

# KENTLANDS MARKET SQUARE

## GAITHERSBURG, MARYLAND





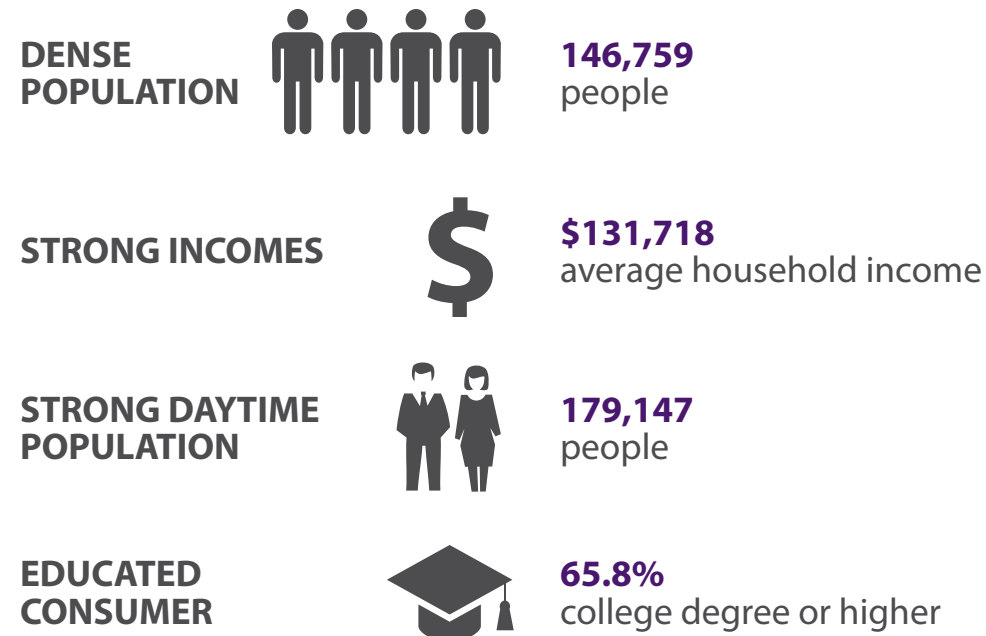
## Kentlands Market Square

H&R Retail and Kimco Realty are proud to present Kentlands Market Square, located in Montgomery County, MD. Kentlands Market Square is the premier retail and dining destination in the Gaithersburg market.

### Location:

- Whole Foods anchored shopping center conveniently located in the heart of the Kentlands trade area.
- Excellent daytime population with over 179,147 people in the primary trade area.
- 250,000 square foot restaurant and retail shopping center.
- Proven retail and restaurant sales in high volume retail trade area.

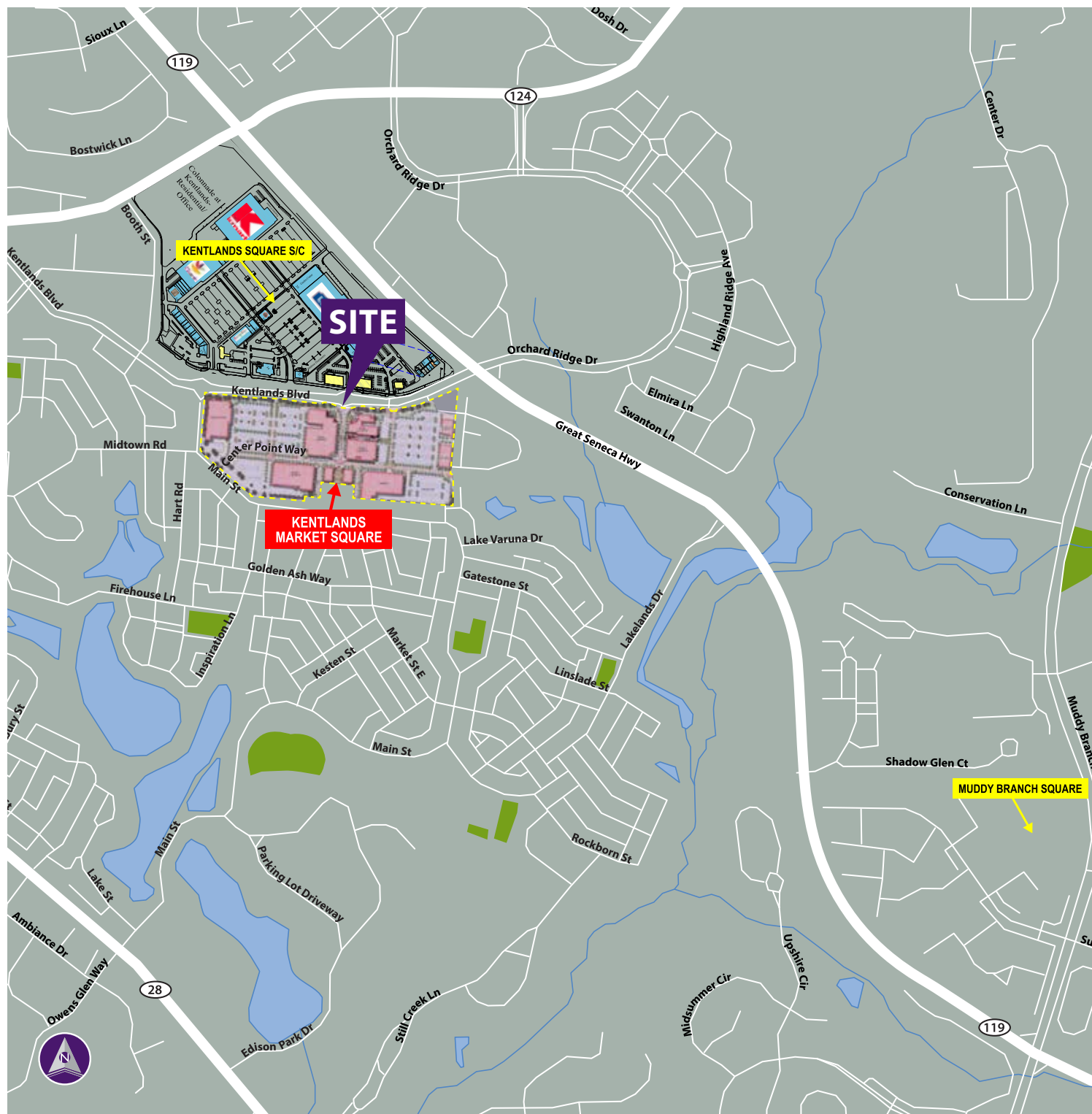
**The Market:** Excellent demographics within the trade area



**37.7 Million SF of Retail GLA in Gaithersburg, MD market**

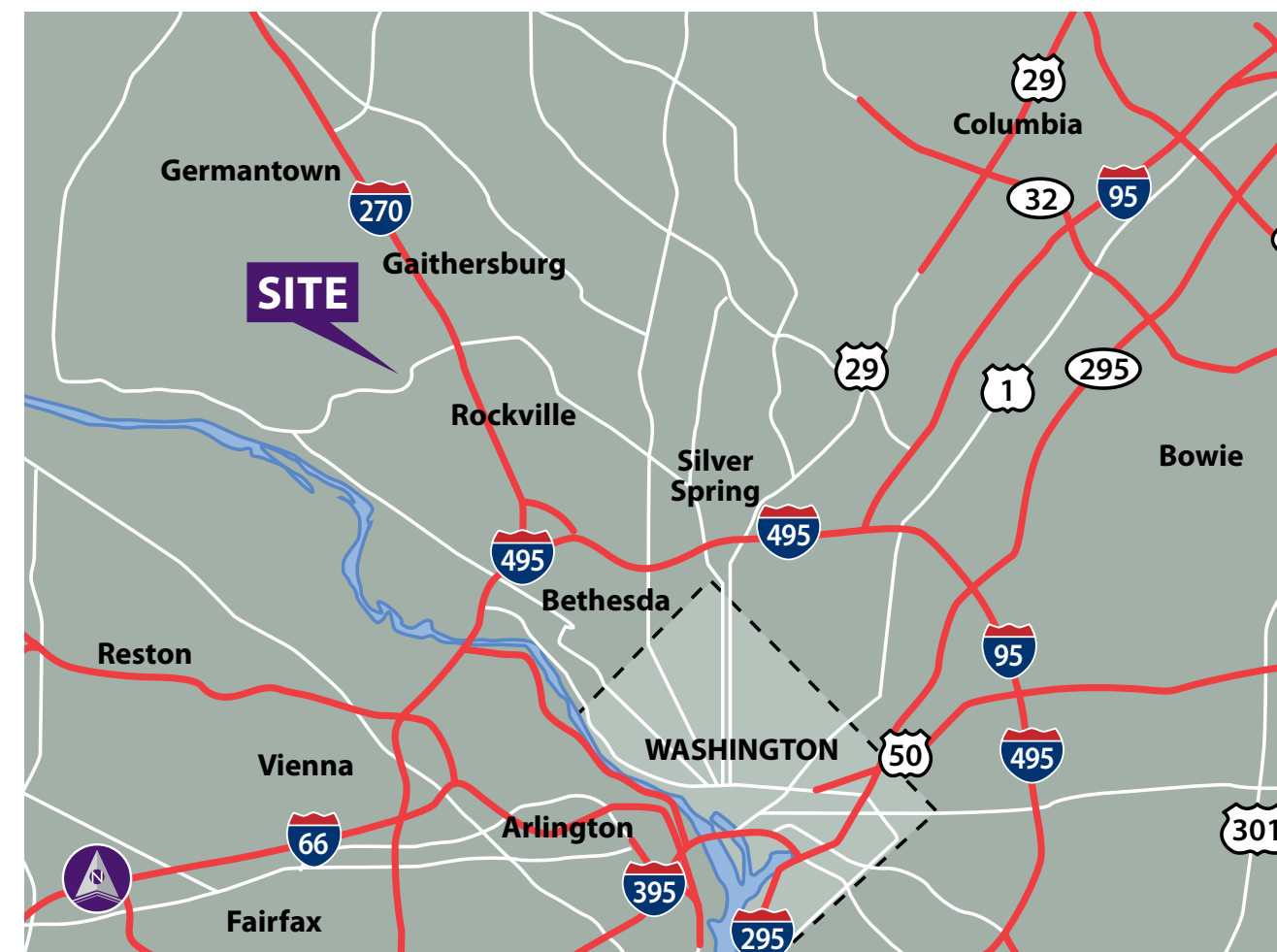


**\$1.89B Total retail expenditure in the primary trade area**

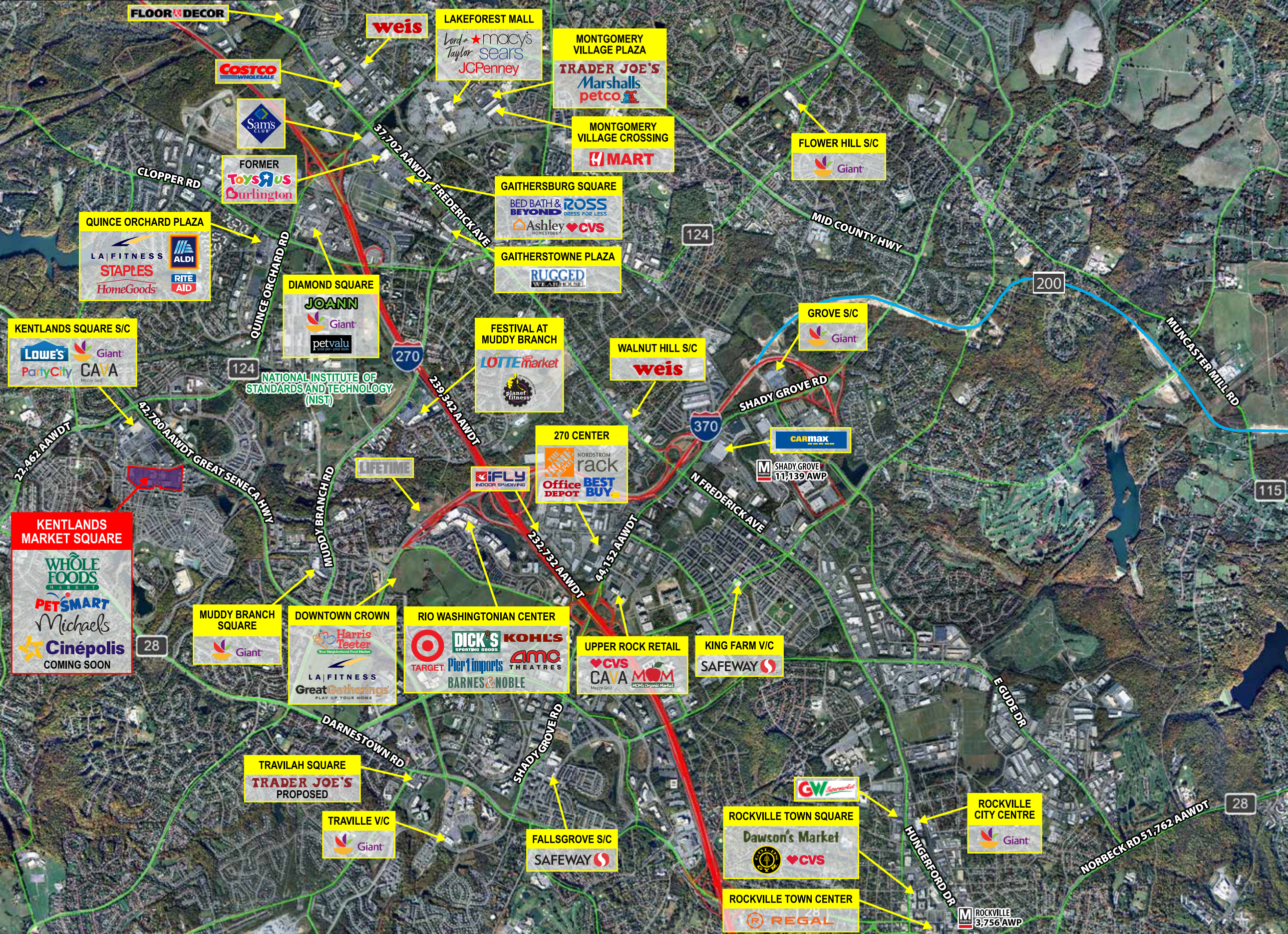


## Kentlands Market Square

Kentlands Market Square is centrally located in the heart of the residential, office, and retail market in Gaithersburg, MD. Kentlands Market Square is anchored by Whole Foods, Michael's, Petsmart and Cinépolis with over 250,000 square feet of retail GLA. It is the premier neighborhood shopping destination with over 140,000 people located in the primary retail trade area.



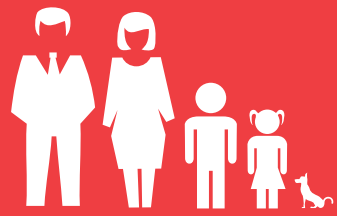
# ESTABLISHED RETAIL



CHAINLINKS  
RETAIL ADVISORS

# PRIMARY TRADE AREA HIGHLIGHTS

53,627



HOUSEHOLDS

179,147



DAYTIME POPULATION

146,759



POPULATION

\$131,718

AVERAGE HOUSEHOLD INCOME

SITE



GERMANTOWN

ROCKVILLE



# CONCEPTUAL RE-POSITIONING SITE PLAN



# APPROVED: NEW SITE PLAN



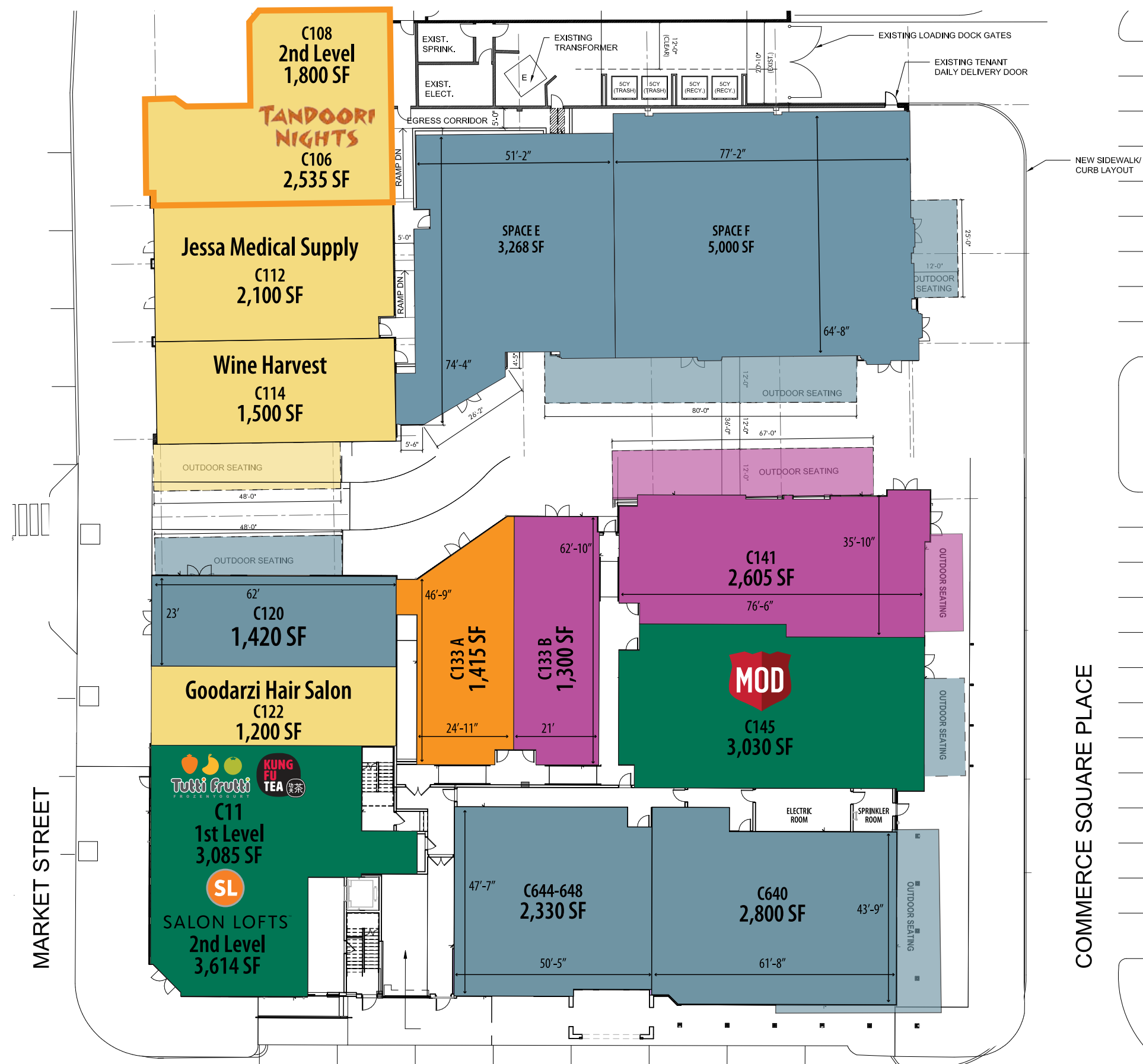
UNIT	TENANT	SF
A115	Kentlands Dentistry	1,800
A136	Whole Foods Market	35,868
B105	Moby Dick	1,575
B107	Next Day Blinds Corporation	1,612
<b>B109</b>	<b>AVAILABLE</b>	<b>1,200</b>
B109A	Daviko Gems, Inc.	1,200
B111	Bath & Floor Stiles, Inc.	1,676
B113	Active LOI	1,200
<b>B115</b>	<b>AVAILABLE (2nd Level)</b>	<b>1,800</b>
B119	Games Workshop	900
B121	Starbucks Coffee	2,017
B200	Floor Rio - Abbey Carpet	3,000
B202	Five Below	7,500
B220	PetSmart	18,741
B706	Kenaki - Sushi Counter	1,875
B718	Colonial Opticians	1,782
B720	Sport Clips	1,019
B724	Allure Nails	2,544
C106	Tandoori Nights	2,535
<b>C108</b>	<b>AVAILABLE (2nd Level)</b>	<b>1,800</b>
C112	Jessa Medical Supply, Inc.	2,100
C114	Wine Harvest	1,500
C120	At Lease (Grain & Berry)	1,420
C122	Goodarzi Hair Salon	1,200
C130	Tutti Frutti/Kung Fu Tea	3,085
<b>C133 A</b>	<b>AVAILABLE</b>	<b>1,415</b>
C133 B	Active LOI (Ramen)	1,300
C141	Active LOI	2,605
C145	MOD Pizza	3,030
C178	Mattress Warehouse	5,000
C640	At Lease	2,800
C644-648	At Lease	2,330
C653	Salon Lofts (2nd Level)	3,614
<b>SPACE E</b>	<b>AVAILABLE</b>	<b>3,268</b>
Space F	At Lease	5,000
<b>D201</b>	<b>AVAILABLE</b>	<b>2,020</b>
D205	Foundry Fitness	1,896
D209	Tea Spa Wellness Center	1,322
D211	Karl E. Lee, D.M.D., P.C.	1,197
D215	My Big Finds	2,286
D217	Two Left Feet Dance, LLC	1,157
D801	At Lease	8,628
D815	Michaels	23,296
E621	Pacifica Café	2,150
E625	At Lease	4,150
E629	Cinépolis	34,052
F122	Buca Di Beppo	7,553
G618	U.S. Postal Service	4,665
G620	My Gym	2,661
G622	Orangetheory Fitness	3,139
H705	Vasilis Kitchen Fresh Mediterr	4,341
I201	Peppers	325
J653	Five Guys Burgers and Fries	2,296
J657	Thai Tanium	3,704
<b>TOTAL</b>		<b>242,149</b>

**Site Plan Key**

- LEASED
- SIGNED LEASE
- AT LEASE
- ACTIVE LOI
- AVAILABLE



# EAST SIDE: APPROVE PASEO BLOCK PLAN



**Site Plan Key**

Yellow	LEASED
Green	SIGNED LEASE
Blue	AT LEASE
Purple	ACTIVE LOI
Orange	AVAILABLE

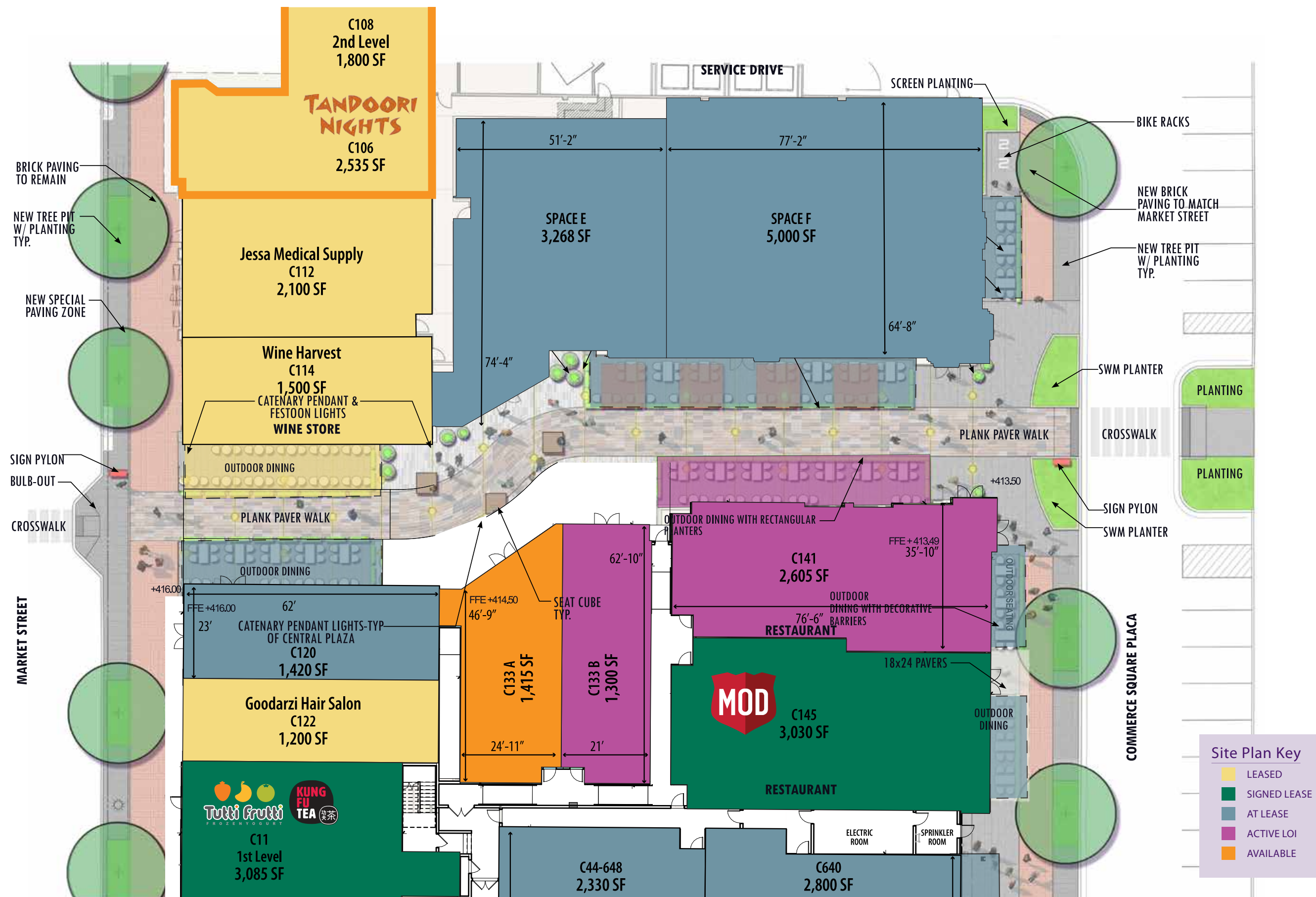


MARKET STREET

COMMERCE SQUARE PLACE



# EAST SIDE: PASEO DESIGN PLAN



# PROPOSED RENDERINGS

*View of Market Street looking North*



# PROPOSED RENDERINGS

*View of Paseo towards Market Street*



# PROPOSED RENDERINGS

*View of Paseo from Market Street*



MARKET  
SQUARE  
TENANT  
TENANT

Famous Boutique

Di GRILLO

MG  
group

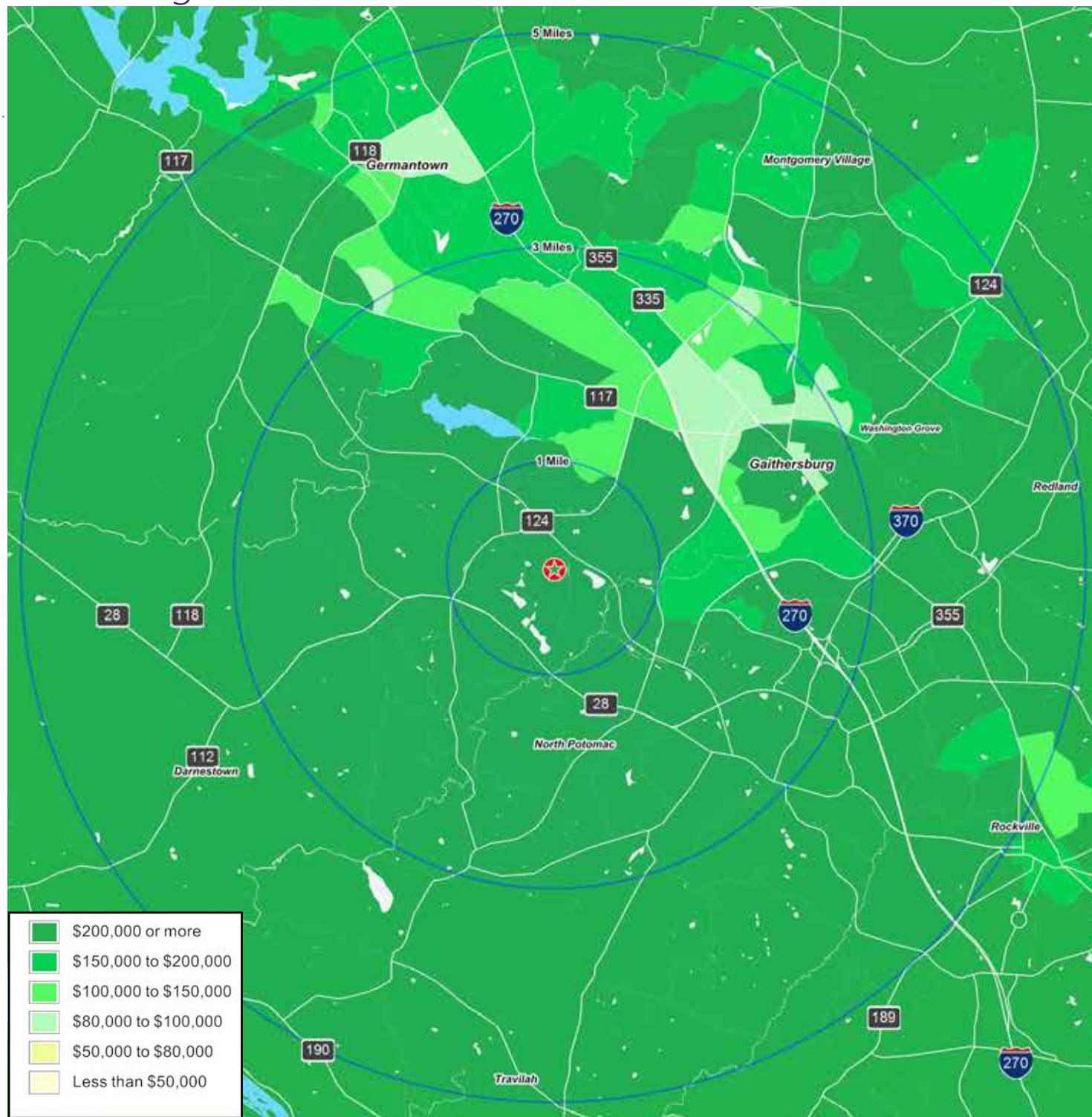
PROPOSED RENDERINGS

View of Market Street looking South

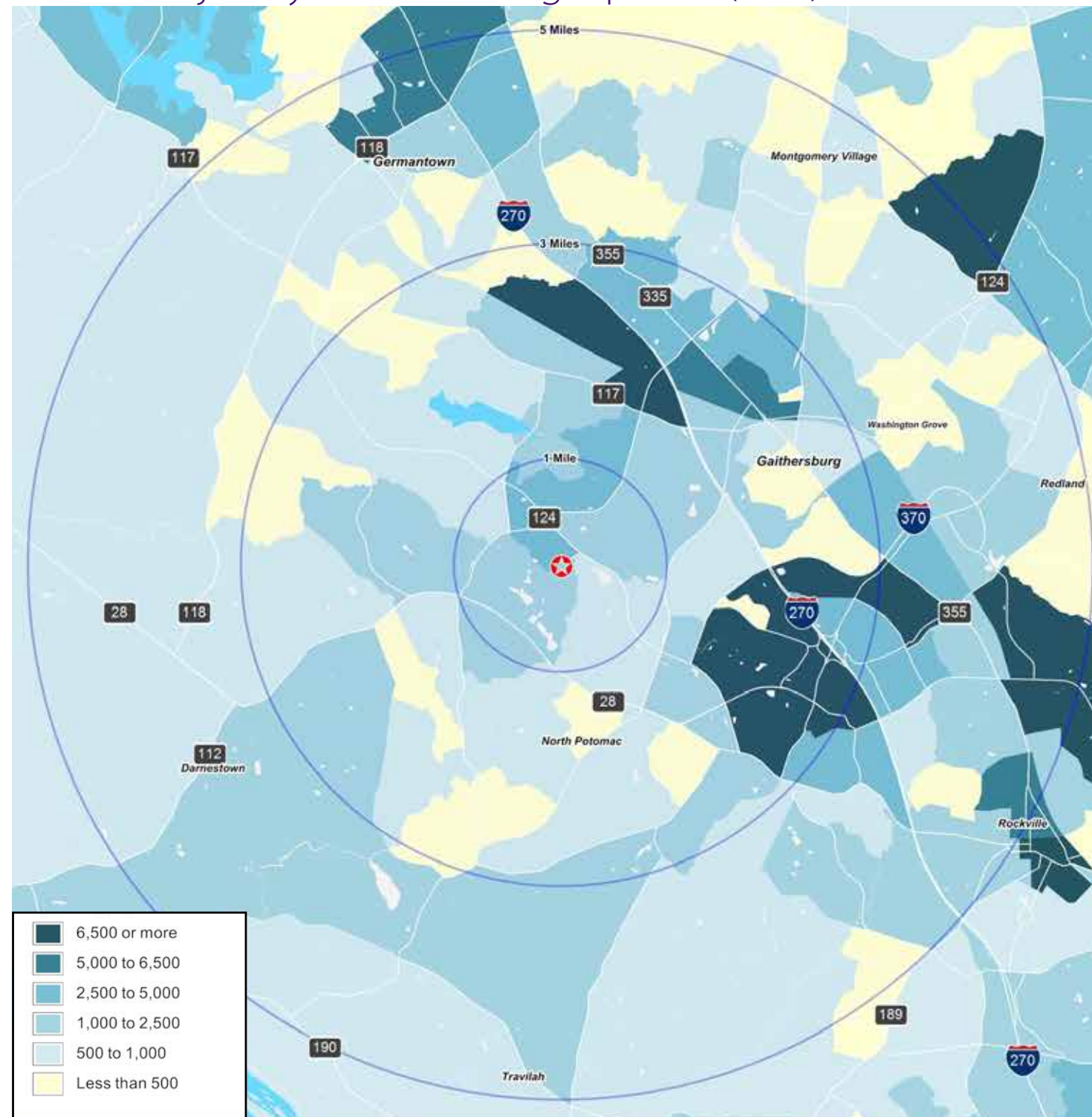


# TRADE AREA HIGHLIGHTS

## Average Household Income



## Est. Adj. Daytime Demographics (16+)



# FULL DEMOGRAPHIC PROFILE

2017 and 2022 Esri Forecasts. Converted Census 2000 data into 2010 geography  
Lat/Lon: 39.12195/-77.23501

Kentlands Market Square	1 MILES	3 MILES	5 MILES
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POPULATION SUMMARY			
2000 Total Population	12,444	87,339	225,343
2010 Total Population	17,338	97,866	266,236
<b>2017 Total Population</b>	<b>18,723</b>	<b>107,693</b>	<b>287,768</b>
2017 Group Quarters	2	780	1,787
2022 Total Population	19,732	115,770	304,436
2017-2022 Annual Rate	1.06%	1.46%	1.13%
<b>2017 Total Daytime Population</b>	<b>16,713</b>	<b>127,754</b>	<b>265,720</b>
Workers	8,461	78,103	132,572
Residents	8,252	49,651	133,148

2017 POPULATION BY AGE			
Population Age 0 - 4	6.3%	6.2%	6.5%
Population Age 5 - 9	7.8%	6.8%	7.1%
Population Age 10 - 14	7.5%	7.0%	7.1%
Population Age 15 - 24	9.2%	11.6%	11.6%
Population Age 25 - 34	11.0%	14.2%	14.2%
Population Age 35 - 44	15.8%	14.4%	14.8%
Population Age 45 - 54	15.0%	14.4%	14.4%
Population Age 55 - 64	13.2%	12.7%	12.5%
Population Age 65 - 74	9.1%	7.5%	7.4%
Population Age 75 - 84	3.5%	3.2%	2.9%
Population Age 85 +	1.4%	1.9%	1.4%
Population Age 18 +	74.8%	76.2%	75.5%
<b>Median Age</b>	<b>40.3</b>	<b>37.9</b>	<b>37.3</b>

2017 POPULATION BY SEX			
Male Population	8,952	52,231	139,635
Female Population	9,771	55,462	148,132

2017 POPULATION BY RACE/ETHNICITY			
White Alone	65.7%	48.8%	46.9%
Black Alone	7.4%	14.1%	17.9%
American Indian Alone	0.2%	0.4%	0.4%
Asian Alone	20.2%	23.5%	21.1%
Pacific Islander Alone	0.0%	0.0%	0.0%
Some Other Race Alone	2.4%	8.5%	8.8%
Two or More Races	4.1%	4.7%	4.9%
Hispanic Origin	9.6%	20.4%	21.9%
Diversity Index	60.5	78.8	8.5

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2017 POPULATION 15+ BY MARITAL STATUS			
Total Population 15+	14,659	86,147	228,306
Never Married	24.1%	31.1%	31.6%
Married	61.7%	55.5%	55.7%
Widowed	3.7%	4.1%	3.8%
Separated or Divorced	10.5%	9.3%	8.8%

2017 POPULATION 25+ BY EDUCATIONAL ATTAINMENT			
Total	12,939	73,705	194,802
Less than 9th Grade	1.2%	5.4%	4.8%
9th - 12th Grade, No Diploma	1.1%	3.2%	3.7%
High School Graduate	6.8%	10.5%	12.5%
GED/Alternative Credential	0.5%	0.9%	1.4%
Some College, No Degree	10.8%	13.5%	15.0%
Associate Degree	3.9%	5.1%	5.7%
Bachelor's Degree	37.4%	29.3%	27.9%
Graduate/Professional Degree	38.3%	32.2%	28.9%

HOUSEHOLDS SUMMARY			
2000 Households	4,762	31,427	80,184
2000 Average Household Size	2.61	2.75	2.79
2010 Households	6,875	35,991	94,416
2010 Average Household Size	2.52	2.70	2.80
<b>2017 Households</b>	<b>7,357</b>	<b>39,325</b>	<b>101,083</b>
2017 Average Household Size	2.54	2.72	2.83
2022 Households	7,705	42,333	106,712
2022 Average Household Size	2.56	2.72	2.84
2017-2022 Annual Rate	0.93%	1.49%	1.09%
2010 Families	4,709	25,106	67,791
2010 Average Family Size	3.07	3.20	3.27
2017 Families	5,001	27,106	71,902
2017 Average Family Size	3.11	3.24	3.31
2022 Families	5,223	28,837	75,392
2022 Average Family Size	3.13	3.25	3.33
2017-2022 Annual Rate	0.87%	1.25%	0.95%

HOUSING UNIT SUMMARY			
<b>2017 Housing Units</b>	<b>7,668</b>	<b>40,699</b>	<b>104,494</b>
Owner Occupied Housing Units	72.9%	55.9%	62.4%
Renter Occupied Housing Units	23.1%	40.7%	34.3%
Vacant Housing Units	4.1%	3.4%	3.4%

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2017 HOUSEHOLDS BY INCOME			
<\$15,000	1.9%	5.0%	4.4%
\$15,000 - \$24,999	2.4%	4.1%	3.8%
\$25,000 - \$34,999	2.5%	5.3%	5.0%
\$35,000 - \$49,999	5.8%	8.3%	8.6%
\$50,000 - \$74,999	10.1%	15.1%	15.5%
\$75,000 - \$99,999	10.5%	11.7%	13.1%
\$100,000 - \$149,999	22.7%	18.9%	20.3%
\$150,000 - \$199,999	19.5%	13.7%	13.3%
\$200,000+	24.6%	17.9%	16.0%
<b>Average Household Income</b>	<b>\$156,320</b>	<b>\$129,592</b>	<b>\$126,718</b>
Median Household Income	\$132,602	\$100,738	\$98,915
Per Capita Income	\$60,730	\$47,506	\$44,817

2017 OWNER OCCUPIED HOUSING UNITS BY VALUE			
Total	5,588	22,738	65,201
<\$50,000	1.1%	0.7%	1.0%
\$50,000 - \$99,999	0.4%	1.7%	1.3%
\$100,000 - \$149,999	0.1%	2.6%	3.3%
\$150,000 - \$199,999	0.4%	3.1%	6.1%
\$200,000 - \$249,999	2.9%	4.6%	7.7%
\$250,000 - \$299,999	4.9%	6.7%	8.7%
\$300,000 - \$399,999	23.9%	20.2%	20.4%
\$400,000 - \$499,999	15.2%	11.5%	12.7%
\$500,000 - \$749,999	27.0%	28.9%	22.9%
\$750,000 - \$999,999	19.8%	14.5%	10.2%
\$1,000,000 +	4.2%	5.4%	5.7%
<b>Average Home Value</b>	<b>\$567,670</b>	<b>\$537,024</b>	<b>\$490,093</b>

2017 EMPLOYED POPULATION 16+ BY INDUSTRY			
Total	10,622	58,975	157,227
Agriculture/Mining	0.0%	0.2%	0.1%
Construction	3.2%	4.6%	5.4%
Manufacturing	4.2%	3.5%	3.7%
Wholesale Trade	1.8%	1.7%	1.5%
Retail Trade	4.4%	6.4%	8.2%
Transportation/Utilities	0.4%	2.5%	2.9%
Information	2.9%	2.2%	2.3%
Finance/Insurance/Real Estate	10.0%	7.3%	6.8%
Services	63.5%	62.5%	59.7%
Public Administration	9.5%	9.2%	9.4%

Kentlands Market Square	1 MILES	3 MILES	5 MILES
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2017 EMPLOYED POPULATION 16+ BY OCCUPATION			
<b>White Collar</b>	<b>88.8%</b>	<b>75.1%</b>	<b>72.5%</b>
Management/Business/Financial	30.3%	22.6%	20.7%
Professional	43.1%	35.1%	32.1%
Sales	6.9%	7.6%	8.8%
Administrative Support	8.6%	9.8%	10.9%
Services	6.8%	16.0%	16.9%
<b>Blue Collar</b>	<b>4.3%</b>	<b>8.9%</b>	<b>10.6%</b>
Farming/Forestry/Fishing	0.0%	0.1%	0.1%
Construction/Extraction	0.4%	2.7%	3.7%
Installation/Maintenance/Repair	1.3%	1.5%	1.8%
Production	1.4%	1.6%	1.9%
Transportation/Material Moving	1.1%	3.1%	3.2%

2017 CONSUMER SPENDING			
Apparel & Services: Total \$	\$31,320,738	\$139,424,853	\$350,863,300
Average Spent	\$4,257.27	\$3,545.45	\$3,471.04
Education: Total \$	\$22,567,181	\$99,259,905	\$248,185,508
Average Spent	\$3,067.44	\$2,524.09	\$2,455.26
Entertainment/Recreation: Total \$	\$43,381,818	\$192,554,765	\$483,974,973
Average Spent	\$5,896.67	\$4,896.5	\$4,787.9
Food at Home: Total \$	\$66,120,442	\$303,735,770	\$762,929,660
Average Spent	\$8,987.42	\$7,723.73	\$7,547.56
Food Away from Home: Total \$	\$47,096,015	\$211,624,284	\$532,362,157
Average Spent	\$6,401.52	\$5,381.42	\$5,266.58
Health Care: Total \$	\$73,121,425	\$325,950,323	\$816,477,330
Average Spent	\$9,939.03	\$8,288.63	\$8,077.3
HH Furnishings & Equipment: Total \$	\$27,409,081	\$121,030,336	\$304,190,084
Average Spent	\$3,725.58	\$3,077.69	\$3,009.31
Personal Care Products & Services: Total \$	\$11,234,871	\$50,424,695	\$126,819,454
Average Spent	\$1,527.1	\$1,282.26	\$1,254.61
Shelter: Total \$	\$228,018,462	\$1,041,719,055	\$2,622,321,275
Average Spent	\$30,993.4	\$26,490	\$25,942.26
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$32,614,267	143,983,829	\$361,297,918
Average Spent	\$4,433.09	\$3,661.38	\$3,574.27
Travel: Total \$	\$31,184,847	\$135,367,048	\$340,849,860
Average Spent	\$4,238.8	\$3,442.26	\$3,371.98
Vehicle Maintenance & Repairs: Total \$	\$14,353,571	\$64,593,564	\$162,235,396
Average Spent	\$1,951.01	\$1,642.56	\$1,604.97



## KENTLANDS MARKET SQUARE



# H&R

R E T A I L

RETAIL KNOWLEDGE ■ REAL ADVANTAGE

### Retail Availability:

**250,000 Square Feet of Total Retail Store Space**

For Retail Leasing Information, Please Contact:

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