



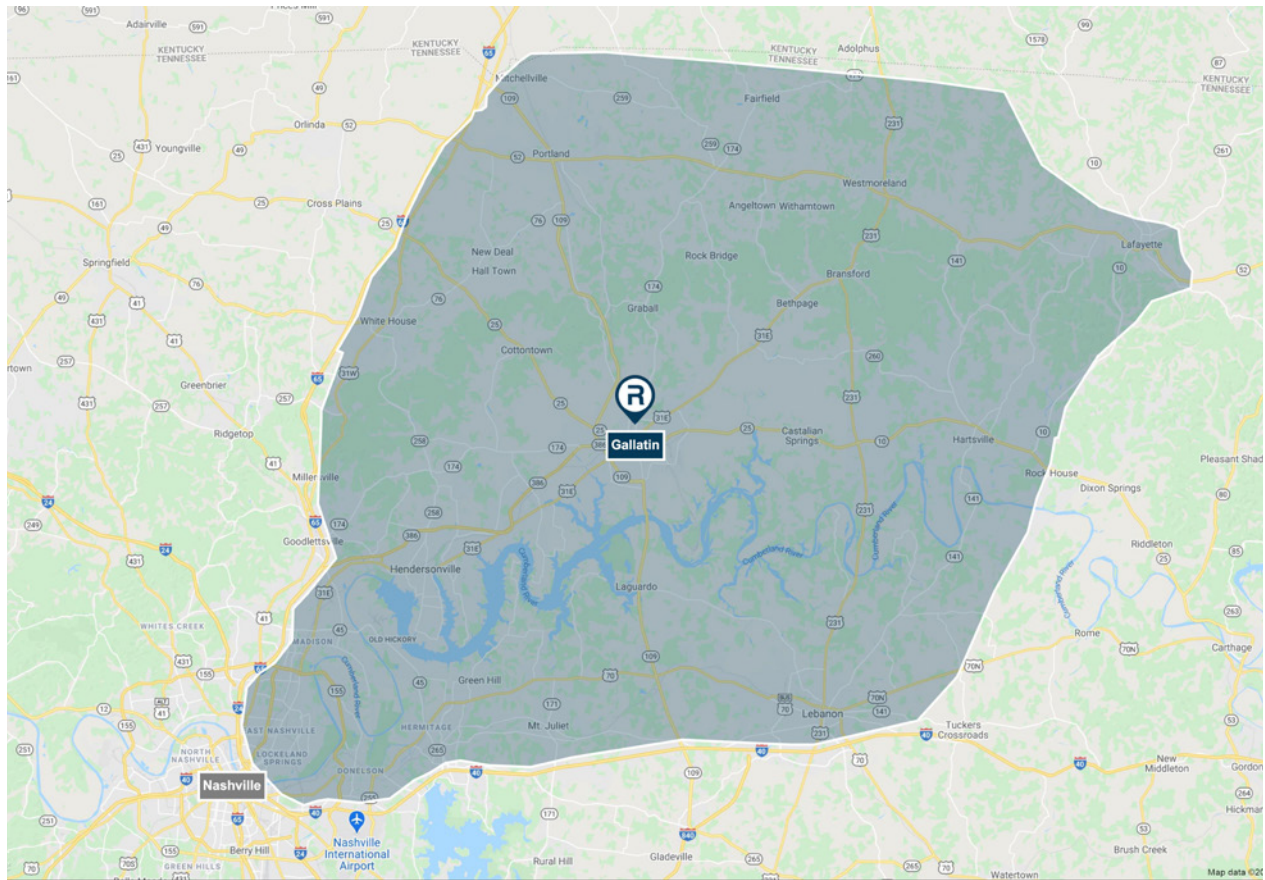
GALLATIN, TENNESSEE



Secondary Retail Trade Area Gap/Opportunity Analysis



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About The Retail Coach

The Retail Coach is a national retail recruitment and development firm that combines strategy, technology, and creative expertise to develop and deliver high-impact retail recruitment and development plans to local governments, chambers of commerce, economic development organizations and private developers.

Through its unique Retail360® Process, The Retail Coach offers a dynamic system of products and services that better enable communities to maximize their retail development potential.

Retail:360® Process

Providing more than simple data reports of psychographic and demographic trends, The Retail Coach goes well beyond other retail consulting and market research firms' offerings by combining current national and statewide demographics and trend data with real-world, "on-the-ground" information gathered through extensive visits to our clients' communities. Every community is different, and there is no "one size fits all" retail recruitment solution. Compiling the gathered data into client-tailored information packets that are uniquely designed for, and targeted to, specific retailers and restaurants who meet the community's needs help assure our clients that they are receiving the latest and best information for targeted retail recruitment efforts – all with personal service and coaching guidance that continues beyond the initial project scope and timeline.

Our Retail:360® Process assures that communities get timely, accurate and relevant information. Translating that data into the information that retailers need and seek assures our clients even better possibilities for tremendous retail growth and success.



Secondary Retail Trade Area • Gap/Opportunity Analysis

Gallatin, Tennessee

NAICS	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	LEAKAGE	INDEX
44, 45, 722	Total retail trade including food and drinking places	\$10,193,228,899	\$688,304,313	\$9,504,924,586	0.07
441	Motor vehicle and parts dealers	\$1,972,405,078	\$153,506,458	\$1,818,898,620	0.08
4411	Automobile dealers	\$1,638,160,248	\$130,966,880	\$1,507,193,368	0.08
4412	Other motor vehicle dealers	\$152,037,038	\$10,657,347	\$141,379,691	0.07
4413	Automotive parts, accessories, and tire stores	\$182,207,792	\$11,882,231	\$170,325,561	0.07
442	Furniture and home furnishings stores	\$165,913,178	\$7,537,331	\$158,375,847	0.05
4421	Furniture stores	\$88,434,494	\$2,222,781	\$86,211,713	0.03
4422	Home furnishings stores	\$77,478,684	\$5,314,550	\$72,164,134	0.07
443	Electronics and appliance stores	\$111,254,194	\$545,526	\$110,708,668	0.00
443141	Household appliance stores	\$18,385,880	\$713	\$18,385,167	0.00
443142	Electronics stores	\$92,868,314	\$544,813	\$92,323,501	0.01
444	Building material and garden equipment and supplies dealers	\$769,476,310	\$68,824,646	\$700,651,664	0.09
4441	Building material and supplies dealers	\$630,972,812	\$56,672,684	\$574,300,128	0.09
44411	Home centers	\$375,249,505	\$47,825,525	\$327,423,980	0.13
44412	Paint and wallpaper stores	\$3,997,147	\$86	\$3,997,061	0.00
44413	Hardware stores	\$39,150,438	\$974,026	\$38,176,412	0.02
44419	Other building material dealers	\$212,575,722	\$7,873,047	\$204,702,675	0.04
4442	Lawn and garden equipment and supplies stores	\$138,503,497	\$12,151,962	\$126,351,535	0.09
44421	Outdoor power equipment stores	\$19,690,129	\$810	\$19,689,319	0.00
44422	Nursery, garden center, and farm supply stores	\$118,813,368	\$12,151,152	\$106,662,216	0.10
445	Food and beverage stores	\$1,058,729,604	\$157,185,371	\$901,544,233	0.15
4451	Grocery stores	\$970,132,080	\$150,331,729	\$819,800,351	0.15
44511	Supermarkets and other grocery (except convenience) stores	\$950,704,811	\$150,331,729	\$800,373,082	0.16
44512	Convenience stores	\$19,427,268	\$0	\$19,427,268	0.00
4452	Specialty food stores	\$14,462,231	\$33	\$14,462,198	0.00
4453	Beer, wine, and liquor stores	\$74,135,294	\$6,853,609	\$67,281,685	0.09
446	Health and personal care stores	\$610,124,654	\$45,316,243	\$564,808,411	0.07
44611	Pharmacies and drug stores	\$528,003,976	\$38,012,122	\$489,991,854	0.07
44612	Cosmetics, beauty supplies, and perfume stores	\$26,559,854	\$2,417,241	\$24,142,613	0.09
44613	Optical goods stores	\$18,694,208	\$1,261,276	\$17,432,932	0.07
44619	Other health and personal care stores	\$36,866,616	\$3,625,604	\$33,241,012	0.10
447	Gasoline stations	\$860,464,249	\$50,624,859	\$809,839,390	0.06
448	Clothing and clothing accessories stores	\$322,447,168	\$8,153,644	\$314,293,524	0.03
4481	Clothing stores	\$227,662,102	\$6,819,489	\$220,842,613	0.03
44811	Men's clothing stores	\$12,761,791	\$269,632	\$12,492,159	0.02
44812	Women's clothing stores	\$46,306,237	\$3,460,315	\$42,845,922	0.07
44813	Children's and infants' clothing stores	\$11,225,137	\$71,809	\$11,153,328	0.01
44814	Family clothing stores	\$134,718,385	\$3,017,733	\$131,700,652	0.02
44815	Clothing accessories stores	\$7,605,924	\$0	\$7,605,924	0.00
44819	Other clothing stores	\$15,044,629	\$0	\$15,044,629	0.00
4482	Shoe stores	\$57,173,121	\$1,334,129	\$55,838,992	0.02
4483	Jewelry, luggage, and leather goods stores	\$37,611,944	\$26	\$37,611,918	0.00
44831	Jewelry stores	\$35,082,145	\$26	\$35,082,119	0.00
44832	Luggage and leather goods stores	\$2,529,800	\$0	\$2,529,800	0.00

Secondary Retail Trade Area • Gap/Opportunity Analysis

Gallatin, Tennessee

NAICS	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	LEAKAGE	INDEX
451	Sporting goods, hobby, musical instrument, and book stores	\$120,196,644	\$899,926	\$119,296,718	0.01
4511	Sporting goods, hobby, and musical instrument stores	\$102,146,301	\$372,030	\$101,774,271	0.00
45111	Sporting goods stores	\$65,617,647	\$371,890	\$65,245,757	0.01
45112	Hobby, toy, and game stores	\$21,003,291	\$0	\$21,003,291	0.00
45113	Sewing, needlework, and piece goods stores	\$5,791,978	\$0	\$5,791,978	0.00
45114	Musical instrument and supplies stores	\$9,733,386	\$140	\$9,733,246	0.00
4512	Book stores and news dealers	\$18,050,342	\$527,896	\$17,522,446	0.03
452	General merchandise stores	\$1,211,585,465	\$81,111,732	\$1,130,473,733	0.07
4522	Department stores	\$172,933,510	\$10,409,913	\$162,523,597	0.06
4523	Other general merchandise stores	\$1,038,651,956	\$70,701,819	\$967,950,137	0.07
453	Miscellaneous store retailers	\$167,912,633	\$6,412,117	\$161,500,516	0.04
4531	Florists	\$10,583,739	\$301	\$10,583,438	0.00
4532	Office supplies, stationery, and gift stores	\$38,760,575	\$799,250	\$37,961,325	0.02
45321	Office supplies and stationery stores	\$15,242,228	\$390,550	\$14,851,678	0.03
45322	Gift, novelty, and souvenir stores	\$23,518,347	\$408,700	\$23,109,647	0.02
4533	Used merchandise stores	\$24,790,965	\$1,601,838	\$23,189,127	0.06
4539	Other miscellaneous store retailers	\$93,777,353	\$4,010,728	\$89,766,625	0.04
45391	Pet and pet supplies stores	\$26,373,743	\$1,047,390	\$25,326,353	0.04
45399	All other miscellaneous store retailers	\$67,403,610	\$2,963,338	\$64,440,272	0.04
454	Non-store retailers	\$1,727,328,058	\$24,267,572	\$1,703,060,486	0.01
722	Food services and drinking places	\$1,095,391,665	\$83,918,888	\$1,011,472,777	0.08
7223	Special food services	\$64,978,773	\$2,063,879	\$62,914,894	0.03
7224	Drinking places (alcoholic beverages)	\$24,419,520	\$703,328	\$23,716,192	0.03
7225	Restaurants and other eating places	\$1,005,993,372	\$81,151,681	\$924,841,691	0.08
722511	Full-service restaurants	\$454,971,411	\$38,883,256	\$416,088,155	0.09
722513	Limited-service restaurants	\$491,209,722	\$36,076,901	\$455,132,821	0.07
722514	Cafeterias, grill buffets, and buffets	\$19,971,667	\$3,817,242	\$16,154,425	0.19
722515	Snack and nonalcoholic beverage bars	\$39,840,571	\$2,374,282	\$37,466,289	0.06

Secondary Retail Trade Area • Demographic Profile

Gallatin, Tennessee

DESCRIPTION	DATA	%
Population		
2025 Projection	500,737	
2020 Estimate	471,228	
2010 Census	402,697	
2000 Census	350,493	
Growth 2020 - 2025		6.26%
Growth 2010 - 2020		17.02%
Growth 2000 - 2010		14.89%
2020 Est. Population by Single-Classification Race	471,228	
White Alone	371,904	78.92%
Black or African American Alone	63,085	13.39%
Amer. Indian and Alaska Native Alone	1,640	0.35%
Asian Alone	7,824	1.66%
Native Hawaiian and Other Pacific Island Alone	417	0.09%
Some Other Race Alone	13,969	2.96%
Two or More Races	12,391	2.63%
2020 Est. Population by Hispanic or Latino Origin	471,228	
Not Hispanic or Latino	440,560	93.49%
Hispanic or Latino	30,668	6.51%
Mexican	18,827	61.39%
Puerto Rican	2,059	6.71%
Cuban	993	3.24%
All Other Hispanic or Latino	8,789	28.66%
2020 Est. Hisp. or Latino Pop by Single-Class. Race	30,668	
White Alone	13,830	45.10%
Black or African American Alone	762	2.49%
American Indian and Alaska Native Alone	295	0.96%
Asian Alone	78	0.25%
Native Hawaiian and Other Pacific Islander Alone	90	0.29%
Some Other Race Alone	13,373	43.61%
Two or More Races	2,240	7.30%
2020 Est. Pop by Race, Asian Alone, by Category	7,824	
Chinese, except Taiwanese	1,008	12.88%
Filipino	788	10.07%
Japanese	384	4.91%
Asian Indian	3,115	39.81%
Korean	868	11.09%
Vietnamese	349	4.46%
Cambodian	249	3.18%
Hmong	0	0.00%
Laotian	325	4.15%
Thai	68	0.87%
All Other Asian Races Including 2+ Category	670	8.56%

DESCRIPTION	DATA	%
2020 Est. Population by Ancestry	471,228	
Arab	1,228	0.26%
Czech	433	0.09%
Danish	510	0.11%
Dutch	3,996	0.85%
English	40,100	8.51%
French (except Basque)	6,061	1.29%
French Canadian	1,395	0.30%
German	35,568	7.55%
Greek	597	0.13%
Hungarian	498	0.11%
Irish	37,348	7.93%
Italian	7,120	1.51%
Lithuanian	155	0.03%
United States or American	77,707	16.49%
Norwegian	1,755	0.37%
Polish	3,219	0.68%
Portuguese	314	0.07%
Russian	541	0.12%
Scottish	7,329	1.56%
Scotch-Irish	11,580	2.46%
Slovak	209	0.04%
Subsaharan African	2,821	0.60%
Swedish	1,453	0.31%
Swiss	403	0.09%
Ukrainian	257	0.06%
Welsh	1,281	0.27%
West Indian (except Hisp. groups)	620	0.13%
Other ancestries	106,141	22.52%
Ancestry Unclassified	120,589	25.59%
2020 Est. Pop Age 5+ by Language Spoken At Home		
Speak Only English at Home	398,826	90.23%
Speak Asian/Pacific Island Language at Home	8,270	1.87%
Speak IndoEuropean Language at Home	6,022	1.36%
Speak Spanish at Home	26,896	6.09%
Speak Other Language at Home	1,977	0.45%

Secondary Retail Trade Area • Demographic Profile

Gallatin, Tennessee

DESCRIPTION	DATA	%
2020 Est. Population by Age	471,228	
Age 0 - 4	29,237	6.20%
Age 5 - 9	29,580	6.28%
Age 10 - 14	29,898	6.35%
Age 15 - 17	17,939	3.81%
Age 18 - 20	16,733	3.55%
Age 21 - 24	21,317	4.52%
Age 25 - 34	64,353	13.66%
Age 35 - 44	63,546	13.49%
Age 45 - 54	62,494	13.26%
Age 55 - 64	61,030	12.95%
Age 65 - 74	45,587	9.67%
Age 75 - 84	21,644	4.59%
Age 85 and over	7,871	1.67%
Age 16 and over	376,627	79.93%
Age 18 and over	364,575	77.37%
Age 21 and over	347,842	73.82%
Age 65 and over	75,102	15.94%
2020 Est. Median Age		39.16
2020 Est. Average Age		39.55
2020 Est. Population by Sex	471,228	
Male	229,865	48.78%
Female	241,363	51.22%

DESCRIPTION	DATA	%
2020 Est. Male Population by Age	229,865	
Age 0 - 4	14,877	6.47%
Age 5 - 9	15,045	6.55%
Age 10 - 14	15,197	6.61%
Age 15 - 17	9,289	4.04%
Age 18 - 20	8,998	3.92%
Age 21 - 24	11,124	4.84%
Age 25 - 34	31,787	13.83%
Age 35 - 44	31,247	13.59%
Age 45 - 54	30,619	13.32%
Age 55 - 64	28,991	12.61%
Age 65 - 74	21,056	9.16%
Age 75 - 84	9,059	3.94%
Age 85 and over	2,578	1.12%
2020 Est. Median Age, Male		37.74
2020 Est. Average Age, Male		38.32
2020 Est. Female Population by Age	241,363	
Age 0 - 4	14,360	5.95%
Age 5 - 9	14,535	6.02%
Age 10 - 14	14,701	6.09%
Age 15 - 17	8,650	3.58%
Age 18 - 20	7,735	3.21%
Age 21 - 24	10,193	4.22%
Age 25 - 34	32,566	13.49%
Age 35 - 44	32,299	13.38%
Age 45 - 54	31,875	13.21%
Age 55 - 64	32,040	13.28%
Age 65 - 74	24,531	10.16%
Age 75 - 84	12,585	5.21%
Age 85 and over	5,293	2.19%
2020 Est. Median Age, Female		40.54
2020 Est. Average Age, Female		40.70

Secondary Retail Trade Area • Demographic Profile

Gallatin, Tennessee

DESCRIPTION	DATA	%
2020 Est. Pop Age 15+ by Marital Status		
Total, Never Married	112,628	29.44%
Males, Never Married	59,641	15.59%
Females, Never Married	52,987	13.85%
Married, Spouse present	183,428	47.95%
Married, Spouse absent	14,459	3.78%
Widowed	21,993	5.75%
Males Widowed	5,069	1.33%
Females Widowed	16,925	4.43%
Divorced	50,005	13.07%
Males Divorced	21,561	5.64%
Females Divorced	28,444	7.44%
2020 Est. Pop Age 25+ by Edu. Attainment		
Less than 9th grade	11,941	3.7%
Some High School, no diploma	21,561	6.6%
High School Graduate (or GED)	96,562	29.6%
Some College, no degree	74,670	22.9%
Associate Degree	26,233	8.0%
Bachelor's Degree	66,687	20.4%
Master's Degree	22,078	6.8%
Professional School Degree	3,637	1.1%
Doctorate Degree	3,155	1.0%
2020 Est. Pop Age 25+ by Edu. Attain., Hisp./ Lat.		
No High School Diploma	5,423	33.72%
High School Graduate	5,017	31.19%
Some College or Associate's Degree	3,210	19.96%
Bachelor's Degree or Higher	2,433	15.13%
Households		
2025 Projection	196,101	
2020 Estimate	184,556	
2010 Census	159,022	
2000 Census	137,325	
Growth 2020 - 2025		6.26%
Growth 2010 - 2020		16.06%
Growth 2000 - 2010		15.80%
2020 Est. Households by Household Type	184,556	
Family Households	125,461	67.98%
Nonfamily Households	59,095	32.02%
2020 Est. Group Quarters Population	7,080	
2020 Households by Ethnicity, Hispanic/Latino	7,912	

DESCRIPTION	DATA	%
2020 Est. Households by Household Income	184,556	
Income < \$15,000	13,823	7.49%
Income \$15,000 - \$24,999	13,539	7.34%
Income \$25,000 - \$34,999	15,472	8.38%
Income \$35,000 - \$49,999	23,610	12.79%
Income \$50,000 - \$74,999	35,872	19.44%
Income \$75,000 - \$99,999	26,555	14.39%
Income \$100,000 - \$124,999	18,469	10.01%
Income \$125,000 - \$149,999	12,605	6.83%
Income \$150,000 - \$199,999	12,099	6.56%
Income \$200,000 - \$249,999	5,610	3.04%
Income \$250,000 - \$499,999	4,866	2.64%
Income \$500,000+	2,034	1.10%
2020 Est. Average Household Income		\$88,972
2020 Est. Median Household Income		\$67,440
2020 Median HH Inc. by Single-Class. Race or Eth.		
White Alone		\$71,329
Black or African American Alone		\$52,226
American Indian and Alaska Native Alone		\$52,526
Asian Alone		\$81,718
Native Hawaiian and Other Pacific Islander Alone		\$41,219
Some Other Race Alone		\$46,371
Two or More Races		\$54,035
Hispanic or Latino		\$49,649
Not Hispanic or Latino		\$68,234
2020 Est. Family HH Type by Presence of Own Child.	125,461	
Married-Couple Family, own children	37,715	30.06%
Married-Couple Family, no own children	54,866	43.73%
Male Householder, own children	4,133	3.29%
Male Householder, no own children	4,272	3.41%
Female Householder, own children	13,326	10.62%
Female Householder, no own children	11,149	8.89%
2020 Est. Households by Household Size	184,556	
1-person	48,036	26.03%
2-person	63,149	34.22%
3-person	32,148	17.42%
4-person	23,818	12.91%
5-person	10,922	5.92%
6-person	4,101	2.22%
7-or-more-person	2,382	1.29%
2020 Est. Average Household Size		2.51

Secondary Retail Trade Area • Demographic Profile

Gallatin, Tennessee

DESCRIPTION	DATA	%
2020 Est. Households by Presence of People Under 18	184,556	
Households with 1 or More People under Age 18:	62,548	33.89%
Married-Couple Family	40,881	65.36%
Other Family, Male Householder	4,940	7.90%
Other Family, Female Householder	16,064	25.68%
Nonfamily, Male Householder	500	0.80%
Nonfamily, Female Householder	163	0.26%
Households with No People under Age 18:	122,007	66.11%
Married-Couple Family	51,731	42.40%
Other Family, Male Householder	3,448	2.83%
Other Family, Female Householder	8,391	6.88%
Nonfamily, Male Householder	26,333	21.58%
Nonfamily, Female Householder	32,104	26.31%
2020 Est. Households by Number of Vehicles	184,556	
No Vehicles	7,349	3.98%
1 Vehicle	56,549	30.64%
2 Vehicles	73,475	39.81%
3 Vehicles	31,663	17.16%
4 Vehicles	11,018	5.97%
5 or more Vehicles	4,503	2.44%
2020 Est. Average Number of Vehicles		2
Family Households		
2025 Projection	133,636	
2020 Estimate	125,461	
2010 Census	106,873	
2000 Census	95,554	
Growth 2020 - 2025		6.52%
Growth 2010 - 2020		17.39%
Growth 2000 - 2010		11.85%
2020 Est. Families by Poverty Status	125,461	
2020 Families at or Above Poverty	115,819	92.32%
2020 Families at or Above Poverty with Children	51,714	41.22%
2020 Families Below Poverty	9,641	7.69%
2020 Families Below Poverty with Children	6,809	5.43%
2020 Est. Pop 16+ by Employment Status	376,627	
Civilian Labor Force, Employed	245,380	65.15%
Civilian Labor Force, Unemployed	9,420	2.50%
Armed Forces	438	0.12%
Not in Labor Force	121,389	32.23%

DESCRIPTION	DATA	%
2020 Est. Civ. Employed Pop 16+ by Class of Worker	240,872	
For-Profit Private Workers	172,429	71.59%
Non-Profit Private Workers	15,846	6.58%
Local Government Workers	3,770	1.57%
State Government Workers	8,086	3.36%
Federal Government Workers	16,038	6.66%
Self-Employed Workers	24,362	10.11%
Unpaid Family Workers	341	0.14%
2020 Est. Civ. Employed Pop 16+ by Occupation	240,872	
Architect/Engineer	3,931	1.63%
Arts/Entertainment/Sports	7,313	3.04%
Building Grounds Maintenance	8,368	3.47%
Business/Financial Operations	11,765	4.88%
Community/Social Services	3,486	1.45%
Computer/Mathematical	6,176	2.56%
Construction/Extraction	12,420	5.16%
Education/Training/Library	12,887	5.35%
Farming/Fishing/Forestry	496	0.21%
Food Prep/Serving	14,841	6.16%
Health Practitioner/Technician	12,367	5.13%
Healthcare Support	5,141	2.13%
Maintenance Repair	7,663	3.18%
Legal	1,839	0.76%
Life/Physical/Social Science	1,304	0.54%
Management	26,791	11.12%
Office/Admin. Support	35,239	14.63%
Production	14,888	6.18%
Protective Services	4,815	2.00%
Sales/Related	25,977	10.79%
Personal Care/Service	7,233	3.00%
Transportation/Moving	15,936	6.62%
2020 Est. Pop 16+ by Occupation Classification	240,872	
White Collar	149,074	61.89%
Blue Collar	50,906	21.13%
Service and Farm	40,892	16.98%
2020 Est. Workers Age 16+ by Transp. to Work	236,380	
Drove Alone	191,420	80.98%
Car Pooled	22,615	9.57%
Public Transportation	2,825	1.20%
Walked	1,594	0.67%
Bicycle	194	0.08%
Other Means	2,796	1.18%
Worked at Home	14,935	6.32%

Secondary Retail Trade Area • Demographic Profile

Gallatin, Tennessee

DESCRIPTION	DATA	%
2020 Est. Workers Age 16+ by Travel Time to Work		
Less than 15 Minutes	46,507	
15 - 29 Minutes	78,464	
30 - 44 Minutes	53,615	
45 - 59 Minutes	23,809	
60 or more Minutes	20,974	
2020 Est. Avg Travel Time to Work in Minutes		31
2020 Est. Occupied Housing Units by Tenure	184,556	
Owner Occupied	129,071	69.94%
Renter Occupied	55,485	30.06%
2020 Owner Occ. HUs: Avg. Length of Residence		14.88
2020 Renter Occ. HUs: Avg. Length of Residence		6.14
2020 Est. Owner-Occupied Housing Units by Value	184,556	
Value Less than \$20,000	1,340	1.04%
Value \$20,000 - \$39,999	1,489	1.15%
Value \$40,000 - \$59,999	1,141	0.88%
Value \$60,000 - \$79,999	1,918	1.49%
Value \$80,000 - \$99,999	3,237	2.51%
Value \$100,000 - \$149,999	12,808	9.92%
Value \$150,000 - \$199,999	20,390	15.80%
Value \$200,000 - \$299,999	33,902	26.27%
Value \$300,000 - \$399,999	24,607	19.07%
Value \$400,000 - \$499,999	13,837	10.72%
Value \$500,000 - \$749,999	9,171	7.11%
Value \$750,000 - \$999,999	3,025	2.34%
Value \$1,000,000 or \$1,499,999	1,207	0.94%
Value \$1,500,000 or \$1,999,999	361	0.28%
Value \$2,000,000+	637	0.49%
2020 Est. Median All Owner-Occupied Housing Value		\$262,315
2020 Est. Housing Units by Units in Structure		
1 Unit Detached	141,481	71.16%
1 Unit Attached	6,688	3.36%
2 Units	8,091	4.07%
3 or 4 Units	4,816	2.42%
5 to 19 Units	16,874	8.49%
20 to 49 Units	5,008	2.52%
50 or More Units	5,175	2.60%
Mobile Home or Trailer	10,557	5.31%
Boat, RV, Van, etc.	128	0.06%

DESCRIPTION	DATA	%
2020 Est. Housing Units by Year Structure Built		
Housing Units Built 2014 or later	23,202	11.67%
Housing Units Built 2010 to 2014	6,646	3.34%
Housing Units Built 2000 to 2009	33,495	16.85%
Housing Units Built 1990 to 1999	29,899	15.04%
Housing Units Built 1980 to 1989	25,778	12.97%
Housing Units Built 1970 to 1979	26,461	13.31%
Housing Units Built 1960 to 1969	19,623	9.87%
Housing Units Built 1950 to 1959	15,998	8.05%
Housing Units Built 1940 to 1949	7,588	3.82%
Housing Unit Built 1939 or Earlier	10,127	5.09%
2020 Est. Median Year Structure Built		1988



ACKNOWLEDGMENTS

The observations, conclusions and recommendations contained in this study are solely those of The Retail Coach, LLC and should not be construed to represent the opinions of others, including its clients, or any other entity prior to such entity's express approval of this study.

All information furnished is from sources deemed reliable and is submitted subject to errors, omissions, change of terms and/or conditions.

Sources used in completing this study include: infoUSA™, Applied Geographic Solutions, Environics Analytics, ESRI, U.S. Census Bureau, Economy.com, Placer.AI, Spatial Insights Inc., Urban Land Institute, CensusViewer.com, International Council of Shopping Centers, and/or U.S. Bureau of Labor and Statistics. To better represent current data, where applicable, portions of estimated actual sales may be calculated using an average sales per square foot model. Mapping data is provided by Google, Nielsen, ESRI and/or Microsoft Corporation.

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