m.flats & TEN.M

DOWNTOWN COLUMBIA, MD

Owned/Developed By:

Howard Hughes

KETTLER

Leased By:

H&R RETAIL

A MEMBER OF CHAIN LINKS RETAIL ADVISORS

PROJECT FACTS

RETAIL SPACE

THE METROPOLITAN DOWNTOWN COLUMBIA

DELIVERY: OPEN
RETAIL SF: 11,991
RESIDENTIAL UNITS: 380
PARKING: 129 RETAIL

m.flats Downtown Columbia

DELIVERY: 4TH QUARTER 2017
RETAIL SF: 13,601
RESIDENTIAL UNITS: 267
PARKING: 178 RETAIL

TEN.M

DELIVERY: DELIVERED
RETAIL SF: 15,021
RESIDENTIAL UNITS: 170
PARKING: 125 RETAIL

43K TOTAL SQUARE FEET

817 TOTAL RESIDENTIAL UNITS

432 DEDICATED RETAIL PARKING SPACES

POPULATION

181,971
people
5 MILE

DAYTIME POPULATION

185,919
people
5 MILE

AVERAGE HH INCOME

$142,573
5 MILE

MARKET FACTS

50

Columbia, Md., turned 50 in 2017, and it's never looked better. One of the most successful planned communities in the country, Columbia is a magnet in the Baltimore–Washington corridor, attracting families in search of good schools and businesses hungry for educated employees.

#1

In 2016, Columbia ranked #1 in the country on Money's list.

- Columbia public schools spend $17,082 per student.
- The average school expenditure in the U.S. is $12,383.
- There are about 13.8 students per teacher in Columbia.

Merriweather Post Pavilion, located in Symphony Woods in Downtown Columbia, offers outdoor concerts performed throughout the summer. Jimi Hendrix, Janis Joplin and the Grateful Dead played here and Merriweather Post Pavilion is one of the world's most beautiful and storied amphitheatres.

The centerpiece of the community is The Mall in Columbia which sits across from The Metropolitan, m.flats, and TEN.M buildings.

Over the past three decades, the population of Columbia has grown more than ten-fold.

MARKET AERIAL

LONG GATE S/C
BARNES & NOBLE
SAFEWAY
KOHL'S
STAPLES
TARGET

DORSEY'S SEARCH VILLAGE CENTER
Giant

CLARKSVILLE PIKE

OLD ANNAPOLIS RD

25,245 AAWDT

103

100

93,140 AAWDT

13,925 AAWDT

MONTGOMERY RD

108

HARPER'S CHOICE VILLAGE CENTER
SAFEWAY

WILDE LAKE VILLAGE GREEN CENTER
CVS pharmacy

MALL IN COLUMBIA
NORDSTROM
macy's
AMC THEATRES
sears
JCPenney
AMERICAN EAGLE OUTFITTERS
FOREVER 21
LOFT
VICTORIA'S SECRET
H&M
PF CHANG'S
The Cheesecake Factory
WILLIAMS-SONOMA

COLUMBIA PALACE PLAZA
Giant

CLARKSVILLE PIKE

ROUSE PKWY

29

LITTLE RIVER PKWY

WHOLE FOODS MARKET

THE SHOPPES AT SHIPLEYS GRANT

LYNWOOD SQUARE S/C
Giant

WATERLOO RD

93,140 AAWDT

m.flats Downtown Columbia
TEN.M
THE METROPOLITAN DOWNTOWN COLUMBIA
Bon Chon Chicken
KUNG FU TEA
BUBBLES
COLD STONE CREAMERY
MOD
CaliBurger
EUROPEAN WAX CENTER

ONE MERRIWEATHER

TWO MERRIWEATHER

MERRIWEATHER DISTRICT

82,583 AAWDT

OAKLAND MILLS
weis

DOBBIN STATION
petco
Party City

COLUMBIA CROSSING II
Toys"R"Us
Babies"R"Us
REI

CEDAR LN

COLUMBIA PIKE

BROKEN LAND PKWY

DOBBIN CENTER
Walmart
HAVERTYS

175

33,374 AAWDT

COLUMBIA CROSSING
Pier 1 Imports
JOANN
OLD NAVY
T.J.maxx
BOB'S
FURNITURE
NORDSTROM rack
DICK'S SPORTING GOODS
BIG LOTS
TARGET

103

HICKORY RIDGE VILLAGE
Giant

DOBBIN ROAD COMMERCE CENTER
ROSS
DRESS FOR LESS

OWEN BROWN VILLAGE CENTER
Giant

weis

75,072 AAWDT

GUILFORD RD

Wegmans

MCGAW PLAZA

GATEWAY OVERLOOK
ALDI
BEST BUY
Lowe's
GOLF GALAXY
TRADER JOE'S
COSTCO WHOLESALE

32

Brunswick Zone

104,760 AAWDT

SNOWDEN PKWY

43,705 AAWDT

SNOWDEN SQUARE
BJ's
PETSMART
REGAL CINEMAS
DSW
Michaels
HOBBY LOBBY
STAPLES
HomeGoods
The Home Depot
BED BATH & BEYOND
Marshalls

95

PINDELL SCHOOL RD

SANNER RD

KINGS CONTRIVANCE
Harris Teeter
Your Neighborhood Food Market
CVS pharmacy

LIFETIME FITNESS

29

175

100

H&R RETAIL
A MEMBER FIRM OF CHAIN LINKS RETAIL ADVISORS

bing

MARKET AERIAL

GOVENOR WARFIELD PKWY

TEN.M
DOWNTOWN COLUMBIA

m.flats
Downtown Columbia

THE METROPOLITAN
DOWNTOWN COLUMBIA

31,332 AAWDT

BROKENLAND PKWY

CORPORATE ROW
(1 Million SF Existing Office)

amc THEATRES
NORDSTROM
macy's
MALL IN COLUMBIA
sears
JCPenney

19,720 AAWDT

WHOLE FOODS MARKET

Kittamaqundi Lake

29

82,583 AAWDT

LITTLE PATUXENT PKWY

ONE MERRIWEATHER
(330,000 SF)
Med Star Health headquarters

TWO MERRIWEATHER
(150,000 SF) Pearsons View

Merriweather-
Symphony Woods

SOUTH ENTRANCE RD

HICKORY RIDGE RD

MERRIWEATHER DISTRICT
2.5 million total square feet
in planning and development.
Phase 1 delivery in 2019

33,570 AAWDT

H&R RETAIL
A MEMBER OF CHAIN-INKS RETAIL ADVISORS

CLOSE IN AERIAL

TWIN RIVERS RD

GOVENOR WARFIELD PKWY

31,332 AAWDT

BROKENLAND PKWY

LITTLE PATUXENT PKWY

19,720 AAWDT

Kittamaqundi Lake

TEN.M
DOWNTOWN COLUMBIA

m.flats
Downtown Columbia

THE METROPOLITAN
DOWNTOWN COLUMBIA

CORPORATE ROW
(1M SF)

MALL IN COLUMBIA

AMC THEATRES
The Cheesecake Factory
NORDSTROM
macy's
PF CHANG'S
J.JILL
WILLIAMS-SONOMA
LOFT
FOREVER 21
AMERICAN EAGLE OUTFITTERS
Bath & Body Works
VICTORIA'S SECRET
H&M
JCPenney
UNCLE JULIO'S
UNDER CONSTRUCTION
BARNES & NOBLE
UNDER CONSTRUCTION
sears
MAIN EVENT
UNDER CONSTRUCTION
EXXON
Sheraton
HOTELS & RESORTS
Petit Louis
SUSHI SONO
HAMILTON
Clyde's
UNITED STATES POST OFFICE
WHOLE FOODS MARKET
KUNG FU TEA
BUBBLES
Bon Cha
COLD STONE
CREAMERY
corner bakery cafe
CaliBurger
MOD
EUROPEAN WAX CENTER
Union Jacks
MedStar Health

H&R RETAIL
A MEMBER OF CHAIN LINKS RETAIL ADVISORS

RENDERINGS

THE METROPOLITAN DOWNTOWN COLUMBIA
m.flats Downtown Columbia
TEN.M
EUROPEAN WAX CENTER
FLOYD'S
MOD
Cold Stone
BUBBLES
KUNG FU TEA

PHOTOS RESIDENTIAL RETAIL

267 RESIDENTIAL UNITS

13,601 SF RETAIL

C2

m.flats

Downtown Columbia

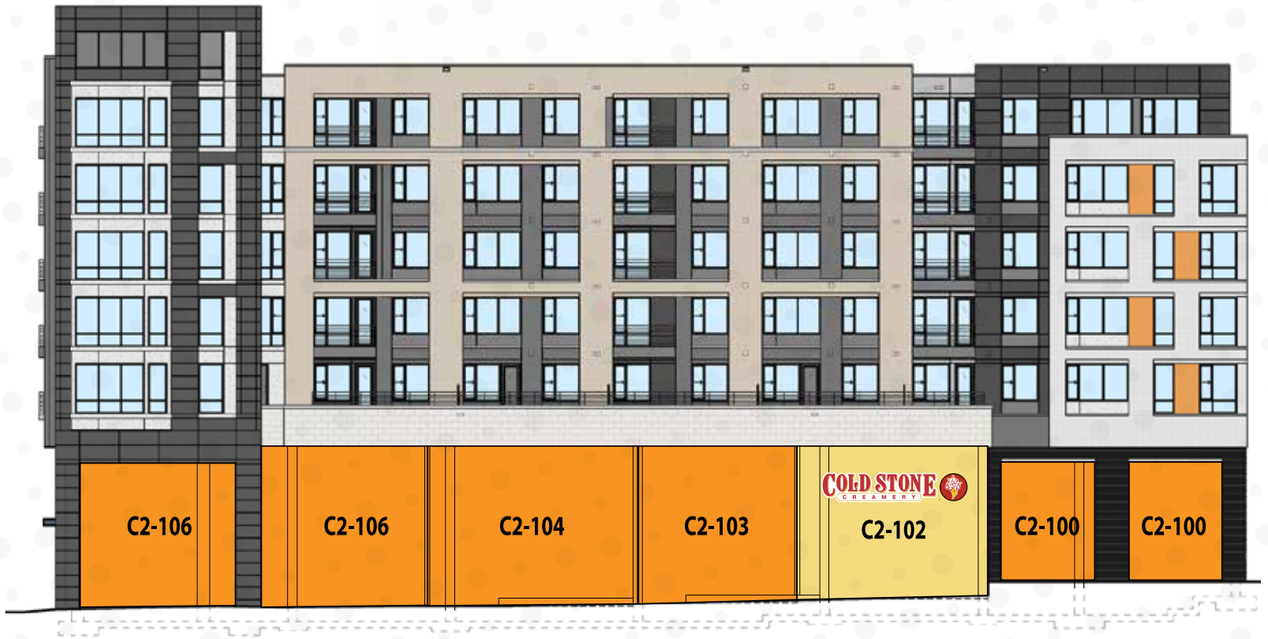
m.flats
Downtown Columbia

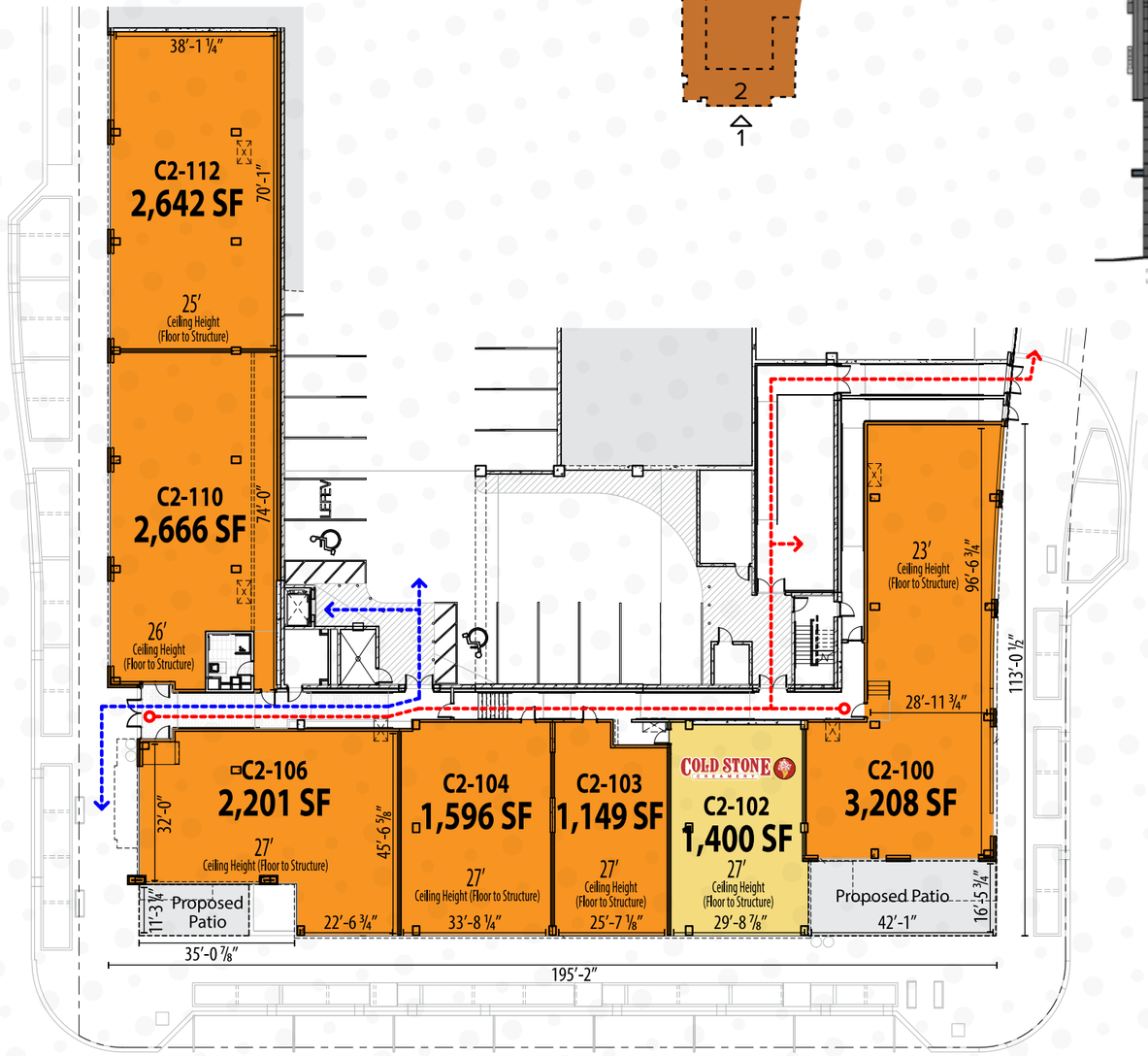
RETAIL STOREFRONTS AVAILABLE

SITE PLAN

AVAILABLE LEASED LOADING ROUTE CUSTOMER ROUTE

m.flats
Downtown Columbia

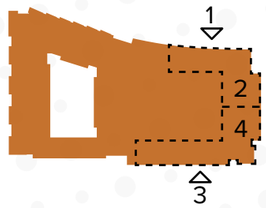




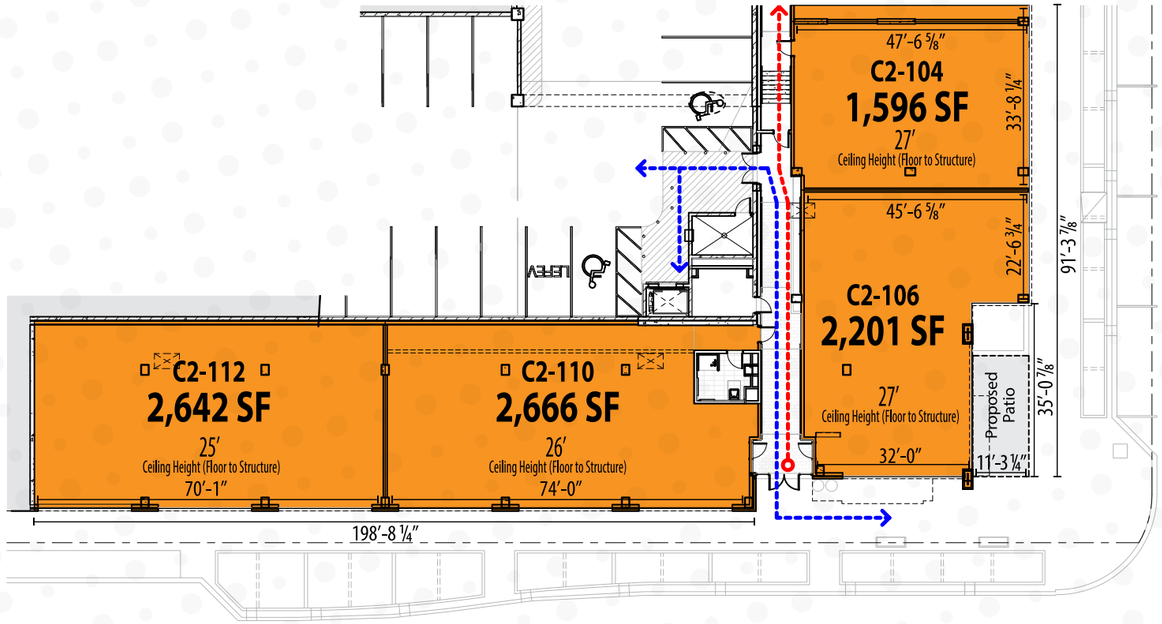
C2. m.flats

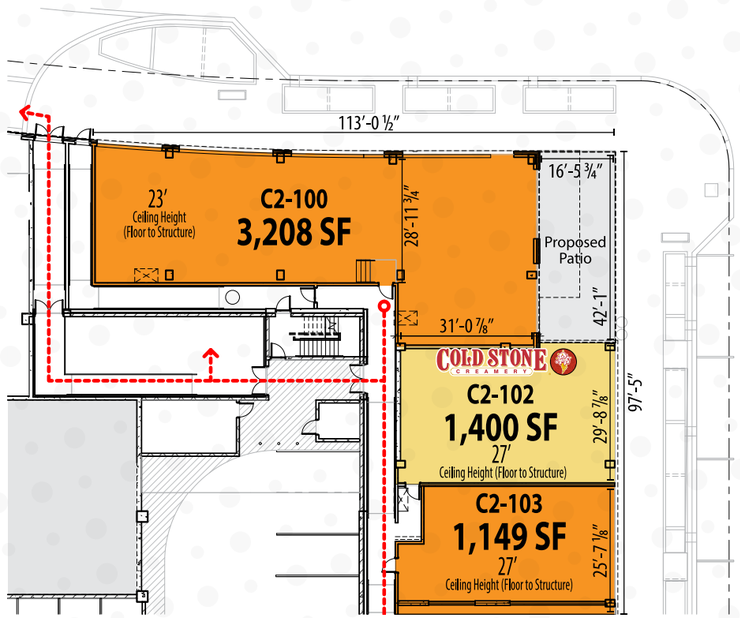
SITE PLAN

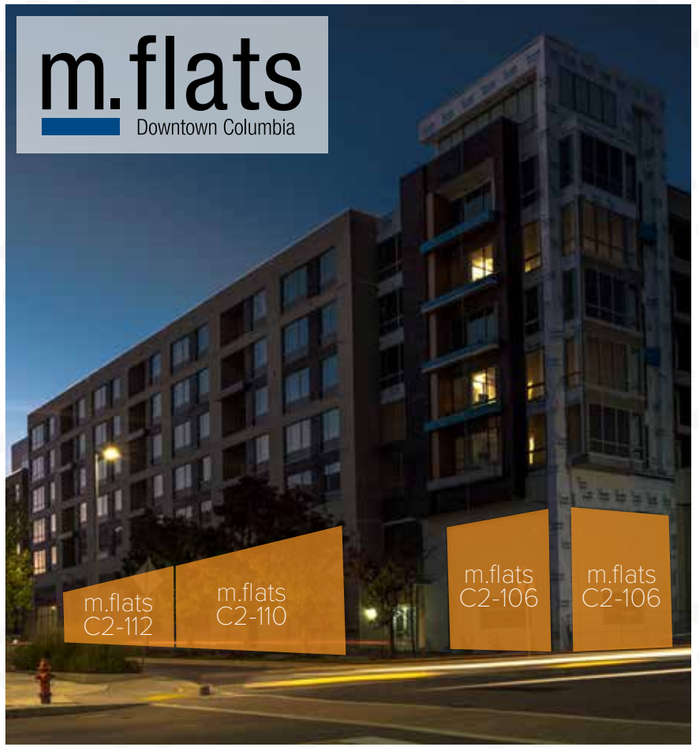
AVAILABLE LEASED LOADING ROUTE CUSTOMER ROUTE



m.flats
Downtown Columbia



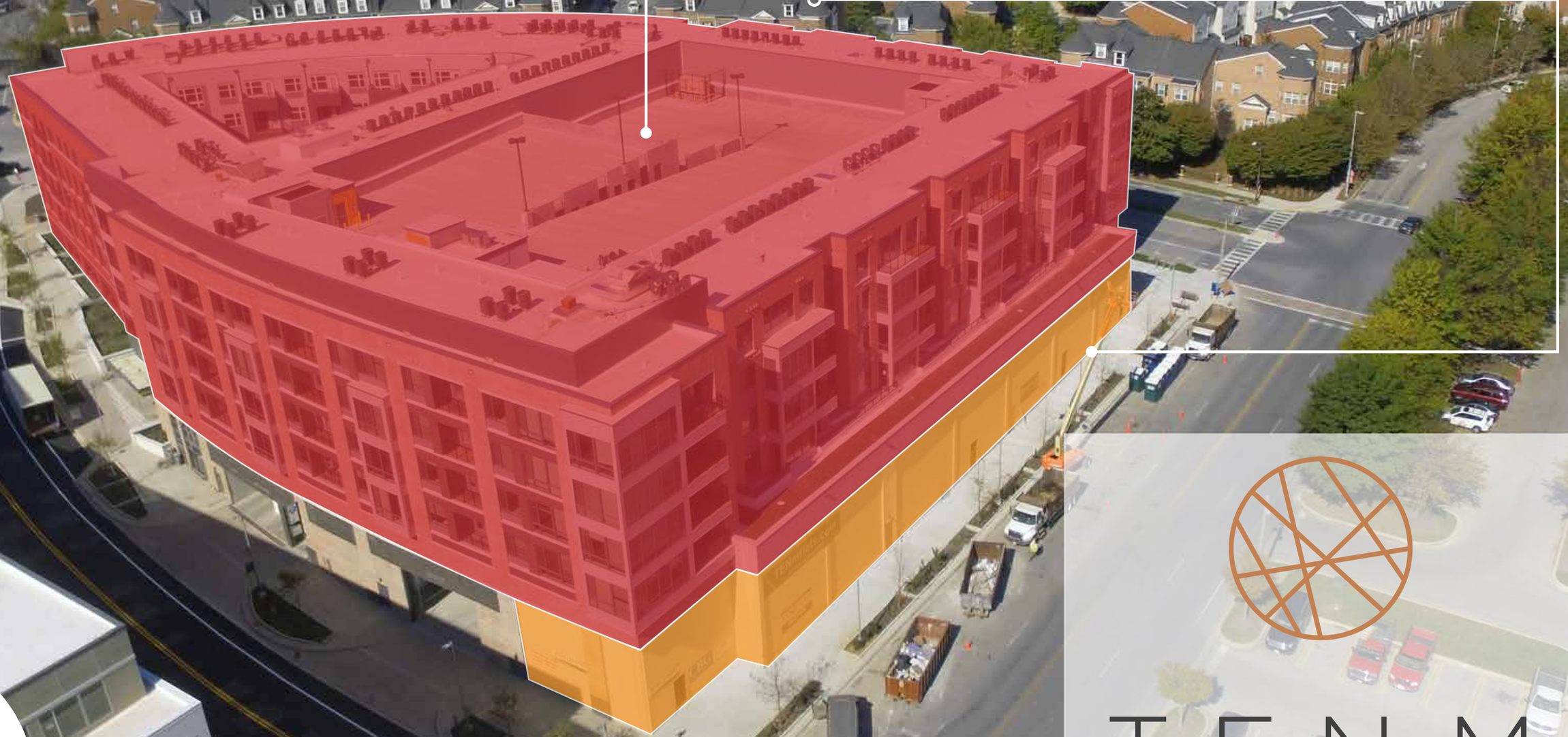




C2. m.flats

170 RESIDENTIAL UNITS

15,201 SF RETAIL



TEN.M

C1

TEN.M

RETAIL STOREFRONTS AVAILABLE

TEN.M
C1-121

TEN.M
C1-115

TEN.M
C1-109

C1

PHOTOS AVAILABLE SPACE

RETAIL STOREFRONTS AVAILABLE

T E N.M

TEN.M
C1-115

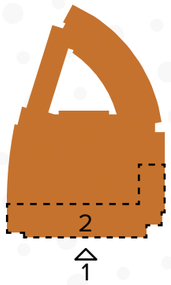
TEN.M
C1-109

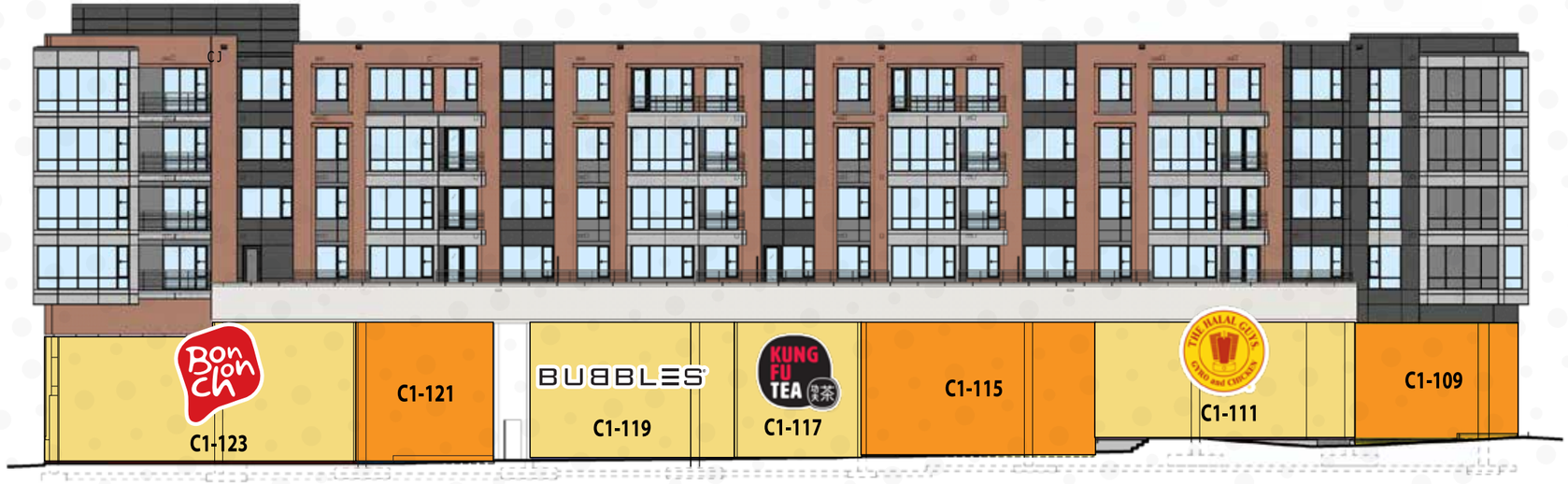
C1

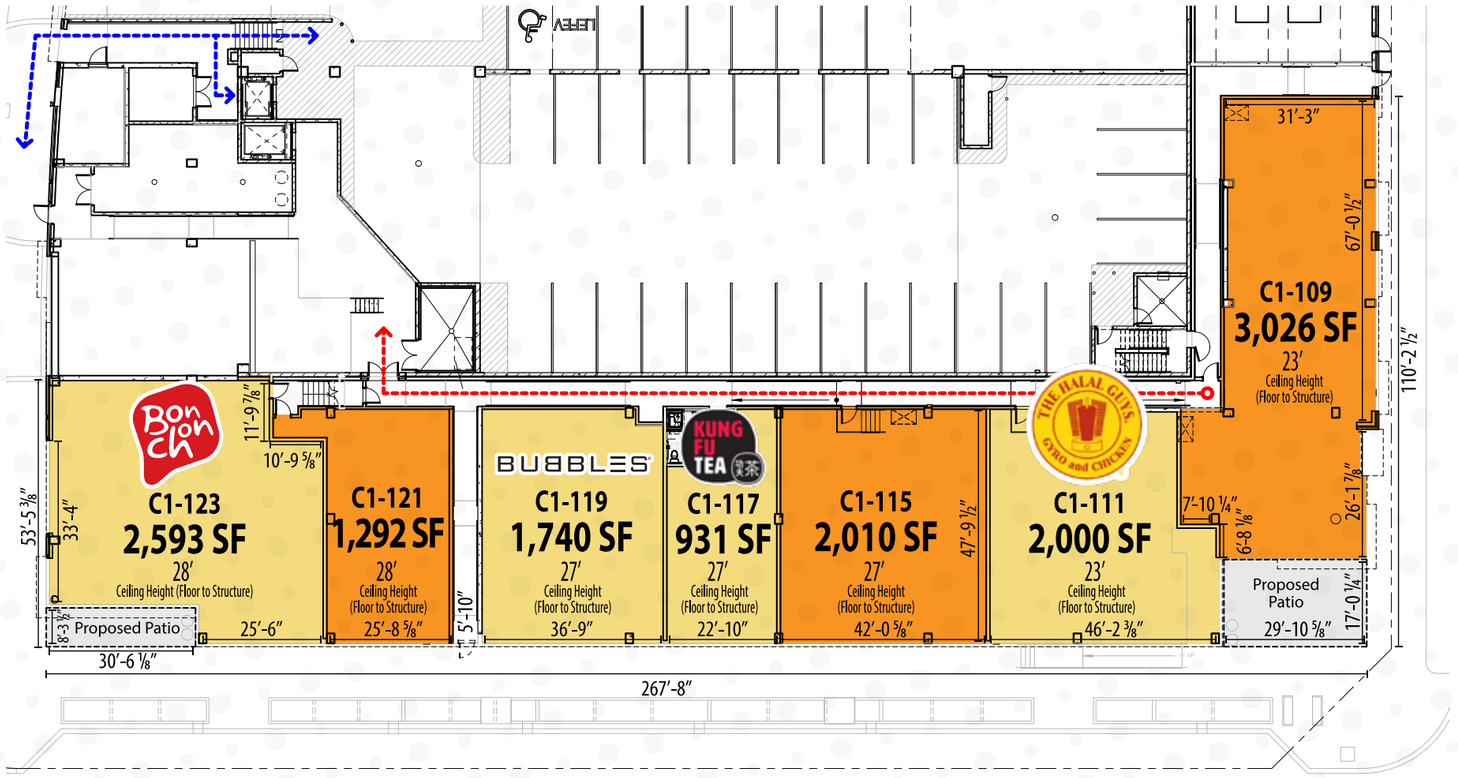
SITE PLAN

AVAILABLE LEASED LOADING ROUTE CUSTOMER ROUTE

TEN.M





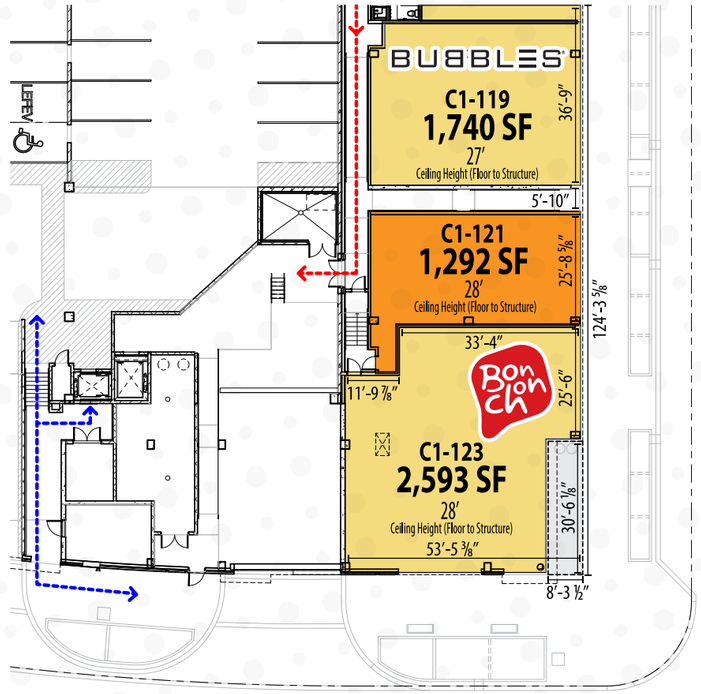


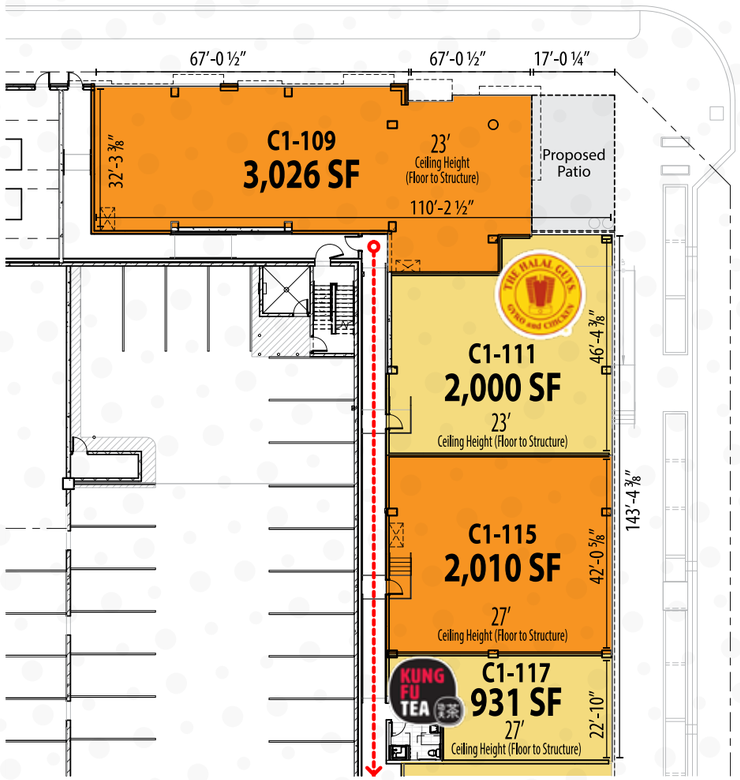
C1. Ten.M

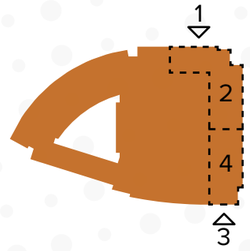
SITE PLAN

AVAILABLE LEASED LOADING ROUTE CUSTOMER ROUTE

TEN.M







C1. Ten.M

DEMOGRAPHIC SUMMARY

2017 Estimates with 2022 Projections
Lat/Lon: 39.21532/-76.86579

	1 MILES	3 MILE S	5 MILES
POPULATION SUMMARY			
2000 Total Population	11,866	78,702	151,070
2010 Total Population	13,817	82,212	165,597
2017 Total Population	**14,798**	**87,308**	**181,971**
2017 Group Quarters	29	369	451
2022 Total Population	15,683	91,837	194,427
2016-2021 Annual Rate	1.17%	1.02%	1.33%
2017 Total Daytime Population	**27,127**	**89,036**	**185,919**
Workers	20,299	48,741	103,086
Residents	6,828	40,295	82,833
2017 POPULATION BY AGE			
Population Age 0 - 4	5.5%	5.6%	5.5%
Population Age 5 - 9	5.5%	6.2%	6.4%
Population Age 10 - 14	5.5%	6.5%	7.1%
Population Age 15 - 24	10.5%	11.4%	12.0%
Population Age 25 - 34	16.1%	13.3%	12.7%
Population Age 35 - 44	14.9%	14.4%	13.5%
Population Age 45 - 54	12.4%	13.6%	15.1%
Population Age 55 - 64	12.1%	13.2%	13.9%
Population Age 65 - 74	9.7%	9.7%	8.8%
Population Age 75 - 84	5.2%	4.3%	3.6%
Population Age 85 +	2.6%	1.7%	1.4%
Population Age 18 +	80.4%	77.9%	76.9%
Median Age	**39.3**	**39.6**	**39.7**
2017 POPULATION BY SEX			
Male Population	6,949	42,054	88,352
Female Population	7,850	45,254	93,618
2017 POPULATION BY RACE/ETHNICITY			
White Alone	52.3%	56.3%	60.6%
Black Alone	30.3%	25.2%	19.1%
American Indian Alone	0.6%	0.4%	0.3%
Asian Alone	8.9%	10.5%	13.9%
Pacific Islander Alone	0.1%	0.0%	0.0%
Some Other Race Alone	3.1%	3.1%	2.1%
Two or More Races	4.6%	4.5%	4.0%
Hispanic Origin	8.8%	8.5%	6.3%
Diversity Index	68.6	67.0	62.7

	1 MILES	3 MILE S	5 MILES
2017 POPULATION 15+ BY MARITAL STATUS			
Total Population 15+	12,363	71,316	147,536
Never Married	30.6%	30.4%	29.2%
Married	49.0%	54.9%	57.7%
Widowed	7.5%	4.8%	4.3%
Separated or Divorced	12.9%	9.9%	8.8%
2017 POPULATION 25+ BY EDUCATIONAL ATTAINMENT			
Total	**10,811**	**61,372**	**125,679**
Less than 9th Grade	0.9%	2.2%	2.0%
9th - 12th Grade, No Diploma	1.8%	2.4%	2.2%
High School Graduate	8.0%	10.5%	10.5%
GED/Alternative Credential	0.8%	1.2%	1.2%
Some College, No Degree	14.0%	14.1%	13.4%
Associate Degree	6.4%	6.0%	5.5%
Bachelor's Degree	33.0%	31.9%	32.2%
Graduate/Professional Degree	35.1%	31.8%	33.0%
HOUSEHOLDS SUMMARY			
2000 Households	5,205	30,688	56,278
2000 Average Household Size	2.25	2.52	2.65
2010 Households	6,350	33,069	62,933
2010 Average Household Size	2.17	2.47	2.62
2017 Households	**6,784**	**34,864**	**68,383**
2017 Average Household Size	2.18	2.49	2.65
2022 Households	7,204	36,601	72,794
2022 Average Household Size	2.17	2.50	2.66
2016-2021 Annual Rate	1.21%	0.98%	1.26%
2010 Families	3,472	21,720	44,296
2010 Average Family Size	2.90	3.05	3.14
2017 Families	3,613	22,570	47,751
2016 Average Family Size	2.94	3.09	3.19
2022 Families	3,790	23,526	50,618
2022 Average Family Size	2.94	3.11	3.21
2016-2021 Annual Rate	0.96%	0.83%	1.17%
HOUSING UNIT SUMMARY			
2017 Housing Units	**7,123**	**36,215**	**70,797**
Owner Occupied Housing Units	45.3%	60.2%	68.2%
Renter Occupied Housing Units	49.9%	36.1%	28.4%
Vacant Housing Units	4.8%	3.7%	3.4%

	1 MILES	3 MILE S	5 MILES
2017 HOUSEHOLDS BY INCOME			
<$15,000	6.9%	5.0%	3.9%
$15,000 - $24,999	4.5%	3.9%	3.1%
$25,000 - $34,999	6.4%	4.9%	4.2%
$35,000 - $49,999	9.1%	7.4%	6.1%
$50,000 - $74,999	15.0%	14.1%	13.3%
$75,000 - $99,999	16.1%	14.6%	12.6%
$100,000 - $149,999	19.6%	22.1%	22.2%
$150,000 - $199,999	14.0%	14.1%	15.7%
$200,000+	8.5%	13.9%	18.9%
Average Household Income	**$105,405**	**$125,176**	**$142,573**
Median Household Income	$85,762	$100,162	$110,913
Per Capita Income	$48,419	$49,850	$53,581
2017 OWNER OCCUPIED HOUSING UNITS BY VALUE			
Total	3,230	21,806	48,275
<$50,000	0.6%	0.6%	1.2%
$50,000 - $99,999	1.0%	0.8%	0.9%
$100,000 - $149,999	4.0%	1.9%	1.2%
$150,000 - $199,999	10.7%	5.8%	3.7%
$200,000 - $249,999	8.3%	6.8%	5.8%
$250,000 - $299,999	17.3%	10.2%	7.8%
$300,000 - $399,999	29.3%	29.8%	24.6%
$400,000 - $499,999	16.7%	19.9%	18.6%
$500,000 - $749,999	11.3%	17.7%	25.3%
$750,000 - $999,999	0.7%	5.3%	8.5%
$1,000,000 +	0.2%	1.2%	2.3%
Average Home Value	**$347,384**	**$421,737**	**$475,170**
2017 EMPLOYED POPULATION 16+ BY INDUSTRY			
Total	8,075	47,745	100,783
Agriculture/Mining	0.1%	0.1%	0.2%
Construction	3.6%	4.5%	4.6%
Manufacturing	4.7%	3.8%	4.6%
Wholesale Trade	2.1%	2.0%	2.3%
Retail Trade	6.8%	7.6%	7.6%
Transportation/Utilities	2.8%	2.9%	3.0%
Information	1.9%	2.5%	2.3%
Finance/Insurance/Real Estate	5.3%	6.0%	6.7%
Services	60.8%	59.0%	57.3%
Public Administration	11.9%	11.6%	11.4%

	1 MILES	3 MILE S	5 MILES
2017 EMPLOYED POPULATION 16+ BY OCCUPATION			
White Collar	**79.1%**	**78.6%**	**81.1%**
Management/Business/Financial	19.5%	20.4%	22.3%
Professional	41.1%	40.2%	40.2%
Sales	10.1%	9.0%	9.4%
Administrative Support	8.4%	9.0%	9.1%
Services	12.1%	12.7%	10.7%
Blue Collar	**8.8%**	**8.7%**	**8.2%**
Farming/Forestry/Fishing	0.0%	0.1%	0.1%
Construction/Extraction	1.3%	2.2%	2.0%
Installation/Maintenance/Repair	3.2%	2.4%	2.1%
Production	0.9%	1.3%	1.5%
Transportation/Material Moving	3.3%	2.7%	2.4%
2017 CONSUMER SPENDING			
Apparel & Services: Total $	$19,358,135	$116,926,914	$261,328,158
Average Spent	$2,853.50	$3,353.80	$3,821.54
Education: Total $	$13,909,739	$87,125,420	$195,883,165
Average Spent	$2,050.37	$2,499.01	$2,864.50
Entertainment/Recreation: Total $	$26,934,119	$164,283,883	$366,521,502
Average Spent	$3,970.24	$4,712.14	$5,359.83
Food at Home: Total $	$42,813,903	$254,193,817	$560,126,155
Average Spent	$6,311.01	$7,291.01	$8,191.01
Food Away from Home: Total $	$29,475,124	$176,203,044	$392,636,542
Average Spent	$4,344.80	$5,054.01	$5,741.73
Health Care: Total $	$46,015,931	$281,496,935	$624,769,607
Average Spent	$6,783.01	$8,074.14	$9,136.33
HH Furnishings & Equipment: Total $	$16,747,850	$102,239,928	$229,285,204
Average Spent	$2,468.73	$2,932.54	$3,352.96
Personal Care Products & Services: Total $	$7,071,891	$42,808,596	$95,354,567
Average Spent	$1,042.44	$1,227.87	$1,394.42
Shelter: Total $	$148,943,438	$889,376,833	$1,958,568,640
Average Spent	$21,955.11	$25,509.89	$28,641.16
Support Payments/Cash Contributions/ Gifts in Kind: Total $	$20,133,177	$124,865,258	$280,396,000
Average Spent	$2,967.74	$3,581.50	$4,100.38
Travel: Total $	$18,896,728	$118,339,790	$266,409,230
Average Spent	$2,785.48	$3,394.33	$3,895.84
Vehicle Maintenance & Repairs: Total $	$8,996,873	$54,760,561	$121,633,905
Average Spent	$1,326.19	$1,570.69	$1,778.72

Information herein has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. Independent confirmation of its accuracy and completeness is your responsibility, H&R Retail, Inc. Source: (ArcGIS Business Analyst) http://www.arcgis.com

INFOGRAPHIC

5MILES 2017 Estimates with 2022 Projections

Lat/Lon: 39.21532/-76.86579

KEY FACTS

182,907
Population

39.6
Median Age

2.7
Average Household Size

$425,616
Median Home Value

EDUCATION

4%
No High School Diploma

12%
High School Graduate

19%
Some College

65%
Bachelor's/Grad/Prof Degree

ANNUAL HOUSEHOLD SPENDING

$3,815
Apparel & Services

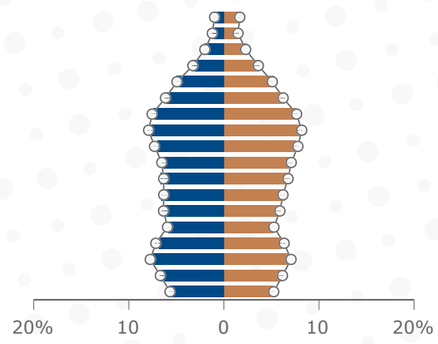
$8,176
Groceries

$309
Computers & Hardware

$9,117
Health Care

$5,732
Eating Out

Age Pyramid



The largest group:
2017 Females Age 50-54

The smallest group:
2017 Males Age 85+

Dots show comparison to Howard County

BUSINESS

7,074
Total Businesses

126,865
Total Employees

INCOME

$110,863
Median Household Income

$53,445
Per Capita Income

$347,438
Median Net Worth

POPULATION ANNUAL GROWTH

1.33
2010-2017 Growth Rate: Population

0.92
2000-2010 Growth Rate: Population

1.34
2017-2022 Growth/Yr: Population

Tapestry Segments

2D **Enterprising Professionals**
20,051 households
29% of Households

1B **Professional Pride**
9,850 households
14% of Households

1A **Top Tier**
9,148 households
13% of Households

EMPLOYMENT

White Collar 83%

Blue Collar 8%

Services 9%

3.7%
Unemployment Rate

Information herein has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. Independent confirmation of its accuracy and completeness is your responsibility, H&R Retail, Inc.
Source: (ArcGIS Business Analyst) http://www.arcgis.com

DEMOGRAPHIC PROFILE

2017 Estimates with 2022 Projections
Lat/Lon: 39.21532/-76.86579

ENTERPRISING PROFESSIONALS
29% of Households

ENTERPRISING PROFESSIONALS: WHO ARE WE?

Enterprising Professionals residents are well educated and climbing the ladder in STEM (science, technology, engineering, and mathematics) occupations. They change jobs often and therefore choose to live in condos, town homes, or apartments; many still rent their homes. The market is fast-growing, located in lower density neighborhoods of large metro areas. Enterprising Professionals residents are diverse, with Asians making up over one-fi fth of the population. This young market makes over one and a half times more income than the US median, supplementing their income with high-risk investments. At home, they enjoy the Internet and TV on high-speed connections with premier channels and services.

ENTERPRISING PROFESSIONALS: OUR NEIGHBORHOOD

- Almost half of households are married couples, and 30% are single person households.
- Housing is a mixture of suburban single-family homes, row homes, and larger multiunit structures.
- Close to three quarters of the homes were built after 1980; 22% are newer, built after 2000.
- Renters make up nearly half of all households.

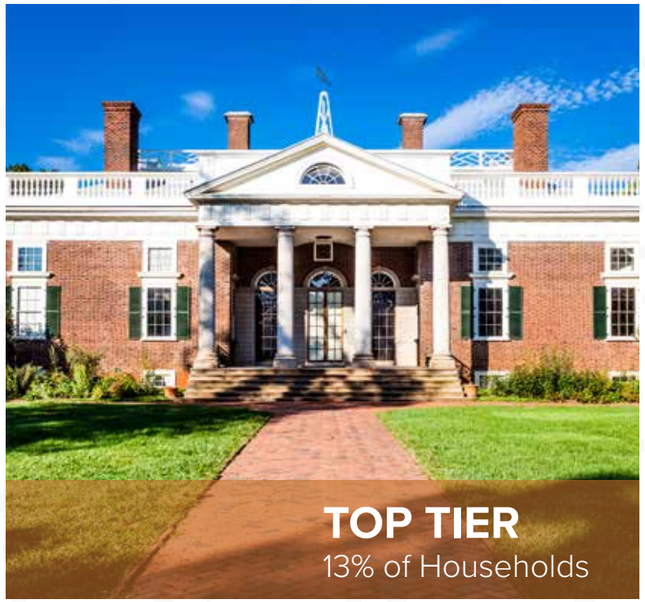
PROFESSIONAL PRIDE
14% of Households

PROFESSIONAL PRIDE: WHO ARE WE?

Professional Pride consumers are well-educated career professionals that have prospered through the Great Recession. To maintain their upscale suburban lifestyles, these goal oriented couples work, often commuting far and working long hours. However, their schedules are fine-tuned to meet the needs of their school age children. They are financially savvy; they invest wisely and benefit from interest and dividend income. So far, these established families have accumulated an average of 1.5 million dollars in net worth, and their annual household income runs at more than twice the US level. They take pride in their newer homes and spend valuable time and energy upgrading. Their homes are furnished with the latest in home trends, including fi nished basements equipped with home gyms and in-home theaters.

PROFESSIONAL PRIDE: OUR NEIGHBORHOOD

- Typically owner occupied (Index 173), single-family homes are in newer neighbor hoods: 59% of units were built in the last 20 years.
- Neighborhoods are primarily located in the suburban periphery of large metropolitan areas.
- Most households own two or three vehicles; long commutes are the norm.
- Homes are valued at more than twice the US median home value, although three out of four homeowners have mortgages to pay off.
- Families are mostly married couples (almost 80% of households), and more than half of these families have kids. Their average household size, 3.11, reflects the presence of children.



TOP TIER
13% of Households

TOP TIER: WHO ARE WE?

The residents of the wealthiest Tapestry market, Top Tier, earn more than three times the US household income. They have the purchasing power to indulge any choice, but what do their hearts' desire? Aside from the obvious expense for the upkeep of their lavish homes, consumers select upscale salons, spas, and fi tness centers for their personal well-being and shop at high-end retailers for their personal effects. Whether short or long, domestic or foreign, their frequent vacations spare no expense. Residents fill their weekends and evenings with opera, classical music concerts, charity dinners, and shopping. These highly educated professionals have reached their corporate career goals. With an accumulated average net worth of over 1.5 million dollars and income from a strong investment portfolio, many of these older residents have moved into consulting roles or operate their own businesses.

TOP TIER: OUR NEIGHBORHOOD

- Married couples without children or married couples with older children dominate this market.
- Housing units are owner occupied with the highest home values—and above average use of mortgages.
- Neighborhoods are older and located in the suburban periphery of the largest metropolitan areas, especially along the coasts.

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Drone Photos by Ethan Barlly.

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