

\$3,987,500

## LIGHTFOOT CROSSING

312 Lightfoot Road, Williamsburg, VA 23188



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### Offering Highlights

- Assumable Below Market Loan @ 5.85%
- Area Growth 3 Times National Average
- Low Maintenance High Quality Construction
- Current Leases with Below Market Rents

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# 1. Financial Analysis

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# LIGHTFOOT CROSSING



312 Lightfoot Road, Williamsburg, VA 23188

## HIGHLIGHTS

- Assumable Below Market Loan @ 5.85%
- Area Growth 3 Times National Average
- Low Maintenance High Quality Construction
- Current Leases with Below Market Rents

Cross Street	Richmond Rd.
Tax Parcel No.	B19A-2055-2884
Market	Williamsburg
Sub Market	Lightfoot
Year Built	2002
Building Class	B
Location Class	B
Zoning Type	Economic Opportunity
Signalized Corner	No
Street Frontage	400
No. of Buildings	1
No. of Stories	1
No. of Tenants	8
No. of Parking Spaces	
Parking Ratio	

## Executive Summary

List Price	\$3,987,500
Price Per GLA	\$190.27
Price Per Sq.Ft.	\$190.27
NOI	\$325,765
CAP	8.17 %
Building Sq.Ft.	20,957
Land Acres	2.38
Occupancy.	100 %

## PROPERTY DESCRIPTION

### Construction

The property has an attractive architectural footprint that projects a progressive appearance. Only six years old, it has been recently painted and meticulously maintained. No deferred maintenance adds to the appeal for an absentee owner. Most suites are upscale with a significant amount of high-end build-outs and renovations. Some of the suites have build out second floors which are not included in the rental square footage. The suites are comprised of a retail front with individual rear warehouse access with roll up doors for loading and unloading.

### Parking

Customer parking is located in the front of the center, while employee and supply parking is located in the rear.

### Ingress/Egress

Conveniently located on Lightfoot Rd. with main entrance located approximately 1,000 ft. from Richmond Rd. Tenants have ready loading capabilities through large roll up warehouse style doors.

### Major Tenants

Coldwell Banker / Brooks Realty, Structured Cable of Virginia, Dr. Curry DDS, Reach for Performance, What I Want (hair salon), Dance Studio, and Williamsburg Floors

### Area

Lightfoot is an unincorporated community which straddles the James City County-York County border west of Williamsburg, Virginia. Located within commuting distance of two major metropolitan areas, Norfolk and Richmond, with a total workforce of almost 1.3 million, and six miles to its east is Coloni

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# Investment Information

LIGHTFOOT CROSSING

312 Lightfoot Road Williamsburg, VA 23188

Listing Price	\$3,987,500	GLA	20,957
Actual CAP	8.17 %	Building S.F.	20,957
CAP		Percent Occupied	100.00 %
Price Per S.F.	\$190.27	Land Acres	2.38
Price Per GLA	\$190.27	Loan Amount	\$2,400,000
Expenses Per S.F.	\$2.40	Down Payment	\$1,587,500

Loan Description

Estimated Annualized Operating Data	Actual
Scheduled Income	\$371,172
Recapture / CAM	\$4,851
Less Vacancy	\$0
Gross Operating Income	\$376,023
Less Expenses	\$50,258
Net Operating Income	\$325,765
Less Loan Payment	\$181,425
Pre-Tax Cash Flow	\$144,340
Cash on Cash Return	9.09 %

Estimated Annualized Expenses

	Actual
Total Expenses	\$50,258
Expenses Per S.F.	\$2.40

Please see expense detail on next page.

Highlights

- Assumable Below Market Loan @ 5.85%
- Area Growth 3 Times National Average
- Low Maintenance High Quality Construction
- Current Leases with Below Market Rents



Estimated Expense Summary	Actual
Projected Taxes	\$14,061
Insurance	\$4,945
Off-Site Management	\$15,115
Electricity	\$1,711
Water	\$2,560
Trash	\$1,285
Landscaping	\$7,400
Maintenance	\$1,433
Administration	\$1,048
Groundskeeping	\$700
Totals	\$50,258



# Financial Summary

Estimated Annualized Operating Data	Actual
Scheduled Income	\$371,172
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Pre-Tax Cash Flow	\$144,340
Cash on Cash Return	9.09 %

Estimated Expense Summary	Actual
Total Estimated Expense	\$50,258

Existing Financial Summary	Assumable Conduit
Loan Amount	\$2,400,000
Interest Rate	5.85%
Annual Payment	\$181,425
Annual Principal Reduction	\$33,000
Loan Type	Fixed

Terms and Description



# Rent Roll Summary

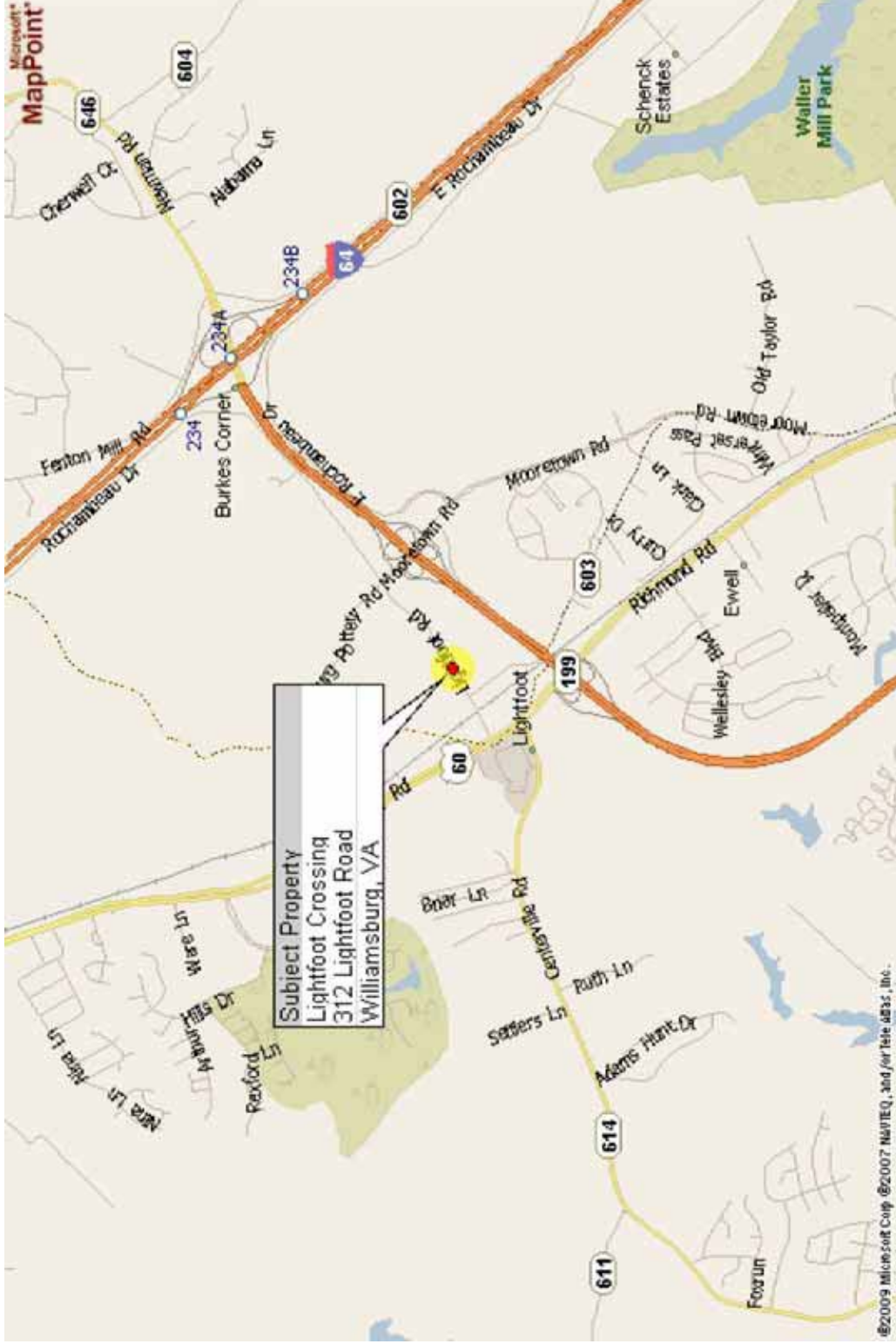
Space Number	Tenant Name	Start Date	End Date	Occupied S.F.	Vacant S.F.	Monthly Rent S.F.	Occupied Rent	Vacant Rent	% of Total
ABC	Coldwell Banker/Brooks RE	10/1/2007	9/30/2010	5,712		\$1.69	\$9,643		27.3 %
D	Williamsburg Floors	9/1/2006	8/31/2009	1,875		\$1.65	\$3,091		8.9 %
E	Dance Studio	9/1/2008	8/31/2011	1,910		\$0.81	\$1,541		9.1 %
F	Structured Cable of Virginia	5/1/2008	4/30/2011	1,910		\$1.33	\$2,547		9.1 %
G	Tropical Tans	6/1/2006	5/31/2009	1,910		\$1.42	\$2,720		9.1 %
H	Dr. Lisa Curry	5/1/2007	4/30/2010	1,910		\$1.45	\$2,768		9.1 %
I	What I Want	2/1/2007	1/31/2010	1,910		\$1.40	\$2,676		9.1 %
JK	Reach for Performance	2/1/2007	1/31/2012	3,820		\$1.56	\$5,946		18.2 %
	<b>Total</b>			<b>20,957</b>			<b>\$30,931</b>	<b>\$0</b>	<b>100.0 %</b>

Potential Monthly Income	\$30,931
Total S.F.	20,957
Avg. Monthly Per S.F.	\$1.48
S.F. Vacancy (%)	
Rent Vacancy (%)	

## 2. Additional Information

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# Location Map





170.00

3

4

101.84

18.96

500

169.91  
410

169.43

36.44

37.32

274.04

LIGHTFOOT RD

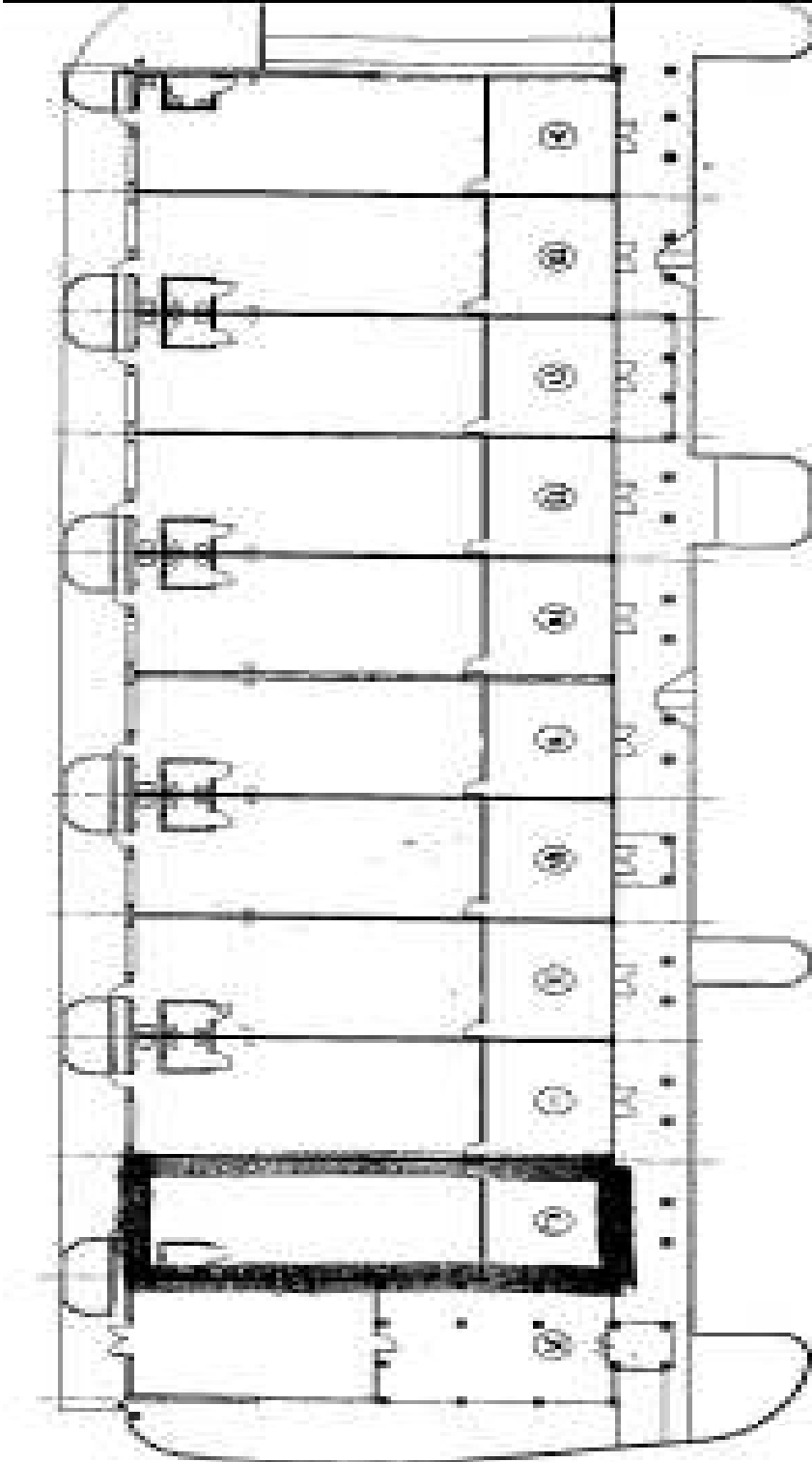
37.2  
352.86

1

276.86

22

**Lightfoot Crossing – Building Layout**



## Retail Map



Picture 1



Picture 2



Picture 3



Picture 5



Picture 6



Aerial 1



Aerial 2



# Lightfoot Crossing Commercial



## Winner of Regional Architectural Excellence Award

Lightfoot Crossing, designed by the award-winning firm of Guernsey Tingle Architects in Williamsburg, Virginia received the Hampton Roads Association of Commercial Real Estate award of Excellence for the outstanding design and functional excellence. The project combines the very best in materials to provide low-maintenance for owners and tenants and maximum flexibility to meet the expanding and changing needs of tenants. Street presentation of the project is designed to maximize tenant sign visibility thereby guaranteeing activity on the site at all normal business hours.



## Identifiable Location Keeps Business Hopping!

Functionality is combined with attractive features like the contemporary 'clock tower' motif that registers in the memories of customers to this location.



## Maximum Flexibility to meet Tenant Evolving Needs

The rear of the building is designed to allow for loading for those tenants needing inventories delivered while having the flexibility to transition to full office by replacement of roll up doors with storefront glass and employee entrance doors.

The parking and loading at the rear always guarantees that customers and clients will have convenient parking in the front of the building close to tenant entrance doors.



# Tenant Spaces Reflecting the Pride of Location



## Flexible Space Allows Tenant Growth

Demising wall locations are flexible to permit growing tenants to expand into adjacent space when vacancies occur allowing the rent roll to grow stronger credit-wise.



## Exceptional Pride Shown By Existing Tenants

Tenant improvements reflect a serious investment by the current tenants that underscores how they feel about this location and the facilities they occupy.






## Designed to Attract Attention

Architectural exterior lighting is only one of the many details that have made this property development the pride of the immediate area.

**lightfoot crossing**

Latitude: 37.342009

Longitude: -76.750083

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
 2000 Total Population	533	12,159	25,855
2000 Group Quarters	6	62	1,464
2007 Total Population	729	16,113	34,617
2012 Total Population	887	19,356	41,836
2007 - 2012 Annual Rate	4%	3.74%	3.86%
 2000 Households	212	4,832	10,031
2000 Average Household Size	2.49	2.5	2.43
2007 Households	297	6,534	13,970
2007 Average Household Size	2.43	2.46	2.38
2012 Households	366	7,918	17,169
2012 Average Household Size	2.41	2.44	2.35
2007 - 2012 Annual Rate	4.27%	3.92%	4.21%
2000 Families	151	3,524	7,141
2000 Average Family Size	2.92	2.92	2.86
2007 Families	206	4,631	9,676
2007 Average Family Size	2.89	2.89	2.82
2012 Families	247	5,490	11,640
2012 Average Family Size	2.89	2.89	2.81
2007 - 2012 Annual Rate	3.7%	3.46%	3.77%
 <b>2000 Housing Units</b>	245	5,107	10,622
Owner Occupied Housing Units	71.8%	69.9%	66.9%
Renter Occupied Housing Units	21.6%	25.0%	27.1%
Vacant Housing Units	6.6%	5.1%	5.9%
<b>2007 Housing Units</b>	344	6,894	14,765
Owner Occupied Housing Units	67.2%	70.9%	68.2%
Renter Occupied Housing Units	19.2%	23.9%	26.5%
Vacant Housing Units	13.7%	5.2%	5.4%
<b>2012 Housing Units</b>	423	8,360	18,119
Owner Occupied Housing Units	66.9%	70.9%	68.3%
Renter Occupied Housing Units	19.6%	23.9%	26.5%
Vacant Housing Units	13.5%	5.3%	5.2%
<b>Median Household Income</b>			
2000	\$46,755	\$48,987	\$48,802
2007	\$60,000	\$61,887	\$61,987
2012	\$70,664	\$72,694	\$72,709
<b>Median Home Value</b>			
2000	\$118,548	\$125,872	\$137,227
2007	\$244,615	\$252,716	\$282,300
2012	\$293,085	\$304,256	\$345,339
<b>Per Capita Income</b>			
2000	\$20,069	\$22,567	\$22,920
2007	\$27,584	\$29,750	\$31,579
2012	\$33,617	\$35,770	\$38,325
<b>Median Age</b>			
2000	36.5	37.6	38.4
2007	37.1	40.2	42.6
2012	36.0	40.9	44.6

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 total population. Detail may not sum to totals due to rounding.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



### 2000 Households by Income

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Household Income Base	211	4,779	9,995
< \$15,000	12.8%	11.4%	12.2%
\$15,000 - \$24,999	9.5%	10.7%	10.3%
\$25,000 - \$34,999	10.9%	10.8%	10.6%
\$35,000 - \$49,999	21.8%	18.3%	18.2%
\$50,000 - \$74,999	25.1%	22.9%	22.2%
\$75,000 - \$99,999	13.7%	15.4%	13.6%
\$100,000 - \$149,999	3.3%	7.6%	9.0%
\$150,000 - \$199,999	1.9%	1.8%	2.3%
\$200,000+	0.9%	1.0%	1.6%
Average Household Income	\$51,305	\$57,008	\$58,986

### 2007 Households by Income

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Household Income Base	296	6,535	13,968
< \$15,000	10.5%	8.5%	8.7%
\$15,000 - \$24,999	8.8%	9.1%	8.2%
\$25,000 - \$34,999	4.7%	6.6%	7.6%
\$35,000 - \$49,999	15.5%	13.4%	13.9%
\$50,000 - \$74,999	26.4%	23.2%	22.1%
\$75,000 - \$99,999	15.5%	16.2%	14.9%
\$100,000 - \$149,999	14.5%	17.3%	16.7%
\$150,000 - \$199,999	1.4%	3.3%	4.2%
\$200,000+	2.7%	2.5%	3.7%
Average Household Income	\$68,871	\$73,473	\$77,119

### 2012 Households by Income

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Household Income Base	364	7,917	17,170
< \$15,000	8.5%	7.2%	7.2%
\$15,000 - \$24,999	6.0%	6.8%	6.3%
\$25,000 - \$34,999	5.5%	6.2%	6.5%
\$35,000 - \$49,999	9.3%	10.3%	11.1%
\$50,000 - \$74,999	23.6%	21.0%	20.3%
\$75,000 - \$99,999	17.6%	15.5%	15.0%
\$100,000 - \$149,999	22.3%	23.1%	21.0%
\$150,000 - \$199,999	3.8%	5.9%	6.8%
\$200,000+	3.3%	4.1%	5.7%
Average Household Income	\$83,356	\$87,670	\$92,391

### 2000 Owner Occupied HUs by Value

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	164	3,579	7,165
<\$50,000	1.2%	3.5%	3.9%
\$50,000 - 99,999	34.8%	28.4%	24.8%
\$100,000 - 149,999	37.2%	30.8%	28.6%
\$150,000 - 199,999	17.7%	16.1%	15.5%
\$200,000 - \$299,999	8.5%	15.7%	16.5%
\$300,000 - 499,999	0.6%	4.5%	9.2%
\$500,000 - 999,999	0.0%	0.8%	1.4%
\$1,000,000+	0.0%	0.1%	0.2%
Average Home Value	\$128,393	\$151,159	\$169,610

### 2000 Specified Renter Occupied HUs by Contract Rent

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	43	1,246	2,801
With Cash Rent	93.0%	93.1%	93.6%
No Cash Rent	7.0%	6.9%	6.4%
Median Rent	\$450	\$514	\$537
Average Rent	\$560	\$528	\$660

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. Specified Renter Occupied HUs exclude houses on 10+ acres. Average Rent excludes units paying no cash rent.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



## 2000 Population by Age

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	532	12,159	25,855
0 - 4	7.3%	6.5%	5.6%
5 - 9	7.1%	6.9%	6.1%
10 - 14	7.0%	7.5%	6.7%
15 - 19	6.0%	6.3%	7.2%
20 - 24	4.7%	5.2%	7.2%
25 - 34	14.8%	13.2%	11.7%
35 - 44	17.9%	16.7%	15.7%
45 - 54	13.2%	14.9%	13.9%
55 - 64	10.3%	10.7%	10.8%
65 - 74	7.3%	7.9%	8.9%
75 - 84	3.4%	3.4%	4.4%
85+	0.9%	0.8%	1.6%
18+	74.9%	74.8%	77.7%

## 2007 Population by Age

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	730	16,114	34,618
0 - 4	7.4%	6.2%	5.5%
5 - 9	6.7%	6.1%	5.3%
10 - 14	6.4%	6.6%	5.8%
15 - 19	6.2%	6.9%	6.9%
20 - 24	7.1%	5.8%	6.7%
25 - 34	13.2%	11.5%	10.0%
35 - 44	16.3%	14.7%	13.2%
45 - 54	14.0%	16.1%	15.2%
55 - 64	9.9%	12.2%	13.2%
65 - 74	7.8%	8.1%	10.0%
75 - 84	4.0%	4.8%	6.1%
85+	1.1%	1.1%	2.0%
18+	75.6%	76.6%	79.8%

## 2012 Population by Age

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	885	19,355	41,837
0 - 4	7.7%	6.4%	5.4%
5 - 9	6.6%	5.7%	5.1%
10 - 14	6.4%	6.4%	5.6%
15 - 19	5.6%	6.2%	6.4%
20 - 24	6.4%	6.4%	6.6%
25 - 34	15.9%	11.9%	10.1%
35 - 44	13.6%	12.7%	11.4%
45 - 54	14.8%	16.4%	15.9%
55 - 64	10.4%	13.5%	14.0%
65 - 74	6.8%	8.2%	10.9%
75 - 84	4.4%	4.8%	6.5%
85+	1.4%	1.4%	2.2%
18+	75.5%	77.5%	80.4%

## 2000 Population by Sex

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Males	46.5%	47.5%	47.5%
Females	53.5%	52.5%	52.5%

## 2007 Population by Sex

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Males	46.6%	47.6%	47.7%
Females	53.4%	52.4%	52.3%

## 2012 Population by Sex

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Males	46.8%	47.7%	47.7%
Females	53.2%	52.3%	52.3%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

**lightfoot crossing**

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



**2000 Population by Race/Ethnicity**

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	533	12,160	25,854
White Alone	67.0%	76.7%	77.4%
Black Alone	28.0%	18.7%	18.3%
American Indian Alone	0.4%	0.5%	0.3%
Asian or Pacific Islander Alone	2.1%	1.8%	1.9%
Some Other Race Alone	0.8%	0.7%	0.6%
Two or More Races	1.9%	1.7%	1.5%
Hispanic Origin	2.3%	2.1%	1.9%
Diversity Index	49.6	40.3	39.0

**2007 Population by Race/Ethnicity**

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	729	16,114	34,616
White Alone	61.7%	72.9%	74.6%
Black Alone	31.7%	21.1%	20.0%
American Indian Alone	0.4%	0.5%	0.4%
Asian or Pacific Islander Alone	2.6%	2.3%	2.4%
Some Other Race Alone	1.1%	0.9%	0.8%
Two or More Races	2.5%	2.2%	1.9%
Hispanic Origin	3.3%	3.0%	2.7%
Diversity Index	54.9	45.8	43.4

**2012 Population by Race/Ethnicity**

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	887	19,357	41,835
White Alone	59.2%	70.9%	73.0%
Black Alone	33.5%	22.3%	21.0%
American Indian Alone	0.3%	0.5%	0.4%
Asian or Pacific Islander Alone	3.0%	2.7%	2.6%
Some Other Race Alone	1.2%	1.1%	0.9%
Two or More Races	2.7%	2.5%	2.2%
Hispanic Origin	3.6%	3.6%	3.1%
Diversity Index	56.9	48.5	45.8



**2000 Population 3+ by School Enrollment**

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	511	11,692	25,069
Enrolled in Nursery/Preschool	2.2%	2.1%	2.1%
Enrolled in Kindergarten	1.0%	1.4%	1.3%
Enrolled in Grade 1-8	12.5%	12.9%	11.1%
Enrolled in Grade 9-12	4.7%	5.5%	5.2%
Enrolled in College	2.9%	3.0%	6.5%
Enrolled in Grad/Prof School	2.5%	2.3%	2.1%
Not Enrolled in School	74.2%	72.8%	71.6%

**2000 Population 25+ by Educational Attainment**

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	370	8,289	17,450
Less than 9th Grade	1.9%	1.8%	3.5%
9th - 12th Grade, No Diploma	11.1%	7.9%	9.4%
High School Graduate	24.1%	24.6%	24.0%
Some College, No Degree	24.1%	24.9%	23.2%
Associate Degree	8.9%	7.3%	5.9%
Bachelor's Degree	18.9%	19.2%	20.0%
Master's/Prof/Doctorate Degree	11.1%	14.3%	13.9%

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. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



## 2000 Population 15+ by Sex and Marital Status

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
<b>Total</b>	424	9,559	20,995
<b>Females</b>	55.4%	53.8%	53.0%
Never Married	12.0%	11.8%	12.0%
Married, not Separated	29.0%	29.8%	29.7%
Married, Separated	1.2%	1.2%	0.9%
Widowed	5.7%	5.1%	5.8%
Divorced	7.5%	5.9%	4.6%
<b>Males</b>	44.6%	46.2%	47.0%
Never Married	11.8%	12.0%	11.8%
Married, not Separated	27.4%	29.2%	29.6%
Married, Separated	0.9%	1.0%	1.0%
Widowed	0.5%	0.6%	1.5%
Divorced	4.0%	3.4%	3.1%



## 2000 Population 16+ by Employment Status

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
<b>Total</b>	417	9,442	20,760
<b>In Labor Force</b>	68.1%	68.9%	63.2%
Civilian Employed	63.3%	65.0%	57.3%
Civilian Unemployed	3.4%	2.6%	4.8%
In Armed Forces	1.4%	1.3%	1.0%
<b>Not in Labor Force</b>	31.9%	31.1%	36.8%

## 2007 Civilian Population 16+ in Labor Force

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Civilian Employed	94.4%	95.6%	95.5%
Civilian Unemployed	5.6%	4.4%	4.5%

## 2012 Civilian Population 16+ in Labor Force

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Civilian Employed	95.2%	96.2%	96.0%
Civilian Unemployed	4.8%	3.8%	4.0%

## 2000 Females 16+ by Employment Status and Age of Children

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
<b>Total</b>	230	5,081	11,012
<b>Own Children &lt; 6 Only</b>	10.9%	8.0%	6.6%
Employed/in Armed Forces	7.4%	5.5%	4.5%
Unemployed	0.4%	0.3%	0.3%
Not in Labor Force	3.0%	2.1%	1.8%
<b>Own Children &lt; 6 and 6-17 Only</b>	5.2%	5.0%	5.0%
Employed/in Armed Forces	3.9%	3.6%	3.2%
Unemployed	0.0%	0.3%	0.2%
Not in Labor Force	1.3%	1.1%	1.6%
<b>Own Children 6-17 Only</b>	15.7%	18.2%	15.6%
Employed/in Armed Forces	11.3%	14.5%	11.3%
Unemployed	0.0%	0.1%	0.2%
Not in Labor Force	4.3%	3.7%	4.1%
<b>No Own Children &lt; 18</b>	68.3%	68.7%	72.9%
Employed/in Armed Forces	34.3%	36.0%	33.1%
Unemployed	3.9%	2.5%	4.5%
Not in Labor Force	30.0%	30.3%	35.3%

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



### 2007 Employed Population 16+ by Industry

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	354	8,105	16,059
Agriculture/Mining	0.3%	0.2%	0.3%
Construction	8.8%	9.0%	8.8%
Manufacturing	5.9%	6.7%	6.7%
Wholesale Trade	2.0%	1.4%	1.2%
Retail Trade	14.7%	12.4%	11.9%
Transportation/Utilities	2.5%	2.3%	2.2%
Information	1.7%	1.5%	1.6%
Finance/Insurance/Real Estate	3.7%	5.4%	5.3%
Services	55.1%	53.9%	54.3%
Public Administration	5.4%	7.2%	7.6%

### 2007 Employed Population 16+ by Occupation

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	356	8,106	16,060
White Collar	55.3%	61.6%	62.7%
Management/Business/Financial	10.7%	13.7%	14.6%
Professional	20.8%	23.7%	24.3%
Sales	12.6%	12.0%	12.0%
Administrative Support	11.2%	12.1%	11.9%
Services	25.6%	21.0%	19.8%
Blue Collar	19.1%	17.4%	17.5%
Farming/Forestry/Fishing	0.3%	0.1%	0.2%
Construction/Extraction	6.5%	6.7%	7.0%
Installation/Maintenance/Repair	4.8%	3.5%	3.4%
Production	2.8%	3.2%	3.4%
Transportation/Material Moving	4.8%	3.9%	3.3%



### 2000 Workers 16+ by Means of Transportation to Work

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	266	6,167	11,945
Drove Alone - Car, Truck, or Van	78.6%	81.4%	81.4%
Carpooled - Car, Truck, or Van	15.4%	11.3%	10.2%
Public Transportation	1.5%	0.9%	1.1%
Walked	1.5%	1.6%	2.6%
Other Means	0.8%	1.3%	1.1%
Worked at Home	2.3%	3.5%	3.6%

### 2000 Workers 16+ by Travel Time to Work

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	265	6,167	11,943
Did Not Work at Home	97.7%	96.5%	96.4%
Less than 5 minutes	1.9%	2.6%	2.8%
5 to 9 minutes	11.3%	13.4%	13.6%
10 to 19 minutes	41.5%	41.2%	38.3%
20 to 24 minutes	12.1%	10.7%	11.4%
25 to 34 minutes	13.6%	11.7%	12.1%
35 to 44 minutes	4.9%	4.7%	5.2%
45 to 59 minutes	4.5%	5.4%	5.6%
60 to 89 minutes	5.7%	5.2%	5.6%
90 or more minutes	2.3%	1.7%	1.8%
Worked at Home	2.3%	3.5%	3.6%
Average Travel Time to Work (in min)	24.3	22.7	23.2

### 2000 Households by Vehicles Available

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	213	4,851	10,025
None	4.7%	4.4%	6.6%
1	34.7%	31.1%	28.6%
2	44.1%	43.9%	43.6%
3	11.7%	15.2%	15.6%
4	3.8%	3.7%	4.0%
5+	0.9%	1.6%	1.6%
Average Number of Vehicles Available	1.8	1.9	1.9

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile



### 2000 Households by Type

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	211	4,833	10,031
Family Households	71.6%	72.9%	71.2%
Married-couple Family	54.0%	56.9%	57.3%
With Related Children	25.1%	24.6%	22.8%
Other Family (No Spouse)	17.5%	16.1%	13.9%
With Related Children	11.4%	11.3%	9.5%
Nonfamily Households	28.4%	27.1%	28.8%
Householder Living Alone	23.2%	21.7%	22.5%
Householder Not Living Alone	5.2%	5.4%	6.4%
Households with Related Children	36.3%	35.9%	32.3%
Households with Persons 65+	20.3%	21.6%	25.9%

### 2000 Households by Size

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	212	4,832	10,031
1 Person Household	23.1%	21.7%	22.5%
2 Person Household	36.3%	37.9%	40.1%
3 Person Household	18.9%	18.4%	17.1%
4 Person Household	14.6%	14.8%	13.3%
5 Person Household	4.7%	4.9%	4.7%
6 Person Household	1.4%	1.6%	1.6%
7+ Person Household	0.9%	0.7%	0.7%

### 2000 Households by Year Householder Moved In

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	212	4,852	10,026
Moved in 1999 to March 2000	25.5%	21.4%	21.6%
Moved in 1995 to 1998	37.3%	34.9%	34.7%
Moved in 1990 to 1994	15.6%	17.3%	16.9%
Moved in 1980 to 1989	9.4%	15.3%	15.2%
Moved in 1970 to 1979	6.6%	6.1%	5.5%
Moved in 1969 or Earlier	5.7%	5.1%	6.0%
Median Year Householder Moved In	1996	1996	1996



### 2000 Housing Units by Units in Structure

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	227	5,113	10,657
1, Detached	70.0%	67.6%	67.3%
1, Attached	11.9%	8.9%	8.4%
2	1.3%	1.5%	1.5%
3 or 4	1.8%	3.4%	3.7%
5 to 9	7.0%	6.4%	5.6%
10 to 19	6.2%	6.7%	5.6%
20+	0.4%	1.2%	3.8%
Mobile Home	1.3%	4.4%	4.2%
Other	0.0%	0.0%	0.0%

### 2000 Housing Units by Year Structure Built

	Radius: 1.0 mile	Radius: 3.0 mile	Radius: 5.0 mile
Total	245	5,130	10,618
1999 to March 2000	14.3%	6.4%	5.2%
1995 to 1998	15.5%	12.9%	13.5%
1990 to 1994	14.7%	14.5%	14.8%
1980 to 1989	22.0%	28.7%	27.9%
1970 to 1979	21.6%	21.8%	18.5%
1969 or Earlier	11.8%	15.7%	20.1%
Median Year Structure Built	1988	1984	1984

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing.

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Radius: 1.0 mile

Radius: 3.0 mile

Radius: 5.0 mile

### Top 3 Tapestry Segments

1.	Up and Coming Families	Up and Coming Families	Silver and Gold
2.	Aspiring Young Familie	Exurbanites	Exurbanites
3.	Midlife Junction	Aspiring Young Familie	Green Acres



**2007 Consumer Spending** shows the amount spent on a variety of goods and services by households that reside in the market area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue.

Apparel & Services: Total \$	\$690,970	\$16,153,976	\$35,917,231
Average Spent	\$2,326.50	\$2,472.30	\$2,571.03
Spending Potential Index	85	90	93
Computers & Accessories: Total \$	\$73,383	\$1,669,758	\$3,698,870
Average Spent	\$247.08	\$255.55	\$264.77
Spending Potential Index	99	103	106
Education: Total \$	\$361,307	\$8,516,448	\$19,420,796
Average Spent	\$1,216.52	\$1,303.40	\$1,390.18
Spending Potential Index	95	102	108
Entertainment/Recreation: Total \$	\$963,866	\$22,650,534	\$51,133,336
Average Spent	\$3,245.34	\$3,466.56	\$3,660.22
Spending Potential Index	95	101	107
Food at Home: Total \$	\$1,356,031	\$32,000,369	\$72,387,354
Average Spent	\$4,565.76	\$4,897.52	\$5,181.63
Spending Potential Index	91	97	103
Food Away from Home: Total \$	\$943,767	\$21,976,737	\$49,186,224
Average Spent	\$3,177.67	\$3,363.44	\$3,520.85
Spending Potential Index	94	99	104
Health Care: Total \$	\$1,014,499	\$25,147,874	\$59,617,504
Average Spent	\$3,415.82	\$3,848.77	\$4,267.54
Spending Potential Index	87	98	109
HH Furnishings & Equipment: Total \$	\$630,209	\$14,631,179	\$32,573,956
Average Spent	\$2,121.92	\$2,239.24	\$2,331.71
Spending Potential Index	94	99	103
Investments: Total \$	\$407,626	\$10,639,970	\$24,298,831
Average Spent	\$1,372.48	\$1,628.40	\$1,739.36
Spending Potential Index	92	109	117
Retail Goods: Total \$	\$7,222,119	\$169,898,224	\$384,485,610
Average Spent	\$24,316.90	\$26,002.18	\$27,522.23
Spending Potential Index	92	98	104
Shelter: Total \$	\$4,285,841	\$99,429,777	\$218,938,167
Average Spent	\$14,430.44	\$15,217.29	\$15,672.02
Spending Potential Index	96	101	104
TV/Video/Sound Equipment: Total \$	\$323,894	\$7,536,989	\$16,956,280
Average Spent	\$1,090.55	\$1,153.50	\$1,213.76
Spending Potential Index	94	99	104
Travel: Total \$	\$517,858	\$12,437,364	\$28,259,782
Average Spent	\$1,743.63	\$1,903.48	\$2,022.89
Spending Potential Index	94	103	110
Vehicle Maintenance & Repairs: Total \$	\$302,938	\$7,053,353	\$15,889,884
Average Spent	\$1,019.99	\$1,079.48	\$1,137.43
Spending Potential Index	96	101	107

**Data Note:** The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

**Source:** Expenditure data are derived from the 2002, 2003 and 2004 Consumer Expenditure Surveys, Bureau of Labor Statistics. ESRI forecasts for 2007 and 2012.

# Demographic and Income Profile

Prepared by

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Site Type: Radius

Radius: 1.0 mile

Summary	2000	2007	2012
Population	533	729	887
Households	212	297	366
Families	151	206	247
Average Household Size	2.49	2.43	2.41
Owner Occupied HUs	163	231	283
Renter Occupied HUs	49	66	83
Median Age	36.5	37.1	36.0

Trends: 2007-2012 Annual Rate	Area	State	National
Population	4%	1.52%	1.22%
Households	4.27%	1.57%	1.27%
Families	3.7%	1.18%	1.00%
Owner HHs	4.14%	1.63%	1.29%
Median Household Income	3.33%	3.45%	3.29%

Households by Income	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	27	12.8%	31	10.5%	31	8.5%
\$15,000 - \$24,999	20	9.5%	26	8.8%	22	6.0%
\$25,000 - \$34,999	23	10.9%	14	4.7%	20	5.5%
\$35,000 - \$49,999	46	21.8%	46	15.5%	34	9.3%
\$50,000 - \$74,999	53	25.1%	78	26.4%	86	23.6%
\$75,000 - \$99,999	29	13.7%	46	15.5%	64	17.6%
\$100,000 - \$149,999	7	3.3%	43	14.5%	81	22.3%
\$150,000 - \$199,000	4	1.9%	4	1.4%	14	3.8%
\$200,000+	2	0.9%	8	2.7%	12	3.3%
Median Household Income	\$46,755		\$60,000		\$70,664	
Average Household Income	\$51,305		\$68,871		\$83,356	
Per Capita Income	\$20,069		\$27,584		\$33,617	

Population by Age	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	39	7.3%	54	7.4%	68	7.7%
5 - 9	38	7.1%	49	6.7%	58	6.6%
10 - 14	37	7.0%	47	6.4%	57	6.4%
15 - 19	32	6.0%	45	6.2%	50	5.6%
20 - 24	25	4.7%	52	7.1%	57	6.4%
25 - 34	79	14.8%	96	13.2%	141	15.9%
35 - 44	95	17.9%	119	16.3%	120	13.6%
45 - 54	70	13.2%	102	14.0%	131	14.8%
55 - 64	55	10.3%	72	9.9%	92	10.4%
65 - 74	39	7.3%	57	7.8%	60	6.8%
75 - 84	18	3.4%	29	4.0%	39	4.4%
85+	5	0.9%	8	1.1%	12	1.4%

Race and Ethnicity	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
White Alone	357	67.0%	450	61.7%	525	59.2%
Black Alone	149	28.0%	231	31.7%	297	33.5%
American Indian Alone	2	0.4%	3	0.4%	3	0.3%
Asian Alone	10	1.9%	18	2.5%	25	2.8%
Pacific Islander Alone	1	0.2%	1	0.1%	2	0.2%
Some Other Race Alone	4	0.8%	8	1.1%	11	1.2%
Two or More Races	10	1.9%	18	2.5%	24	2.7%
Hispanic Origin (Any Race)	12	2.3%	24	3.3%	32	3.6%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

lightfoot crossing

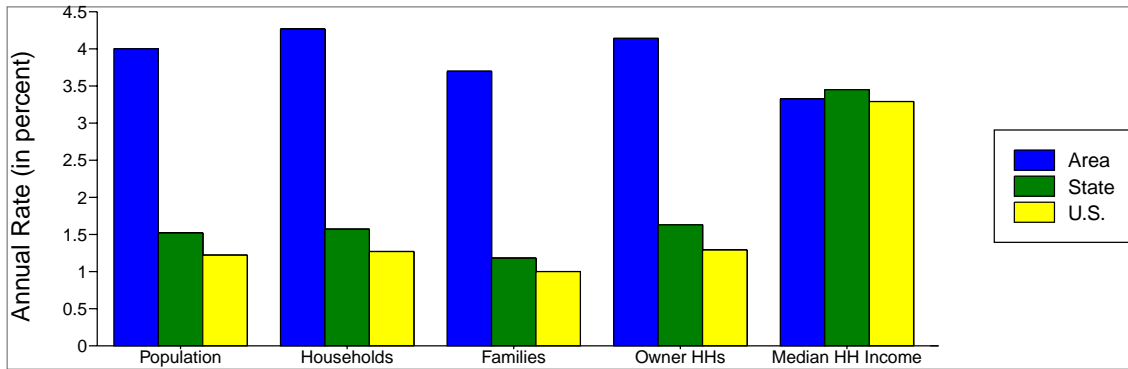
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Longitude: -76.750083

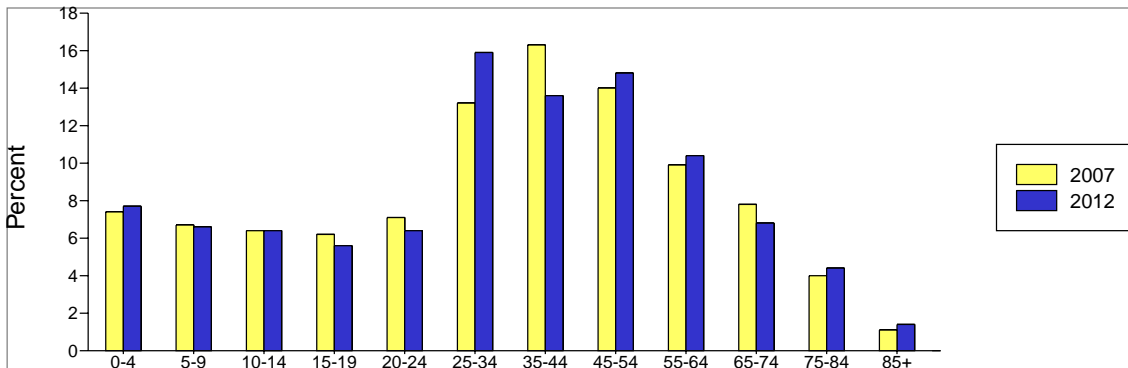
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Radius: 1.0 mile

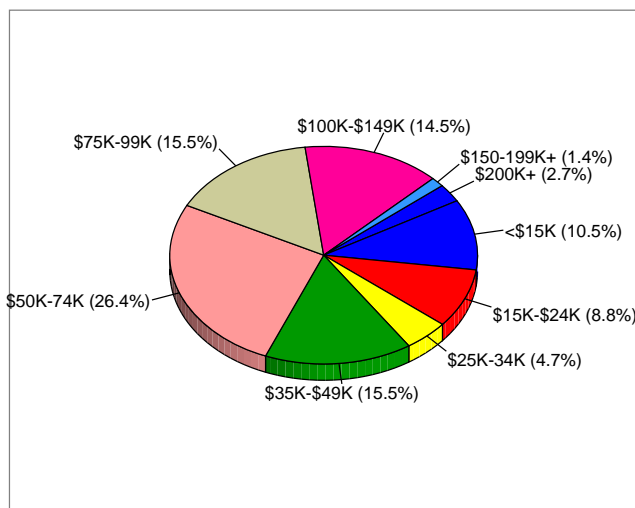
Trends 2007-2012



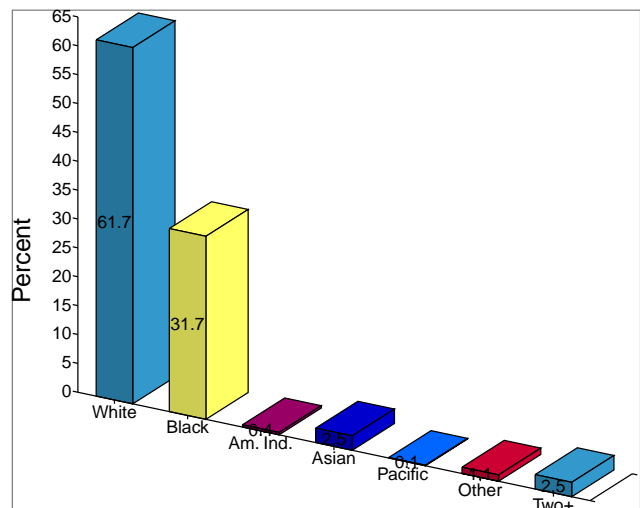
Population by Age



2007 Household Income



2007 Population by Race



2007 Percent Hispanic Origin: 3.3%

# Demographic and Income Profile

Prepared by

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Site Type: Radius

Radius: 3.0 mile

Summary	2000	2007	2012
Population	12,159	16,113	19,356
Households	4,832	6,534	7,918
Families	3,524	4,631	5,490
Average Household Size	2.50	2.46	2.44
Owner Occupied HUs	3,557	4,890	5,924
Renter Occupied HUs	1,275	1,645	1,995
Median Age	37.6	40.2	40.9

Trends: 2007-2012 Annual Rate	Area	State	National
Population	3.74%	1.52%	1.22%
Households	3.92%	1.57%	1.27%
Families	3.46%	1.18%	1.00%
Owner HHs	3.91%	1.63%	1.29%
Median Household Income	3.27%	3.45%	3.29%

Households by Income	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	547	11.4%	556	8.5%	568	7.2%
\$15,000 - \$24,999	509	10.7%	594	9.1%	540	6.8%
\$25,000 - \$34,999	518	10.8%	430	6.6%	489	6.2%
\$35,000 - \$49,999	875	18.3%	874	13.4%	816	10.3%
\$50,000 - \$74,999	1,096	22.9%	1,514	23.2%	1,662	21.0%
\$75,000 - \$99,999	735	15.4%	1,057	16.2%	1,224	15.5%
\$100,000 - \$149,999	363	7.6%	1,131	17.3%	1,828	23.1%
\$150,000 - \$199,000	87	1.8%	216	3.3%	465	5.9%
\$200,000+	49	1.0%	163	2.5%	325	4.1%
Median Household Income	\$48,987		\$61,887		\$72,694	
Average Household Income	\$57,008		\$73,473		\$87,670	
Per Capita Income	\$22,567		\$29,750		\$35,770	

Population by Age	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	786	6.5%	1,007	6.2%	1,247	6.4%
5 - 9	845	6.9%	981	6.1%	1,107	5.7%
10 - 14	915	7.5%	1,057	6.6%	1,233	6.4%
15 - 19	768	6.3%	1,113	6.9%	1,197	6.2%
20 - 24	627	5.2%	929	5.8%	1,234	6.4%
25 - 34	1,611	13.2%	1,851	11.5%	2,299	11.9%
35 - 44	2,031	16.7%	2,361	14.7%	2,454	12.7%
45 - 54	1,810	14.9%	2,593	16.1%	3,183	16.4%
55 - 64	1,298	10.7%	1,969	12.2%	2,615	13.5%
65 - 74	957	7.9%	1,306	8.1%	1,591	8.2%
75 - 84	416	3.4%	772	4.8%	928	4.8%
85+	95	0.8%	175	1.1%	267	1.4%

Race and Ethnicity	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
White Alone	9,327	76.7%	11,748	72.9%	13,723	70.9%
Black Alone	2,268	18.7%	3,395	21.1%	4,316	22.3%
American Indian Alone	57	0.5%	83	0.5%	106	0.5%
Asian Alone	204	1.7%	356	2.2%	488	2.5%
Pacific Islander Alone	14	0.1%	21	0.1%	28	0.1%
Some Other Race Alone	87	0.7%	151	0.9%	206	1.1%
Two or More Races	203	1.7%	360	2.2%	490	2.5%
Hispanic Origin (Any Race)	261	2.1%	491	3.0%	688	3.6%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

# Demographic and Income Profile

Prepared by

lightfoot crossing

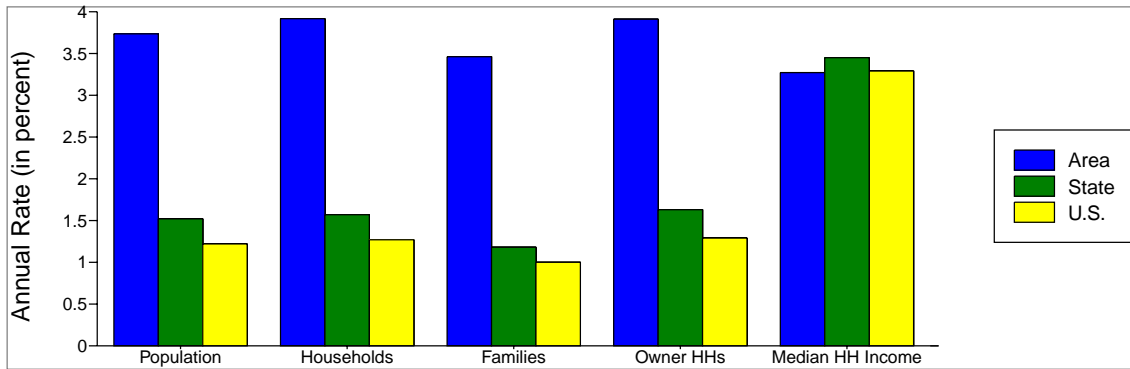
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Longitude: -76.750083

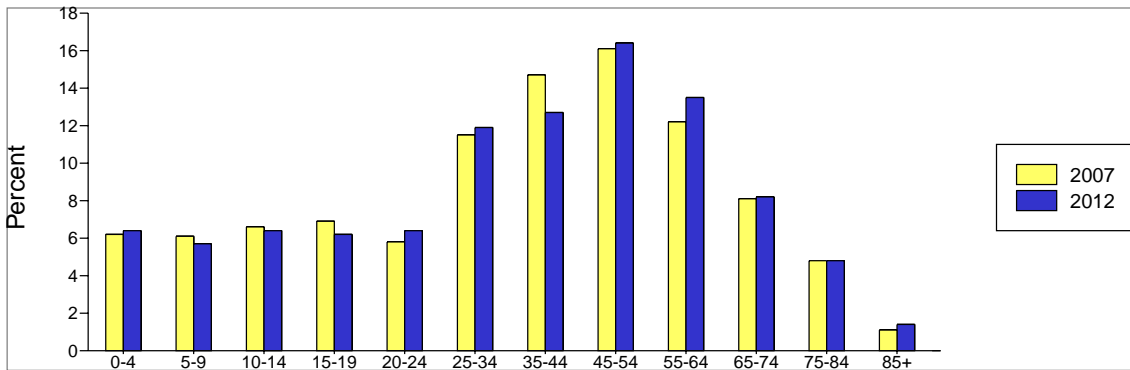
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Radius: 3.0 mile

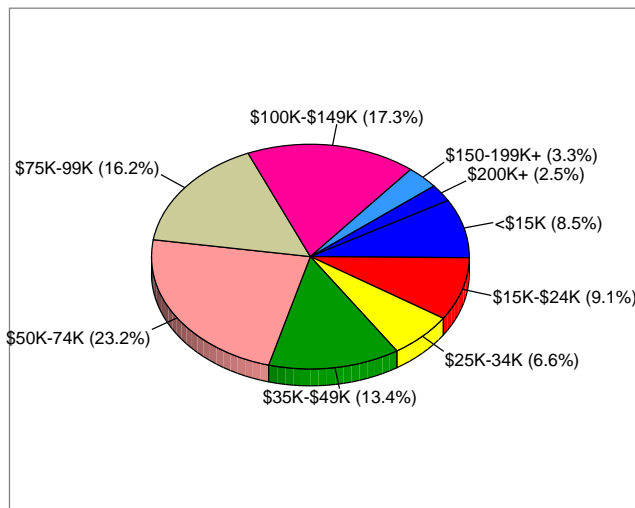
Trends 2007-2012



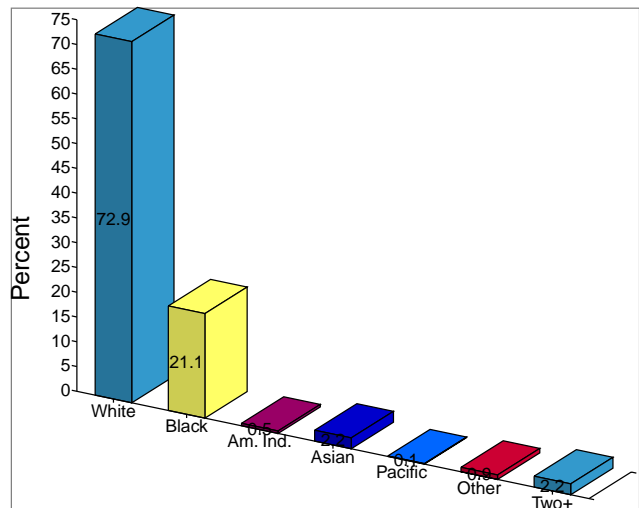
Population by Age



2007 Household Income



2007 Population by Race



2007 Percent Hispanic Origin: 3.0%

# Demographic and Income Profile

Prepared by

lightfoot crossing

Latitude: 37.342009

Longitude: -76.750083

Site Type: Radius

Radius: 5.0 mile

Summary	2000	2007	2012
Population	25,855	34,617	41,836
Households	10,031	13,970	17,169
Families	7,141	9,676	11,640
Average Household Size	2.43	2.38	2.35
Owner Occupied HUs	7,139	10,064	12,371
Renter Occupied HUs	2,892	3,906	4,798
Median Age	38.4	42.6	44.6

Trends: 2007-2012 Annual Rate	Area	State	National
Population	3.86%	1.52%	1.22%
Households	4.21%	1.57%	1.27%
Families	3.77%	1.18%	1.00%
Owner HHs	4.21%	1.63%	1.29%
Median Household Income	3.24%	3.45%	3.29%

Households by Income	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
< \$15,000	1,220	12.2%	1,213	8.7%	1,228	7.2%
\$15,000 - \$24,999	1,027	10.3%	1,151	8.2%	1,086	6.3%
\$25,000 - \$34,999	1,061	10.6%	1,056	7.6%	1,108	6.5%
\$35,000 - \$49,999	1,823	18.2%	1,938	13.9%	1,914	11.1%
\$50,000 - \$74,999	2,219	22.2%	3,087	22.1%	3,486	20.3%
\$75,000 - \$99,999	1,359	13.6%	2,088	14.9%	2,576	15.0%
\$100,000 - \$149,999	902	9.0%	2,332	16.7%	3,613	21.0%
\$150,000 - \$199,000	229	2.3%	591	4.2%	1,173	6.8%
\$200,000+	155	1.6%	512	3.7%	986	5.7%
Median Household Income	\$48,802		\$61,987		\$72,709	
Average Household Income	\$58,986		\$77,119		\$92,391	
Per Capita Income	\$22,920		\$31,579		\$38,325	

Population by Age	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	1,450	5.6%	1,889	5.5%	2,270	5.4%
5 - 9	1,590	6.1%	1,825	5.3%	2,124	5.1%
10 - 14	1,730	6.7%	2,000	5.8%	2,337	5.6%
15 - 19	1,862	7.2%	2,396	6.9%	2,660	6.4%
20 - 24	1,870	7.2%	2,321	6.7%	2,776	6.6%
25 - 34	3,035	11.7%	3,478	10.0%	4,211	10.1%
35 - 44	4,064	15.7%	4,586	13.2%	4,760	11.4%
45 - 54	3,594	13.9%	5,257	15.2%	6,637	15.9%
55 - 64	2,805	10.8%	4,581	13.2%	5,875	14.0%
65 - 74	2,307	8.9%	3,473	10.0%	4,558	10.9%
75 - 84	1,141	4.4%	2,113	6.1%	2,713	6.5%
85+	407	1.6%	699	2.0%	916	2.2%

Race and Ethnicity	2000		2007		2012	
	Number	Percent	Number	Percent	Number	Percent
White Alone	20,020	77.4%	25,812	74.6%	30,520	73.0%
Black Alone	4,724	18.3%	6,925	20.0%	8,772	21.0%
American Indian Alone	87	0.3%	127	0.4%	161	0.4%
Asian Alone	464	1.8%	778	2.2%	1,052	2.5%
Pacific Islander Alone	24	0.1%	36	0.1%	48	0.1%
Some Other Race Alone	153	0.6%	265	0.8%	362	0.9%
Two or More Races	382	1.5%	673	1.9%	920	2.2%
Hispanic Origin (Any Race)	490	1.9%	922	2.7%	1,293	3.1%

Data Note: Income is expressed in current dollars.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2007 and 2012.

# Demographic and Income Profile

Prepared by

lightfoot crossing

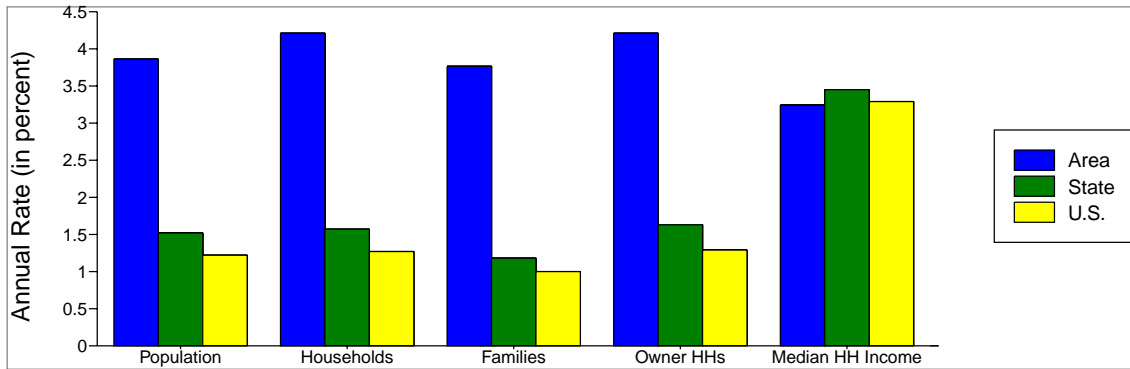
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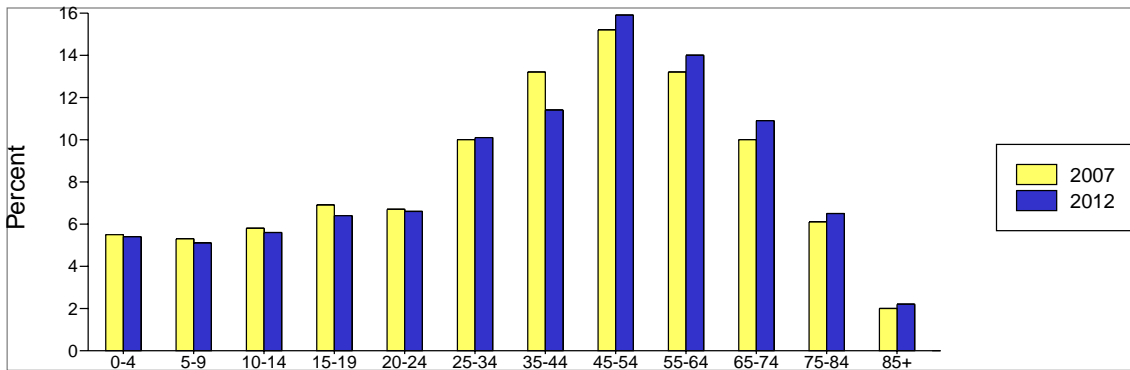
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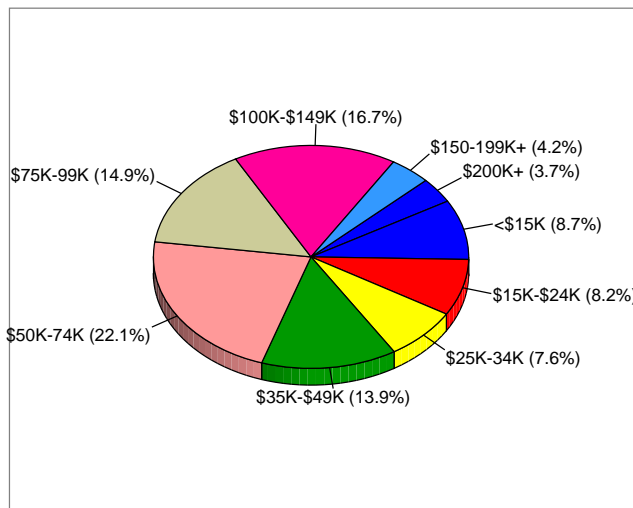
Trends 2007-2012



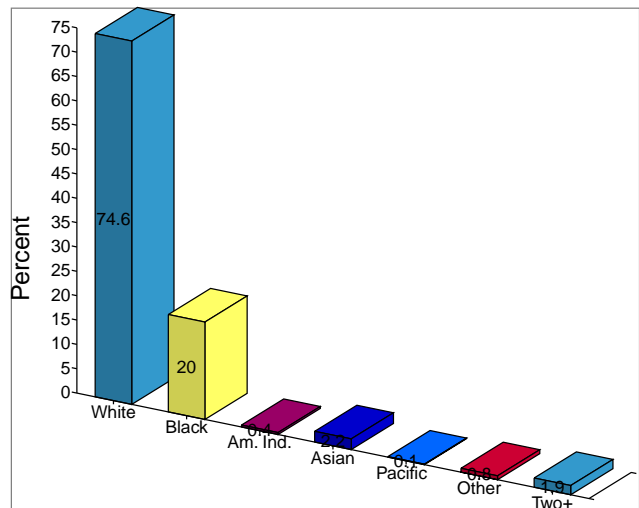
Population by Age



2007 Household Income



2007 Population by Race



2007 Percent Hispanic Origin: 2.7%