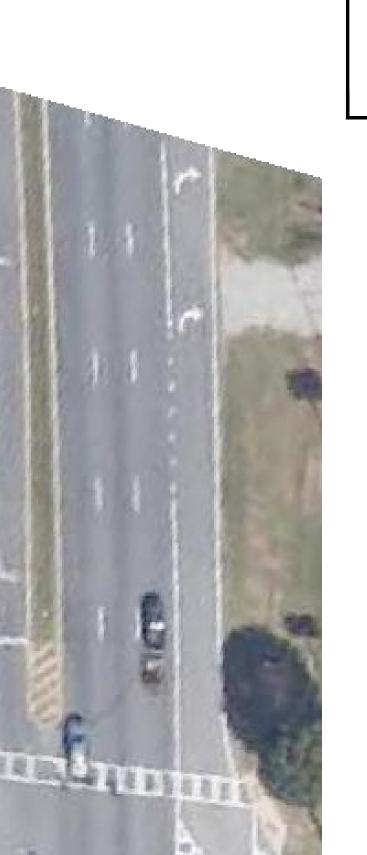
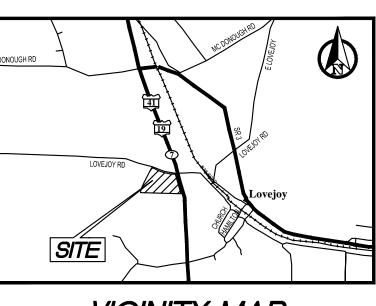


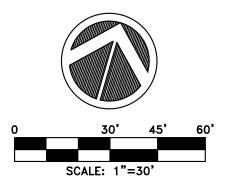
U.S. Hwy 19 (Tara Blvd) and







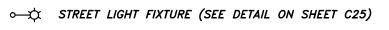


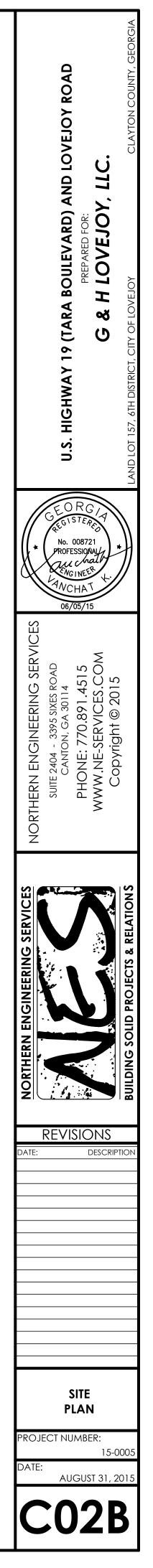


19,100 traffic count ('14)









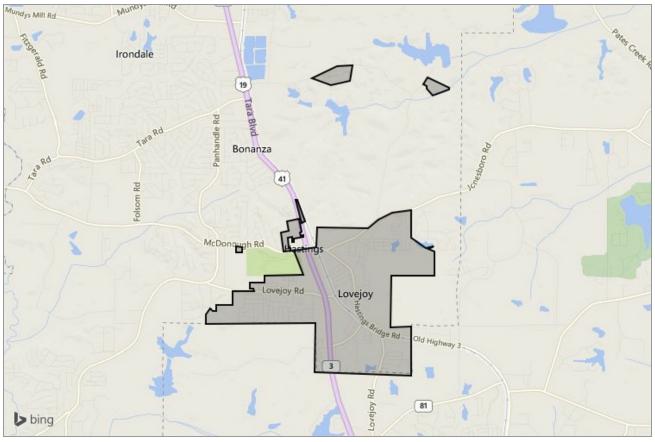






COMMERCIAL TRADE AREA REPORT

Lovejoy, Georgia





Presented by Michael Wendt



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Criteria Used for Analysis

Income:
Median Household Income
\$52,646

Age: Median Age 33.7 Population Stats: Total Population 6,573 Segmentation: 1st Dominant Segment Middleburg

Consumer Segmentation

Life Mode	
What are the people like that live in this area?	Family Landscapes Successful younger families in newer housing

Where do people like this usually live?

Urbanization

Semirural Small town living, families with affordable homes

Top Tapestry Segments	Middleburg	Traditional Living	American Dreamers	Southern Satellites
% of Households	983 (48.3%)	471 (23.1%)	343 (16.8%)	239 (11.7%)
% of Clayton County	5,830 (6.3%)	7,092 (7.7%)	20,174 (21.9%)	583 (0.6%)
Lifestyle Group	Family Landscapes	Hometown	Ethnic Enclaves	Rustic Outposts
Urbanization Group	Semirural	Metro Cities	Urban Periphery	Rural
Residence Type	Single Family	Single Family	Single Family	Single Family or Mobile Homes
Household Type	Married Couples	Singles	Married Couples	Married Couples
Average Household Size	2.73	2.5	3.16	2.65
Median Age	35.3	34.8	31.8	39.7
Diversity Index	46.3	53.1	83.3	38.6
Median Household Income	\$55,000	\$37,000	\$48,000	\$44,000
Median Net Worth	\$89,000	\$29,000	\$53,000	\$70,000
Median Home Value	\$158,000	\$79,000	\$130,000	\$119,000
Homeownership	74.3 %	60.1 %	65 %	78.6 %
Employment	Professional or Services	Services, Administration or Professional	Services or Administration	Services, Professional or Administration
Education	College Degree	High School Graduate; Some College	High School Graduate	High School Graduate
Preferred Activities	Buy children's toys and clothes. Go hunting, bowling, target shooting.	Go camping; visit the zoo. Eat fast food.	Own feature-rich cell phones. Pay bills, socialize online.	Go hunting, fishing. Own a pet dog.
Financial	Carry some debt; invest for future	Cany credit card balances, student loans	Spend money carefully; buy necessities	Shop at Walmart
Media	Watch country, Christian TV channels	Watch QVC, CMT, Game Show Network	Listen to urban or Hispanic radio	Listen to country music; watch CMT
Vehicle	Own trucks, SUVs	Own 1-2 vehicles	One or two vehicles	Own, maintain truck



About this segment Middleburg

Thisisthe

#1

dominant segment

48.3%

into this segment

In this area

In the United States

2.8%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Mddleburg neighborhoods transformed from the easy pace of country living to semi-rural subdivisions in the last decade, when the housing boom reached out. Residents are conservative, familyoriented consumers. Still more country than rock and roll, they are thrifty but willing to carry some debt and are already investing in their futures. They rely on their smartphones and mobile devices to stay in touch and pride themselves on their expertise. They prefer to buy American and travel in the U.S. This market is younger but growing in size and assets.

Our Neighborhood

- Semi-rural locales within metropolitan areas.
- Neighborhoods changed rapidly in the previous decade with the addition of new single-family homes.
- Include a number of mobile homes.
- Affordable housing, median value of \$158,000 with a low vacancy rate.
- Young couples, many with children; average household size is 2.73.

Socioeconomic Traits

- Education: 66% with a high school diploma or some college.
- Unemployment rate lower at 7.4%.
- Labor force participation typical of a younger population at 66.7%.
- Traditional values are the norm here–faith, country and family.
- Prefer to buy American and for a good price.
- Comfortable with the latest in technology, for convenience (online banking or saving money on landlines) and entertainment.

Market Profile

- Residents are partial to trucks, SUVs, and occasionally, convertibles or motorcycles.
- Entertainment is primarily family-oriented, TV and movie rentals or theme parks and family restaurants.
- Spending priorities also focus on family (children's toys and apparel) or home DIY projects.
- Sports include hunting, target shooting, bowling and baseball.
- TV and magazines provide entertainment and information.
- Media preferences include country and Christian channels.

The demographic segmentation show n here can help you understand the lifestyles and life stages of consumers in a market. Data provider Esri classifies U.S. residential neighborhoods into 67 unique market segments based on socioeconomic and demographic characteristics. Data Source: Esri 2015. Update Frequency: Annually.



About this segment Traditional Living

Thisisthe

#2

dominant segment

In this area

of households fall

into this segment

In the United States

2.0%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Residents in the Traditional Living segment reside primarily in low-density, settled neighborhoods in the Midwest. The households are a mix of married-couple families and singles. Many families encompass two generations who have lived and worked in the community; their children are likely to follow suit. The manufacturing, retail trade and health-care sectors are the primary sources of employment for these residents. This is a younger market--beginning householders who are juggling the responsibilities of living on their own or a new marriage, while retaining their youthful interests in style and fun.

Our Neighborhood

- Married couples are the dominant household type, but fewer than expected from the younger age profile and fewer with children; however, there are higher proportions of singleparent and single-person households
- Average household size is slightly lower at 2.50.
- Homes are primarily single family or duplexes in older neighborhoods, built before 1940.
- Most neighborhoods are located in lowerdensity urban clusters of metro areas throughout the Midwest and South.
- Average commuting time to work is slightly shorter.
- Households have one or two vehicles.

Socioeconomic Traits

- Over 70% have completed high school or some college.
- Unemployment is higher at 10.9%; labor force participation is also a bit higher at 64.6%.
- Over three quarters of households derive income from wages and salaries, augmented by Supplemental Security Income and public assistance.
- Cost-conscious consumers that are comfortable with brand loyalty, unless the price is too high.
- Connected and comfortable with the Internet, they are more likely to participate in online gaming or to access dating websites.
- TV is seen as the most trusted media.

Market Profile

- They shop for groceries at discount stores such as Walmart supercenters; Kmart is also a favorite for apparel and sundry household and personal care products.
- Convenience stores are commonly used for fuel or picking up incidentals like lottery tickets.
- They tend to carry credit card balances, have student loans and pay bills in person.
- Half of households have abandoned landlines for cell phones only.
- They watch their favorite channels including QVC, CMT and Game Show Network
- They're fast-food devotees.
- They enjoy outdoor activities such as camping and taking trips to the zoo.

The demographic segmentation show n here can help you understand the lifestyles and life stages of consumers in a market. Data provider Esri classifies U.S. residential neighborhoods into 67 unique market segments based on socioeconomic and demographic characteristics. Data Source: Esri 2015. Update Frequency: Annually.



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About this segment American Dreamers

Thisisthe

#3 dominant segment for this area In this area **16.8%** of households fall

into this segment

In the United States

of households fall

into this segment

1.5%

An overview of who makes up this segment across the United States

Who We Are

Located throughout the South and West, most American Dreamers residents own their own homes, primarily single-family housing--farther out of the city, where housing is more affordable. Median household income is slightly below average. The majority of households include younger married-couple families with children and, frequently, grandparents. Diversity is high; many residents are foreign born, of Hispanic origin. Hard work and sacrifice have improved their economic circumstance as they pursue a better life for themselves and their family. Spending is focused more on the members of the household than the home. Entertainment includes multiple televisions, movie rentals and video games at home or visits to theme parks and zoos. This market is connected and adept at accessing what they want from the Internet.

Our Neighborhood

- American Dreamers residents are family-centric and diverse. Most are married couples with children of all ages or single parents; multigenerational homes are common.
- Average household size is higher than U.S. average at 3.16.
- Residents tend to live further out from urban centers-more affordable single-family homes and more elbow room.
- Tenure is slightly above average with 65% owner occupancy; primarily single-family homes with more mortgages and slightly higher monthly costs.
- Three quarters of all housing were built since 1970.
- Many neighborhoods are located in the urban periphery of the largest metropolitan areas across the South and West.
- Most households have one or two vehicles available and a longer commute to work

Socioeconomic Traits

- While nearly 16% have earned a college degree, the majority, or 63%, hold a high school diploma only or spent some time at a college or university.
- Unemployment is higher at 10.7%; labor force participation is also higher at 67%.
- Most American Dreamers residents derive income from wages or salaries, but the rate of poverty is a bit higher in this market.
- They tend to spend money carefully and focus more on necessities.
- They are captivated by new technology, particularly feature-rich smartphones.
- Connected: They use the Internet primarily for socializing but also for convenience, like paying bills online.

Market Profile

- When dining out, these residents favor fastfood dining places such as Taco Bell or Wendy's, as well as family-friendly restaurants like Olive Garden, Denny's or IHOP.
- Cell phones are preferred over landlines.
- Favorite channels include Animal Planet, MTV, Cartoon Network, and Disney, as well as programming on Spanish TV.
- Residents listen to urban or Hispanic radio.
- During the summer, family outings to theme parks are especially popular.

The demographic segmentation show n here can help you understand the lifestyles and life stages of consumers in a market. Data provider Esri classifies U.S. residential neighborhoods into 67 unique market segments based on socioeconomic and demographic characteristics. Data Source: Esri 2015. Update Frequency: Annually.





About this segment Southern Satellites

Thisisthe #4

dominant segment for this area

In this area 11.7% of households fall

into this segment

In the United States

3.2%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Southern Satellites is the second largest market found in rural settlements, typically within metropolitan areas located primarily in the South. This market is generally nondiverse, slightly older, settled marriedcouple families, who own their homes. Amost two-thirds of the homes are singlefamily structures; a third are mobile homes. Median household income and home value are below average. Workers are employed in a variety of industries, such as manufacturing, health care, retail trade and construction, with higher proportions in mining and agriculture than the U.S. Residents enjoy country living, preferring outdoor activities and DIY home projects.

Our Neighborhood

- About 79% of households are owned.
- Married couples with no children are the dominant household type, with a number of multi-generational households.
- Most are single-family homes (65%), with a number of mobile homes.
- Most housing units were built in 1970 or later.
- Most households own 1 or 2 vehicles, but owning 3+ vehicles is common

Socioeconomic Traits

- Education: almost 40% have a high school diploma only; 41% have college education.
- Unemployment rate is 9.2%, sightly higher than the U.S. rate.
- Labor force participation rate is 59.7%, slightly lower than the U.S.
- These consumers are more concerned about cost rather than quality or brand loyalty.
- They tend to be somewhat late in adapting to technology.
- They obtain a disproportionate amount of their information from TV, compared to other media.

Market Profile

- Usually own a truck; likely to service it themselves.
- Frequent the convenience store, usually to fill up a vehicle with gas.
- Typical household has a satellite dish.
- Work on home improvement and remodeling projects.
- Own a pet, commonly a dog.
- Participate in fishing and hunting.
- Prefer to listen to country music and watch Country Music Television (CMT).
- Read fishing/hunting and home service magazines.
- Partial to eating at low-cost family restaurants and drive-ins.
- Use Walmart for all their shopping needs (groceries, clothing, pharmacy, etc.).

The demographic segmentation show n here can help you understand the lifestyles and life stages of consumers in a market. Data provider Esri classifies U.S. residential neighborhoods into 67 unique market segments based on socioeconomic and demographic characteristics. Data Source: Esri 2015. Update Frequency: Annually.





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Lovejoy, Georgia: Popu	llation Comparison	
Total Population This chart shows the total population in an area, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually 2015 2020 (Projected)	Lovejoj 6,573 6,764 Clayton County 263,967 268,410 Georgia 10,044,328 10,505,520	
Population Density This chart shows the number of people per square mile in an area, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually 2015 2020 (Projected)	Lovejov 2,510.3 2,583.3 Clayton County 1,828.4 1,910.1 Georgia 170.7 181.5	
Population Change Since 2010 This chart shows the percentage change in area's population from 2010 to 2015, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually 2015 2020 (Projected)	Lovejoy 2.35% 2.91% Clayton County 1.75% 1.68% Georgia 3.68% 4.59%	
Average Household Size This chart shows the average household size in an area, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually	Lovejoj 2.86 2.85 2.82 Clayton County 2.82 Georgia 2.63 2.63 2.63	





Trade Area Report

5,147

218,185

8,345,541

Lovejoy 4,996

Clayton County 213,030

Georgia 8,028,692

Population Living in Family Households

This chart shows the percentage of an area's population that lives in a household with one or more individuals related by birth, marriage or adoption, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esi, 2015

Update Frequency: Annually

2015
2020 (Projected)

Female / Male Ratio

This chart shows the ratio of females to males in an area, compared with other geographies. Data Source: U.S. Census American

Community Survey via Esri, 2015

Update Frequency: Annually

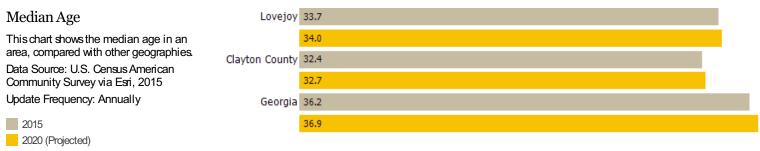
Women 2015 Men 2015 Women 2020 (Projected) Men 2020 (Projected)

Lovejoy	47.5%	52.5%	%
	47.5%	52.59	%
Clayton County	51.9%		48.1%
	51.8%	4	48.2%
Georgia	51.0%	4	9.0%
	51.0%	4	9.0%





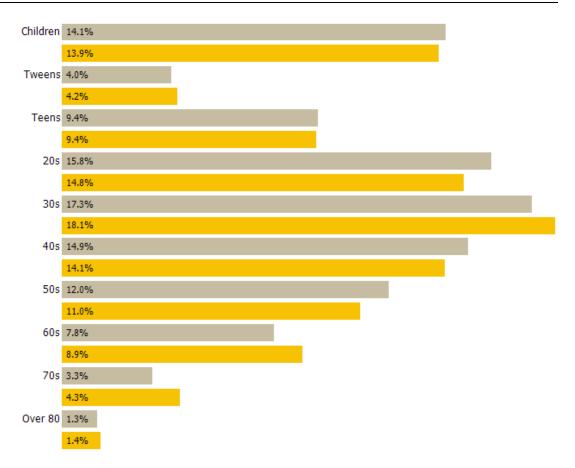
Lovejoy, Georgia: Age Comparison



Population by Age

This chart breaks down the population of an area by age group. Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually

2015 2020 (Projected)







Married / Unmarried Adults Ratio	Lovejoy	40.7%	59.3%		
	Clayton County	38.0%	62.0%		
This chart shows the ratio of married to unmarried adults in an area, compared with other geographies.	Georgia	48.4%		51.6%	
Data Source: U.S. Census American Community Survey via Esri, 2015					
Update Frequency: Annually					
Married					
Unmarried					
					_
Married	Lovejoy	40.7%			
This chart shows the number of people in	Clayton County	38.0%			

Georgia 48.4%

Lovejoy 43.2%

Georgia 34.3%

Lovejoy 2.7%

Georgia 5.4%

Clayton County 4.1%

Clayton County 44.2%

This chart shows the number of people in an area who are married, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2015

Update Frequency: Annually

Never Married

This chart shows the number of people in an area who have never been married, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2015

Update Frequency: Annually

Widowed

This chart shows the number of people in an area who are widowed, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually

◆RPR[®]

Divorced	Lovejoy	13.4%
This chart shows the number of people in an area who are divorced, compared with other geographies.	Clayton County	13.7%
	Georgia	11.8%

Data Source: U.S. Census American Community Survey via Esti, 2015

Update Frequency: Annually

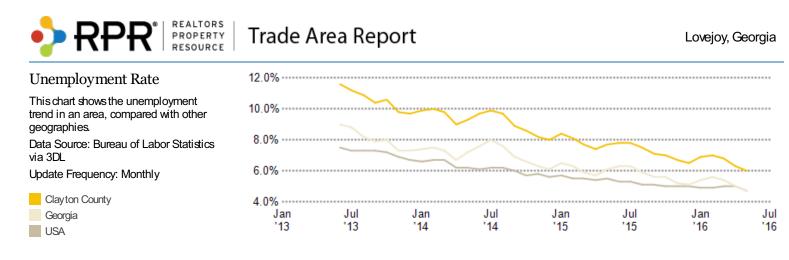




Lovejoy, Georgia: Economic Comparison

Lovejoy, Georgia: Ecol	nomic Col	inparison
Average Household Income	Lovejoy	\$62,980
This chart shows the average household income in an area, compared with other geographies.		\$71,248
	Clayton County	
Data Source: U.S. Census American Community Survey via Esri, 2015		\$54,336
Update Frequency: Annually	Georgia	
2015		\$78,144
2020 (Projected)		
Median Household Income	Lovejoy	\$52,646
This chart shows the median household		\$60,007
income in an area, compared with other geographies.	Clayton County	\$38,176
Data Source: U.S. Census American Community Survey via Esri, 2015		\$43,628
Update Frequency: Annually	Georgia	
2015		\$56,488
2020 (Projected)		
Per Capita Income	Lovejoy	\$20,358
This chart shows per capita income in an		\$23,040
area, compared with other geographies. Data Source: U.S. Census American	Clayton County	\$17,560
Community Survey via Esri, 2015		\$19,065
Update Frequency: Annually	Georgia	
2015 2020 (Projected)		\$29,167
Average Disposable Income	Lovejoy	
This chart shows the average disposable income in an area, compared with other	Clayton County Georgia	
geographies. Data Source: U.S. Census American	coorgia	
Community Survey via Esri, 2015		
Update Frequency: Annually		





Employment Count by	Health Care and Social Assistance	404
Industry	Transportation and Warehousing	370
This chart shows industries in an area	Retail Trade	314
and the number of people employed in each category.	Public Administration	268
Data Source: Bureau of Labor Statistics	Accommodation and Food	252
via Esri, 2015 Update Frequency: Annually	Education	231
	Manufacturing	229
	Administrative Support and Waste Management	183
	Construction	177
	Finance and Insurance	153
	Other	145
	Professional, Scientific and Technical	106
	Wholesale Trade	68
	Information	61
	Real Estate, Rental and Leasing	54
	Arts, Entertainment and Recreation	34
	Utilities	22
	Agriculture, Forestry, Fishing and Hunting	6
	Business Management	0 orno data
	Mining	0 orno data

♣RPR[®]





Lovejoy, Georgia: Education Comparison

Less than 9th Grade

This chart shows the percentage of people in an area who have less than a ninth grade education, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2015

Update Frequency: Annually

Some High School

Lovejoy 10.5% Clayton County 9.8%

Georgia 8.7%

Lovejoy 3.9%

Georgia 5.0%

Clayton County 4.7%

Lovejoy 5.5%

Georgia 5.5%

Clayton County 7.3%

This chart shows the percentage of people in an area whose highest educational achievement is some high school, without graduating or passing a high school GED test, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually

High School GED

This chart shows the percentage of people in an area whose highest educational achievement is passing a high school GED test, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2015

Update Frequency: Annually

High School Graduate

This chart shows the percentage of people in an area whose highest educational achievement is high school, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2015 Update Frequency: Annually

Lovejoy 24.4%

Clayton County 26.9% Georgia 23.4%

Lovejoy 28.3%

Georgia 21.2%

Clayton County 24.5%

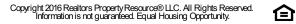
Some College

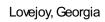
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This chart shows the percentage of people in an area whose highest educational achievement is some college, without receiving a degree, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2015

Update Frequency: Annually





7/28/2016



Trade Area Report

Associate Degree	Lovejoy	10.1%	
This chart shows the percentage of	Clayton County	8.4%	
people in an area whose highest educational achievement is an associate degree, compared with other geographies.	Georgia	7.6%	
Data Source: U.S. Census American Community Survey via Esri, 2015			
Update Frequency: Annually			
Bachelor's Degree	Lovejoy	11.3%	
This chart shows the percentage of	Clayton County	12.5%	
people in an area whose highest educational achievement is a bachelor's	Georgia	17.8%	
degree, compared with other geographies.			
Data Source: U.S. Census American Community Survey via Esri, 2015			
Update Frequency: Annually			
Grad/Professional Degree	Lovejoy	6.1%	
This chart shows the percentage of	Clayton County	6.0%	
people in an area whose highest educational achievement is a graduate	Georgia	10.8%	
or professional degree, compared with other geographies.			
Data Source: U.S. Census American Community Survey via Esri, 2015			
Update Frequency: Annually			





Lovejoy, Georgia: Home Value Comparison

Median Estimated Home Value	Lovejoy	\$56,000		
This chart displays property estimates for an area and a subject property, where	Clayton County Georgia	\$78,000 \$141,820		
one has been selected. Estimated home values are generated by a valuation model and are not formal appraisals.	2			
Data Source: Valuation calculations based on public records and MLS sources where licensed				
Update Frequency: Monthly				
12-Month Change in Median	Lovejoy	+24.4%		
Estimated Home Value	Clayton County			
This chart shows the 12-month change in	Georgia			
the estimated value of all homes in this area, the county and the state. Estimated home values are generated by a valuation model and are not formal appraisals.	000 giù			
Data Source: Valuation calculations based on public records and MLS sources where licensed				
Update Frequency: Monthly				
Median Listing Price	Clayton County	\$115,000		
This chart displays the median listing price for homes in this area, the county and the state.	Georgia	\$205,000		
Data Source: On- and off-market listings sources				
Update Frequency: Monthly				
12-Month Change in Median	Clayton County	+23.7%		
Listing Price	Georgia	+9.6%		
This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.				
Data Source: On- and off-market listings sources				
Update Frequency: Monthly				





Best Retail Businesses

This chart shows the types of businesses that consumers are leaving an area to find. The business types represented by blue bars are relatively scarce in the area, so consumers go elsewhere to have their needs met. The orange business types are relatively plentiful in the area, meaning there are existing competitors for the dollars that consumers spend in these categories.

Data Source: Retail Marketplace via Esri, 2015

Update Frequency: Annually

				Too Many	N	ot Enoug	h			
Book/Periodical/Music Stores				,	_					
Direct Selling Establishments										
Florists										
Lawn & Garden Stores					_					
Liquor Stores					_					
Office Supply/Stationery/Gift Stores										
Vending Machine Operators										
Jewelry/Luggage/Leather Goods Stores										
Furniture Stores					_					
Special Food Services										
Automobile Dealers					_				_	
Electronics & Appliance Stores										
Other Misc Retailers										
Grocery Stores					_					
Building Material/Supplies Dealers					_					
Other Motor Vehicle Dealers					_					
Full-Service Restaurants					_					
Specialty Food Stores					_					
E-Shopping & Mail-Order Houses										
Clothing Stores										
Health & Personal Care Stores					_					
Sports/Hobby/Musical Instrument Stores					_					
Used Merchandise Stores										
Home Furnishings Stores										
Gasoline Stations					_					
Shoe Stores										
Other General Merchandise Stores										
Fast-Food Restaurants										
Auto Parts/Accessories/Tire Stores										
Bars				_						
Department Stores										
-100	-80	-60	-40	-20	0	20	40	60	80	10(
			l	ndexed Value	s From -	100 to 100				

