,088	37.3%	230	7.5%	8,606	26.7%	259	5.5%	9,792	17.0%
Unclassified Establishments	167	9.5%	137	0.6%	260	8.5%	191	0.6%	396	8.4%	294	0.5%
Totals	1,759	100.0%	21,667	100.0%	3,062	100.0%	32,265	100.0%	4,688	100.0%	57,690	100.0%

Source: Copyright 2019 Infogroup, Inc. All rights reserved. Esri Total Residential Population forecasts for 2019.

Date Note: Data on the Business Summary report is calculated using Esri's Data allocation method which uses census block groups to allocate business summary data to custom areas.

64 State Cir, Annapolis, Maryland, 21401 Rings: 1, 2, 3 mile radii

#### Prepared by Esri

Latitude: 38.97923

Longitude: -76.48998

by NAICS Codes	Businesses		Employees		Businesses		Employees		Businesses		Employees	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percent	Number	Percer
Agriculture, Forestry, Fishing & Hunting	1	0.1%	3	0.0%	3	0.1%	12	0.0%	4	0.1%	15	0.0
Mining	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	4	0.0
Utilities	1	0.1%	6	0.0%	1	0.0%	6	0.0%	1	0.0%	6	0.0
Construction	73	4.2%	479	2.2%	174	5.7%	1,057	3.3%	248	5.3%	2,067	3.6
Manufacturing	28	1.6%	404	1.9%	71	2.3%	664	2.1%	106	2.3%	1,150	2.0
Wholesale Trade	17	1.0%	126	0.6%	57	1.9%	342	1.1%	93	2.0%	620	1.1
Retail Trade	190	10.8%	1,233	5.7%	381	12.4%	3,486	10.8%	719	15.3%	8,125	14.1
Motor Vehicle & Parts Dealers	49	2.8%	339	1.6%	100	3.3%	1,359	4.2%	129	2.8%	2,075	3.6
Furniture & Home Furnishings Stores	3	0.2%	17	0.1%	13	0.4%	68	0.2%	41	0.9%	448	0.8
Electronics & Appliance Stores	3	0.2%	11	0.1%	11	0.4%	51	0.2%	18	0.4%	149	0.3
Bldg Material & Garden Equipment & Supplies Dealers	2	0.1%	3	0.0%	17	0.6%	78	0.2%	27	0.6%	183	0.3
Food & Beverage Stores	20	1.1%	113	0.5%	39	1.3%	415	1.3%	63	1.3%	1,050	1.8
Health & Personal Care Stores	5	0.3%	46	0.2%	18	0.6%	144	0.4%	62	1.3%	471	0.80
Gasoline Stations	2	0.1%	10	0.0%	9	0.3%	50	0.2%	15	0.3%	76	0.1
Clothing & Clothing Accessories Stores	44	2.5%	320	1.5%	54	1.8%	442	1.4%	152	3.2%	1,425	2.5
Sport Goods, Hobby, Book, & Music Stores	14	0.8%	83	0.4%	27	0.9%	165	0.5%	44	0.9%	355	0.6
General Merchandise Stores	7	0.4%	44	0.2%	14	0.5%	136	0.4%	40	0.9%	958	1.7
Miscellaneous Store Retailers	33	1.9%	97	0.4%	62	2.0%	348	1.1%	104	2.2%	683	1.2
Nonstore Retailers	7	0.4%	151	0.7%	18	0.6%	231	0.7%	23	0.5%	252	0.4
Transportation & Warehousing	36	2.0%	300	1.4%	60	2.0%	560	1.7%	75	1.6%	761	1.3
Information	44	2.5%	596	2.8%	72	2.4%	842	2.6%	113	2.4%	1,412	2.4
Finance & Insurance	78	4.4%	578	2.7%	131	4.3%	850	2.6%	229	4.9%	1,588	2.8
Central Bank/Credit Intermediation & Related Activities	20	1.1%	167	0.8%	32	1.0%	235	0.7%	62	1.3%	567	1.0
Securities, Commodity Contracts & Other Financial	42	2.4%	315	1.5%	61	2.0%	374	1.2%	101	2.2%	585	1.0
Insurance Carriers & Related Activities; Funds, Trusts &	16	0.9%	95	0.4%	38	1.2%	241	0.7%	66	1.4%	436	0.8
Real Estate, Rental & Leasing	80	4.5%	723	3.3%	152	5.0%	1,098	3.4%	245	5.2%	2,276	3.9
Professional, Scientific & Tech Services	292	16.6%	1,748	8.1%	456	14.9%	2,658	8.2%	652	13.9%	3,871	6.7
Legal Services	116	6.6%	631	2.9%	155	5.1%	759	2.4%	200	4.3%	939	1.6
Management of Companies & Enterprises	6	0.3%	158	0.7%	8	0.3%	172	0.5%	12	0.3%	199	0.3
Administrative & Support & Waste Management & Remediation	54	3.1%	270	1.2%	102	3.3%	567	1.8%	157	3.3%	1,106	1.9
Educational Services	35	2.0%	908	4.2%	67	2.2%	1,469	4.6%	90	1.9%	4,867	8.4
Health Care & Social Assistance	64	3.6%	724	3.3%	193	6.3%	2,376	7.4%	337	7.2%	7,879	13.7
Arts, Entertainment & Recreation	66	3.8%	448	2.1%	105	3.4%	736	2.3%	136	2.9%	994	1.7
Accommodation & Food Services	136	7.7%	3,423	15.8%	194	6.3%	4,144	12.8%	316	6.7%	7,071	12.3
Accommodation	26	1.5%	746	3.4%	30	1.0%	783	2.4%	40	0.9%	1,133	2.0
Food Services & Drinking Places	111	6.3%	2,677	12.4%	164	5.4%	3,361	10.4%	275	5.9%	5,938	10.3
Other Services (except Public Administration)	178	10.1%	1,290	6.0%	343	11.2%	2,395	7.4%	497	10.6%	3,556	6.2
Automotive Repair & Maintenance	6	0.3%	42	0.2%	51	1.7%	373	1.2%	75	1.6%	562	1.0
Public Administration	214	12.2%	8,113	37.4%	232	7.6%	8,638	26.8%	261	5.6%	9,828	17.0
Unclassified Establishments	167	9.5%	137	0.6%	260	8.5%	191	0.6%	396	8.4%	294	0.59
Total	1,759	100.0%	21,667	100.0%	3,062	100.0%	32,265	100.0%	4,688	100.0%	57,690	100.0

Date Note: Data on the Business Summary report is calculated using Esri's Data allocation method which uses census block groups to allocate business summary data to custom areas.