



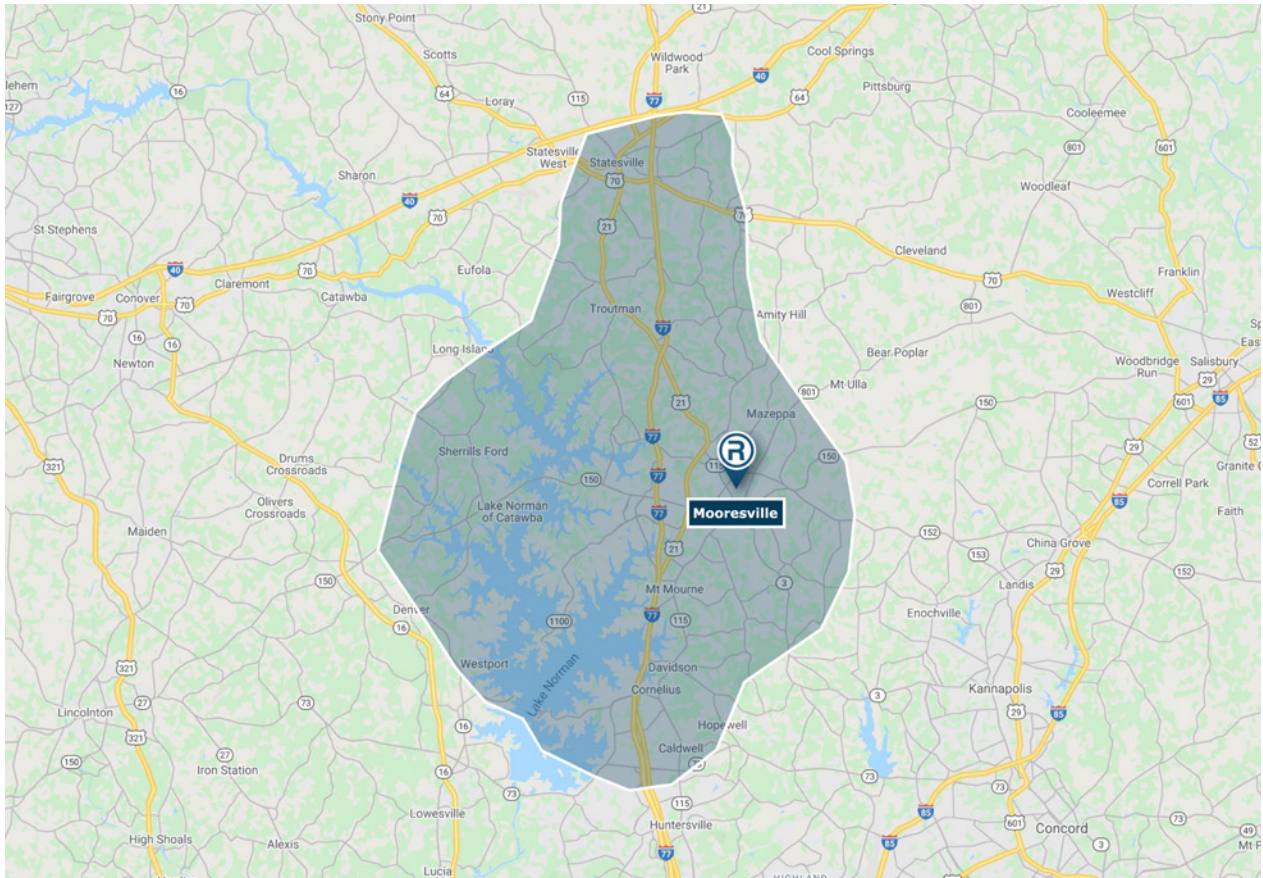
MOORESVILLE, NORTH CAROLINA



Primary 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.

Retail360® 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 Retail360® 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.



Primary Retail Trade Area • Gap/Opportunity Analysis

Mooresville, North Carolina

| NAICS | DESCRIPTION | POTENTIAL SALES | ACTUAL SALES | LEAKAGE | INDEX |
|--------------------|--|------------------------|------------------------|------------------------|-------------|
| 44, 45, 722 | Total retail trade including food and drinking places | \$4,911,891,622 | \$1,231,065,152 | \$3,680,826,470 | 0.25 |
| 441 | Motor vehicle and parts dealers | \$1,147,317,525 | \$390,976,501 | \$756,341,024 | 0.34 |
| 4411 | Automobile dealers | \$985,895,556 | \$281,836,272 | \$704,059,284 | 0.29 |
| 4412 | Other motor vehicle dealers | \$76,855,507 | \$67,401,703 | \$9,453,804 | 0.88 |
| 4413 | Automotive parts, accessories, and tire stores | \$84,566,463 | \$41,738,526 | \$42,827,937 | 0.49 |
| 442 | Furniture and home furnishings stores | \$105,331,080 | \$25,041,911 | \$80,289,169 | 0.24 |
| 4421 | Furniture stores | \$59,912,235 | \$11,852,006 | \$48,060,229 | 0.20 |
| 4422 | Home furnishings stores | \$45,418,845 | \$13,189,905 | \$32,228,940 | 0.29 |
| 443 | Electronics and appliance stores | \$59,502,925 | \$21,737,137 | \$37,765,788 | 0.37 |
| 443141 | Household appliance stores | \$9,282,615 | \$2,317,193 | \$6,965,422 | 0.25 |
| 443142 | Electronics stores | \$50,220,310 | \$19,419,944 | \$30,800,366 | 0.39 |
| 444 | Building material and garden equipment and supplies dealers | \$363,777,814 | \$80,353,979 | \$283,423,835 | 0.22 |
| 4441 | Building material and supplies dealers | \$328,618,251 | \$65,519,872 | \$263,098,379 | 0.20 |
| 44411 | Home centers | \$169,100,454 | \$37,546,338 | \$131,554,116 | 0.22 |
| 44412 | Paint and wallpaper stores | \$22,462,394 | \$5,504,503 | \$16,957,891 | 0.25 |
| 44413 | Hardware stores | \$24,776,751 | \$3,156,740 | \$21,620,011 | 0.13 |
| 44419 | Other building material dealers | \$112,278,651 | \$19,312,291 | \$92,966,360 | 0.17 |
| 4442 | Lawn and garden equipment and supplies stores | \$35,159,564 | \$14,834,107 | \$20,325,457 | 0.42 |
| 44421 | Outdoor power equipment stores | \$6,503,554 | \$1,140,037 | \$5,363,517 | 0.18 |
| 44422 | Nursery, garden center, and farm supply stores | \$28,656,010 | \$13,694,070 | \$14,961,940 | 0.48 |
| 445 | Food and beverage stores | \$569,890,489 | \$108,692,103 | \$461,198,386 | 0.19 |
| 4451 | Grocery stores | \$520,701,513 | \$96,079,566 | \$424,621,947 | 0.18 |
| 44511 | Supermarkets and other grocery (except convenience) stores | \$505,616,244 | \$95,559,179 | \$410,057,065 | 0.19 |
| 44512 | Convenience stores | \$15,085,268 | \$520,387 | \$14,564,881 | 0.03 |
| 4452 | Specialty food stores | \$12,520,129 | \$2,702,231 | \$9,817,898 | 0.22 |
| 4453 | Beer, wine, and liquor stores | \$36,668,847 | \$9,910,306 | \$26,758,541 | 0.27 |
| 446 | Health and personal care stores | \$328,837,115 | \$91,137,684 | \$237,699,431 | 0.28 |
| 44611 | Pharmacies and drug stores | \$284,482,381 | \$73,928,983 | \$210,553,398 | 0.26 |
| 44612 | Cosmetics, beauty supplies, and perfume stores | \$17,181,646 | \$8,001,071 | \$9,180,575 | 0.47 |
| 44613 | Optical goods stores | \$8,705,368 | \$4,437,996 | \$4,267,372 | 0.51 |
| 44619 | Other health and personal care stores | \$18,467,720 | \$4,769,634 | \$13,698,086 | 0.26 |
| 447 | Gasoline stations | \$448,490,378 | \$68,953,522 | \$379,536,856 | 0.15 |
| 448 | Clothing and clothing accessories stores | \$173,988,207 | \$23,296,028 | \$150,692,179 | 0.13 |
| 4481 | Clothing stores | \$121,288,680 | \$19,240,764 | \$102,047,916 | 0.16 |
| 44811 | Men's clothing stores | \$6,350,027 | \$0 | \$6,350,027 | 0.00 |
| 44812 | Women's clothing stores | \$24,363,417 | \$1,241,229 | \$23,122,188 | 0.05 |
| 44813 | Children's and infants' clothing stores | \$5,169,397 | \$0 | \$5,169,397 | 0.00 |
| 44814 | Family clothing stores | \$74,465,657 | \$17,630,032 | \$56,835,625 | 0.24 |
| 44815 | Clothing accessories stores | \$3,355,556 | \$0 | \$3,355,556 | 0.00 |
| 44819 | Other clothing stores | \$7,584,625 | \$369,503 | \$7,215,122 | 0.05 |
| 4482 | Shoe stores | \$31,990,470 | \$2,799,472 | \$29,190,998 | 0.09 |
| 4483 | Jewelry, luggage, and leather goods stores | \$20,709,056 | \$1,255,792 | \$19,453,264 | 0.06 |
| 44831 | Jewelry stores | \$19,488,624 | \$1,255,792 | \$18,232,832 | 0.06 |
| 44832 | Luggage and leather goods stores | \$1,220,432 | \$0 | \$1,220,432 | 0.00 |

Primary Retail Trade Area • Gap/Opportunity Analysis

Mooresville, North Carolina

| NAICS | DESCRIPTION | POTENTIAL SALES | ACTUAL SALES | LEAKAGE | INDEX |
|--------|--|-----------------|---------------|---------------|-------|
| 451 | Sporting goods, hobby, musical instrument, and book stores | \$51,644,754 | \$17,698,068 | \$33,946,686 | 0.34 |
| 4511 | Sporting goods, hobby, and musical instrument stores | \$43,693,146 | \$17,605,953 | \$26,087,193 | 0.40 |
| 45111 | Sporting goods stores | \$27,494,125 | \$12,389,081 | \$15,105,044 | 0.45 |
| 45112 | Hobby, toy, and game stores | \$10,264,526 | \$4,705,753 | \$5,558,773 | 0.46 |
| 45113 | Sewing, needlework, and piece goods stores | \$2,692,066 | \$303,946 | \$2,388,120 | 0.11 |
| 45114 | Musical instrument and supplies stores | \$3,242,428 | \$207,173 | \$3,035,255 | 0.06 |
| 4512 | Book stores and news dealers | \$7,951,608 | \$92,115 | \$7,859,493 | 0.01 |
| 452 | General merchandise stores | \$613,880,820 | \$142,262,668 | \$471,618,152 | 0.23 |
| 4522 | Department stores | \$94,630,886 | \$9,528,012 | \$85,102,874 | 0.10 |
| 4523 | Other general merchandise stores | \$519,249,934 | \$132,734,656 | \$386,515,278 | 0.26 |
| 453 | Miscellaneous store retailers | \$87,362,436 | \$37,047,015 | \$50,315,421 | 0.42 |
| 4531 | Florists | \$5,012,672 | \$514,854 | \$4,497,818 | 0.10 |
| 4532 | Office supplies, stationery, and gift stores | \$21,976,388 | \$5,923,854 | \$16,052,534 | 0.27 |
| 45321 | Office supplies and stationery stores | \$8,487,461 | \$3,076,363 | \$5,411,098 | 0.36 |
| 45322 | Gift, novelty, and souvenir stores | \$13,488,927 | \$2,847,491 | \$10,641,436 | 0.21 |
| 4533 | Used merchandise stores | \$14,510,960 | \$3,377,182 | \$11,133,778 | 0.23 |
| 4539 | Other miscellaneous store retailers | \$45,862,415 | \$27,231,125 | \$18,631,290 | 0.59 |
| 45391 | Pet and pet supplies stores | \$17,796,369 | \$10,846,369 | \$6,950,000 | 0.61 |
| 45399 | All other miscellaneous store retailers | \$28,066,046 | \$16,384,756 | \$11,681,290 | 0.58 |
| 454 | Non-store retailers | \$356,342,116 | \$81,951,879 | \$274,390,237 | 0.23 |
| 722 | Food services and drinking places | \$605,525,962 | \$141,916,657 | \$463,609,305 | 0.23 |
| 7223 | Special food services | \$48,314,085 | \$3,476,257 | \$44,837,828 | 0.07 |
| 7224 | Drinking places (alcoholic beverages) | \$12,308,552 | \$1,479,541 | \$10,829,011 | 0.12 |
| 7225 | Restaurants and other eating places | \$544,903,325 | \$136,960,859 | \$407,942,466 | 0.25 |
| 722511 | Full-service restaurants | \$243,255,757 | \$74,999,608 | \$168,256,149 | 0.31 |
| 722513 | Limited-service restaurants | \$259,455,602 | \$43,209,382 | \$216,246,220 | 0.17 |
| 722514 | Cafeterias, grill buffets, and buffets | \$18,164,917 | \$7,275,496 | \$10,889,421 | 0.40 |
| 722515 | Snack and nonalcoholic beverage bars | \$24,027,049 | \$11,476,373 | \$12,550,676 | 0.48 |

Primary Retail Trade Area • Demographic Profile

Mooresville, North Carolina

| DESCRIPTION | DATA | % |
|--|----------------|--------|
| Population | | |
| 2025 Projection | 221,232 | |
| 2020 Estimate | 205,129 | |
| 2010 Census | 167,725 | |
| 2000 Census | 113,106 | |
| Growth 2020 - 2025 | | 7.85% |
| Growth 2010 - 2020 | | 22.30% |
| Growth 2000 - 2010 | | 48.29% |
| 2020 Est. Population by Single-Classification Race | 205,129 | |
| White Alone | 165,980 | 80.92% |
| Black or African American Alone | 21,184 | 10.33% |
| Amer. Indian and Alaska Native Alone | 683 | 0.33% |
| Asian Alone | 6,632 | 3.23% |
| Native Hawaiian and Other Pacific Island Alone | 71 | 0.04% |
| Some Other Race Alone | 5,769 | 2.81% |
| Two or More Races | 4,808 | 2.34% |
| 2020 Est. Population by Hispanic or Latino Origin | 205,129 | |
| Not Hispanic or Latino | 191,126 | 93.17% |
| Hispanic or Latino | 14,002 | 6.83% |
| Mexican | 6,909 | 49.34% |
| Puerto Rican | 1,488 | 10.63% |
| Cuban | 635 | 4.54% |
| All Other Hispanic or Latino | 4,970 | 35.50% |
| 2020 Est. Hisp. or Latino Pop by Single-Class. Race | 14,002 | |
| White Alone | 7,003 | 50.01% |
| Black or African American Alone | 371 | 2.65% |
| American Indian and Alaska Native Alone | 151 | 1.08% |
| Asian Alone | 43 | 0.31% |
| Native Hawaiian and Other Pacific Islander Alone | 12 | 0.09% |
| Some Other Race Alone | 5,533 | 39.52% |
| Two or More Races | 889 | 6.35% |
| 2020 Est. Pop by Race, Asian Alone, by Category | 6,632 | |
| Chinese, except Taiwanese | 742 | 11.19% |
| Filipino | 498 | 7.51% |
| Japanese | 295 | 4.45% |
| Asian Indian | 2,988 | 45.05% |
| Korean | 269 | 4.06% |
| Vietnamese | 462 | 6.97% |
| Cambodian | 0 | 0.00% |
| Hmong | 787 | 11.87% |
| Laotian | 101 | 1.52% |
| Thai | 33 | 0.50% |
| All Other Asian Races Including 2+ Category | 458 | 6.91% |

| DESCRIPTION | DATA | % |
|--|----------------|--------|
| 2020 Est. Population by Ancestry | 205,129 | |
| Arab | 445 | 0.22% |
| Czech | 306 | 0.15% |
| Danish | 269 | 0.13% |
| Dutch | 1,921 | 0.94% |
| English | 18,328 | 8.94% |
| French (except Basque) | 2,902 | 1.42% |
| French Canadian | 874 | 0.43% |
| German | 23,208 | 11.31% |
| Greek | 530 | 0.26% |
| Hungarian | 596 | 0.29% |
| Irish | 15,090 | 7.36% |
| Italian | 7,785 | 3.80% |
| Lithuanian | 178 | 0.09% |
| United States or American | 22,097 | 10.77% |
| Norwegian | 882 | 0.43% |
| Polish | 3,438 | 1.68% |
| Portuguese | 177 | 0.09% |
| Russian | 573 | 0.28% |
| Scottish | 4,295 | 2.09% |
| Scotch-Irish | 8,705 | 4.24% |
| Slovak | 117 | 0.06% |
| Subsaharan African | 634 | 0.31% |
| Swedish | 980 | 0.48% |
| Swiss | 253 | 0.12% |
| Ukrainian | 150 | 0.07% |
| Welsh | 805 | 0.39% |
| West Indian (except Hisp. groups) | 496 | 0.24% |
| Other ancestries | 38,247 | 18.65% |
| Ancestry Unclassified | 50,847 | 24.79% |
| 2020 Est. Pop Age 5+ by Language Spoken At Home | | |
| Speak Only English at Home | 174,525 | 90.05% |
| Speak Asian/Pacific Island Language at Home | 3,334 | 1.72% |
| Speak IndoEuropean Language at Home | 3,878 | 2.00% |
| Speak Spanish at Home | 11,659 | 6.02% |
| Speak Other Language at Home | 405 | 0.21% |

Primary Retail Trade Area • Demographic Profile

Mooresville, North Carolina

| DESCRIPTION | DATA | % |
|------------------------------------|----------------|--------|
| 2020 Est. Population by Age | 205,129 | |
| Age 0 - 4 | 11,327 | 5.52% |
| Age 5 - 9 | 12,054 | 5.88% |
| Age 10 - 14 | 13,128 | 6.40% |
| Age 15 - 17 | 8,600 | 4.19% |
| Age 18 - 20 | 8,638 | 4.21% |
| Age 21 - 24 | 10,394 | 5.07% |
| Age 25 - 34 | 24,158 | 11.78% |
| Age 35 - 44 | 25,447 | 12.41% |
| Age 45 - 54 | 30,518 | 14.88% |
| Age 55 - 64 | 28,564 | 13.93% |
| Age 65 - 74 | 20,096 | 9.80% |
| Age 75 - 84 | 9,206 | 4.49% |
| Age 85 and over | 2,999 | 1.46% |
| Age 16 and over | 165,801 | 80.83% |
| Age 18 and over | 160,020 | 78.01% |
| Age 21 and over | 151,382 | 73.80% |
| Age 65 and over | 32,300 | 15.75% |
| 2020 Est. Median Age | | 40.77 |
| 2020 Est. Average Age | | 40.03 |
| 2020 Est. Population by Sex | 205,129 | |
| Male | 100,357 | 48.92% |
| Female | 104,772 | 51.08% |

| DESCRIPTION | DATA | % |
|---|----------------|--------|
| 2020 Est. Male Population by Age | 100,357 | |
| Age 0 - 4 | 5,796 | 5.78% |
| Age 5 - 9 | 6,148 | 6.13% |
| Age 10 - 14 | 6,654 | 6.63% |
| Age 15 - 17 | 4,368 | 4.35% |
| Age 18 - 20 | 4,380 | 4.36% |
| Age 21 - 24 | 5,304 | 5.29% |
| Age 25 - 34 | 12,205 | 12.16% |
| Age 35 - 44 | 12,447 | 12.40% |
| Age 45 - 54 | 14,738 | 14.69% |
| Age 55 - 64 | 13,826 | 13.78% |
| Age 65 - 74 | 9,480 | 9.45% |
| Age 75 - 84 | 3,993 | 3.98% |
| Age 85 and over | 1,019 | 1.02% |
| 2020 Est. Median Age, Male | | 39.39 |
| 2020 Est. Average Age, Male | | 39.05 |
| 2020 Est. Female Population by Age | 104,772 | |
| Age 0 - 4 | 5,532 | 5.28% |
| Age 5 - 9 | 5,906 | 5.64% |
| Age 10 - 14 | 6,474 | 6.18% |
| Age 15 - 17 | 4,232 | 4.04% |
| Age 18 - 20 | 4,258 | 4.06% |
| Age 21 - 24 | 5,090 | 4.86% |
| Age 25 - 34 | 11,952 | 11.41% |
| Age 35 - 44 | 13,000 | 12.41% |
| Age 45 - 54 | 15,781 | 15.06% |
| Age 55 - 64 | 14,739 | 14.07% |
| Age 65 - 74 | 10,616 | 10.13% |
| Age 75 - 84 | 5,213 | 4.98% |
| Age 85 and over | 1,980 | 1.89% |
| 2020 Est. Median Age, Female | | 42.05 |
| 2020 Est. Average Age, Female | | 40.96 |

Primary Retail Trade Area • Demographic Profile

Mooresville, North Carolina

| DESCRIPTION | DATA | % |
|---|---------------|--------|
| 2020 Est. Pop Age 15+ by Marital Status | | |
| Total, Never Married | 46,671 | 27.68% |
| Males, Never Married | 25,492 | 15.12% |
| Females, Never Married | 21,179 | 12.56% |
| Married, Spouse present | 87,875 | 52.11% |
| Married, Spouse absent | 6,555 | 3.89% |
| Widowed | 8,203 | 4.87% |
| Males Widowed | 1,807 | 1.07% |
| Females Widowed | 6,396 | 3.79% |
| Divorced | 19,316 | 11.46% |
| Males Divorced | 7,518 | 4.46% |
| Females Divorced | 11,798 | 7.00% |
| 2020 Est. Pop Age 25+ by Edu. Attainment | | |
| Less than 9th grade | 3,975 | 2.8% |
| Some High School, no diploma | 5,966 | 4.2% |
| High School Graduate (or GED) | 31,381 | 22.3% |
| Some College, no degree | 29,100 | 20.6% |
| Associate Degree | 14,678 | 10.4% |
| Bachelor's Degree | 38,441 | 27.3% |
| Master's Degree | 13,374 | 9.5% |
| Professional School Degree | 2,680 | 1.9% |
| Doctorate Degree | 1,392 | 1.0% |
| 2020 Est. Pop Age 25+ by Edu. Attain., Hisp./ Lat. | | |
| No High School Diploma | 2,096 | 27.90% |
| High School Graduate | 1,995 | 26.55% |
| Some College or Associate's Degree | 1,847 | 24.58% |
| Bachelor's Degree or Higher | 1,574 | 20.95% |
| Households | | |
| 2025 Projection | 85,377 | |
| 2020 Estimate | 79,302 | |
| 2010 Census | 65,314 | |
| 2000 Census | 43,853 | |
| Growth 2020 - 2025 | | 7.66% |
| Growth 2010 - 2020 | | 21.42% |
| Growth 2000 - 2010 | | 48.94% |
| 2020 Est. Households by Household Type | 79,302 | |
| Family Households | 54,858 | 69.18% |
| Nonfamily Households | 24,445 | 30.83% |
| 2020 Est. Group Quarters Population | 3,160 | |
| 2020 Households by Ethnicity, Hispanic/Latino | 3,736 | |

| DESCRIPTION | DATA | % |
|---|---------------|-----------|
| 2020 Est. Households by Household Income | 79,302 | |
| Income < \$15,000 | 5,657 | 7.13% |
| Income \$15,000 - \$24,999 | 5,853 | 7.38% |
| Income \$25,000 - \$34,999 | 5,927 | 7.47% |
| Income \$35,000 - \$49,999 | 9,390 | 11.84% |
| Income \$50,000 - \$74,999 | 12,206 | 15.39% |
| Income \$75,000 - \$99,999 | 9,632 | 12.15% |
| Income \$100,000 - \$124,999 | 8,086 | 10.20% |
| Income \$125,000 - \$149,999 | 5,800 | 7.31% |
| Income \$150,000 - \$199,999 | 6,614 | 8.34% |
| Income \$200,000 - \$249,999 | 3,544 | 4.47% |
| Income \$250,000 - \$499,999 | 4,242 | 5.35% |
| Income \$500,000+ | 2,350 | 2.96% |
| 2020 Est. Average Household Income | | \$110,804 |
| 2020 Est. Median Household Income | | \$76,442 |
| 2020 Median HH Inc. by Single-Class. Race or Eth. | | |
| White Alone | | \$82,902 |
| Black or African American Alone | | \$39,016 |
| American Indian and Alaska Native Alone | | \$55,844 |
| Asian Alone | | \$105,353 |
| Native Hawaiian and Other Pacific Islander Alone | | \$115,754 |
| Some Other Race Alone | | \$50,303 |
| Two or More Races | | \$62,878 |
| Hispanic or Latino | | \$49,716 |
| Not Hispanic or Latino | | \$77,855 |
| 2020 Est. Family HH Type by Presence of Own Child. | 54,858 | |
| Married-Couple Family, own children | 19,426 | 35.41% |
| Married-Couple Family, no own children | 23,895 | 43.56% |
| Male Householder, own children | 1,715 | 3.13% |
| Male Householder, no own children | 1,491 | 2.72% |
| Female Householder, own children | 4,913 | 8.96% |
| Female Householder, no own children | 3,417 | 6.23% |
| 2020 Est. Households by Household Size | 79,302 | |
| 1-person | 19,463 | 24.54% |
| 2-person | 27,162 | 34.25% |
| 3-person | 13,661 | 17.23% |
| 4-person | 11,551 | 14.57% |
| 5-person | 5,095 | 6.43% |
| 6-person | 1,663 | 2.10% |
| 7-or-more-person | 709 | 0.89% |
| 2020 Est. Average Household Size | | 2.55 |

Primary Retail Trade Area • Demographic Profile

Mooresville, North Carolina

| DESCRIPTION | DATA | % |
|--|---------------|---------------|
| 2020 Est. Households by Presence of People Under 18 | 79,302 | |
| Households with 1 or More People under Age 18: | 28,150 | 35.50% |
| Married-Couple Family | 20,316 | 72.17% |
| Other Family, Male Householder | 1,959 | 6.96% |
| Other Family, Female Householder | 5,655 | 20.09% |
| Nonfamily, Male Householder | 181 | 0.64% |
| Nonfamily, Female Householder | 40 | 0.14% |
| Households with No People under Age 18: | 51,152 | 64.50% |
| Married-Couple Family | 23,013 | 44.99% |
| Other Family, Male Householder | 1,241 | 2.43% |
| Other Family, Female Householder | 2,677 | 5.23% |
| Nonfamily, Male Householder | 11,586 | 22.65% |
| Nonfamily, Female Householder | 12,636 | 24.70% |
| 2020 Est. Households by Number of Vehicles | 79,302 | |
| No Vehicles | 2,273 | 2.87% |
| 1 Vehicle | 23,802 | 30.01% |
| 2 Vehicles | 33,417 | 42.14% |
| 3 Vehicles | 13,569 | 17.11% |
| 4 Vehicles | 4,488 | 5.66% |
| 5 or more Vehicles | 1,754 | 2.21% |
| 2020 Est. Average Number of Vehicles | | 2.01 |
| Family Households | | |
| 2025 Projection | 59,088 | |
| 2020 Estimate | 54,858 | |
| 2010 Census | 45,157 | |
| 2000 Census | 31,316 | |
| Growth 2020 - 2025 | | 7.71% |
| Growth 2010 - 2020 | | 21.48% |
| Growth 2000 - 2010 | | 44.20% |

| | | |
|---|----------------|--------|
| 2020 Est. Families by Poverty Status | 54,858 | |
| 2020 Families at or Above Poverty | 51,246 | 93.42% |
| 2020 Families at or Above Poverty with Children | 22,935 | 41.81% |
| 2020 Families Below Poverty | 3,612 | 6.58% |
| 2020 Families Below Poverty with Children | 2,784 | 5.08% |
| 2020 Est. Pop 16+ by Employment Status | 165,802 | |
| Civilian Labor Force, Employed | 104,319 | 62.92% |
| Civilian Labor Force, Unemployed | 4,408 | 2.66% |
| Armed Forces | 81 | 0.05% |
| Not in Labor Force | 56,994 | 34.38% |

| DESCRIPTION | DATA | % |
|---|----------------|--------|
| 2020 Est. Civ. Employed Pop 16+ by Class of Worker | 103,336 | |
| For-Profit Private Workers | 76,885 | 74.40% |
| Non-Profit Private Workers | 6,202 | 6.00% |
| Local Government Workers | 546 | 0.53% |
| State Government Workers | 3,848 | 3.72% |
| Federal Government Workers | 3,894 | 3.77% |
| Self-Employed Workers | 11,812 | 11.43% |
| Unpaid Family Workers | 148 | 0.14% |
| 2020 Est. Civ. Employed Pop 16+ by Occupation | 103,336 | |
| Architect/Engineer | 1,858 | 1.80% |
| Arts/Entertainment/Sports | 2,661 | 2.58% |
| Building Grounds Maintenance | 2,849 | 2.76% |
| Business/Financial Operations | 6,548 | 6.34% |
| Community/Social Services | 1,253 | 1.21% |
| Computer/Mathematical | 3,330 | 3.22% |
| Construction/Extraction | 3,744 | 3.62% |
| Education/Training/Library | 6,237 | 6.04% |
| Farming/Fishing/Forestry | 251 | 0.24% |
| Food Prep/Serving | 6,653 | 6.44% |
| Health Practitioner/Technician | 5,478 | 5.30% |
| Healthcare Support | 1,969 | 1.91% |
| Maintenance Repair | 2,869 | 2.78% |
| Legal | 801 | 0.78% |
| Life/Physical/Social Science | 797 | 0.77% |
| Management | 14,732 | 14.26% |
| Office/Admin. Support | 10,384 | 10.05% |
| Production | 6,731 | 6.51% |
| Protective Services | 1,334 | 1.29% |
| Sales/Related | 14,086 | 13.63% |
| Personal Care/Service | 3,005 | 2.91% |
| Transportation/Moving | 5,768 | 5.58% |

| | | |
|---|----------------|--------|
| 2020 Est. Pop 16+ by Occupation Classification | 103,336 | |
| White Collar | 68,164 | 65.96% |
| Blue Collar | 19,112 | 18.50% |
| Service and Farm | 16,061 | 15.54% |
| 2020 Est. Workers Age 16+ by Transp. to Work | 101,568 | |
| Drove Alone | 82,196 | 80.93% |
| Car Pooled | 7,280 | 7.17% |
| Public Transportation | 539 | 0.53% |
| Walked | 1,390 | 1.37% |
| Bicycle | 111 | 0.11% |
| Other Means | 1,274 | 1.25% |
| Worked at Home | 8,779 | 8.64% |

Primary Retail Trade Area • Demographic Profile

Mooresville, North Carolina

| DESCRIPTION | DATA | % |
|---|---------------|-----------|
| 2020 Est. Workers Age 16+ by Travel Time to Work | | |
| Less than 15 Minutes | 26,115 | |
| 15 - 29 Minutes | 30,984 | |
| 30 - 44 Minutes | 17,500 | |
| 45 - 59 Minutes | 9,000 | |
| 60 or more Minutes | 9,637 | |
| | | |
| 2020 Est. Avg Travel Time to Work in Minutes | | 30 |
| | | |
| 2020 Est. Occupied Housing Units by Tenure | 79,302 | |
| Owner Occupied | 56,879 | 71.73% |
| Renter Occupied | 22,423 | 28.28% |
| | | |
| 2020 Owner Occ. HUs: Avg. Length of Residence | | 13.17 |
| | | |
| 2020 Renter Occ. HUs: Avg. Length of Residence | | 5.74 |
| | | |
| 2020 Est. Owner-Occupied Housing Units by Value | 79,302 | |
| Value Less than \$20,000 | 670 | 1.18% |
| Value \$20,000 - \$39,999 | 804 | 1.41% |
| Value \$40,000 - \$59,999 | 729 | 1.28% |
| Value \$60,000 - \$79,999 | 812 | 1.43% |
| Value \$80,000 - \$99,999 | 1,509 | 2.65% |
| Value \$100,000 - \$149,999 | 5,194 | 9.13% |
| Value \$150,000 - \$199,999 | 6,735 | 11.84% |
| Value \$200,000 - \$299,999 | 11,639 | 20.46% |
| Value \$300,000 - \$399,999 | 9,164 | 16.11% |
| Value \$400,000 - \$499,999 | 5,867 | 10.32% |
| Value \$500,000 - \$749,999 | 6,501 | 11.43% |
| Value \$750,000 - \$999,999 | 3,375 | 5.93% |
| Value \$1,000,000 or \$1,499,999 | 2,320 | 4.08% |
| Value \$1,500,000 or \$1,999,999 | 884 | 1.55% |
| Value \$2,000,000+ | 676 | 1.19% |
| | | |
| 2020 Est. Median All Owner-Occupied Housing Value | | \$303,316 |

| DESCRIPTION | DATA | % |
|--|--------|--------|
| 2020 Est. Housing Units by Year Structure Built | | |
| Housing Units Built 2014 or later | 11,656 | 13.16% |
| Housing Units Built 2010 to 2014 | 3,387 | 3.83% |
| Housing Units Built 2000 to 2009 | 25,703 | 29.03% |
| Housing Units Built 1990 to 1999 | 19,643 | 22.19% |
| Housing Units Built 1980 to 1989 | 8,399 | 9.49% |
| Housing Units Built 1970 to 1979 | 6,600 | 7.45% |
| Housing Units Built 1960 to 1969 | 4,795 | 5.42% |
| Housing Units Built 1950 to 1959 | 3,409 | 3.85% |
| Housing Units Built 1940 to 1949 | 1,818 | 2.05% |
| Housing Unit Built 1939 or Earlier | 3,133 | 3.54% |
| | | |
| 2020 Est. Median Year Structure Built | | 1998 |

| DESCRIPTION | DATA | % |
|--|--------|--------|
| 2020 Est. Housing Units by Units in Structure | | |
| 1 Unit Attached | 62,423 | 70.50% |
| 1 Unit Detached | 5,307 | 5.99% |
| 2 Units | 1,303 | 1.47% |
| 3 or 4 Units | 2,028 | 2.29% |
| 5 to 19 Units | 8,386 | 9.47% |
| 20 to 49 Units | 2,253 | 2.54% |
| 50 or More Units | 1,116 | 1.26% |
| Mobile Home or Trailer | 5,685 | 6.42% |
| Boat, RV, Van, etc. | 41 | 0.05% |



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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