

## CBP - Apparel Products

Radius 1: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 1.00 Miles, Total

| Product Category                                    | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|---|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| <b>Total Specified Consumer Expenditures - USA</b>  | 5,952,277,279  |           | 6,525,302,312  |           | 50,934                       | 53,700                       | 1.93                         |                            |
| <b>Total Specified Consumer Expenditures (AREA)</b> | 1,069,946  | 0.02      | 1,224,964  | 0.02      | 60,555                       | 64,543                       | 2.90                         | 119                        |
| Total Apparel                                       | 89,066   | 8.32      | 105,715  | 8.63      | 5,041                        | 5,570                        | 3.74                         | 125                        |
| Women's Apparel                                     | 28,444   | 2.66      | 33,914   | 2.77      | 1,610                        | 1,787                        | 3.85                         | 122                        |
| Women's Dresses                                     | 2,387  | 0.22      | 2,781  | 0.23      | 135                          | 147                          | 3.30                         | 123                        |
| Women's Cts/Jckts/Furs                              | 1,560  | 0.15      | 1,918  | 0.16      | 88                           | 101                          | 4.60                         | 99                         |
| Women's Sport coat/Tailored Jackets                 | 329  | 0.03      | 399  | 0.03      | 19                           | 21                           | 4.20                         | 153                        |
| Women's/Vests/Sweaters/Sweater Sets                 | 1,622  | 0.15      | 1,946  | 0.16      | 92                           | 103                          | 3.99                         | 121                        |
| Women's Shirts/Tops/Blouses                         | 5,468  | 0.51      | 6,476  | 0.53      | 309                          | 341                          | 3.69                         | 119                        |
| Women's Skirts                                      | 1,484  | 0.14      | 1,777  | 0.15      | 84                           | 94                           | 3.94                         | 140                        |
| Women's Pants/Shorts                                | 7,461  | 0.70      | 8,853  | 0.72      | 422                          | 466                          | 3.73                         | 121                        |
| Women's Active Sportswear                           | 675  | 0.06      | 813  | 0.07      | 38                           | 43                           | 4.10                         | 128                        |
| Women's Sleepwear                                   | 587  | 0.05      | 711  | 0.06      | 33                           | 37                           | 4.22                         | 109                        |
| Women's Undergarments                               | 1,806  | 0.17      | 2,149  | 0.18      | 102                          | 113                          | 3.80                         | 113                        |
| Women's Hosiery                                     | 396  | 0.04      | 476  | 0.04      | 22                           | 25                           | 4.01                         | 103                        |
| Women's Suits                                       | 2,109  | 0.20      | 2,551  | 0.21      | 119                          | 134                          | 4.19                         | 170                        |
| Women's Accessories                                 | 987  | 0.09      | 1,184  | 0.10      | 56                           | 62                           | 4.00                         | 127                        |
| Women's Uniforms/Costumes                           | 1,572  | 0.15      | 1,879  | 0.15      | 89                           | 99                           | 3.90                         | 126                        |
| Girl's Apparel                                      | 4,078  | 0.38      | 4,865  | 0.40      | 231                          | 256                          | 3.86                         | 80                         |
| Girl's Dresses/Suits                                | 362  | 0.03      | 435  | 0.04      | 20                           | 23                           | 4.05                         | 103                        |
| Girl's Cts/Jckts/Furs                               | 136  | 0.01      | 165  | 0.01      | 8                            | 9                            | 4.32                         | 55                         |
| Girl's Shirts/Blouses/Sweaters                      | 1,168  | 0.11      | 1,384  | 0.11      | 66                           | 73                           | 3.71                         | 83                         |
| Girl's Pants/Shorts                                 | 1,613  | 0.15      | 1,923  | 0.16      | 91                           | 101                          | 3.84                         | 76                         |
| Girl's Active Sportswear                            | 129  | 0.01      | 154  | 0.01      | 7                            | 8                            | 3.90                         | 91                         |
| Girl's Underwear/Sleepwear                          | 266  | 0.02      | 317  | 0.03      | 15                           | 17                           | 3.86                         | 75                         |
| Girl's Hosiery                                      | 76   | 0.01      | 90   | 0.01      | 4                            | 5                            | 3.76                         | 71                         |
| Girl's Accessories                                  | 43   | 0.00      | 52   | 0.00      | 2                            | 3                            | 3.89                         | 94                         |
| Girl's Uniforms/Costumes                            | 286  | 0.03      | 345  | 0.03      | 16                           | 18                           | 4.13                         | 81                         |
| Men's Apparel                                       | 19,697   | 1.84      | 23,638   | 1.93      | 1,115                        | 1,245                        | 4.00                         | 132                        |
| Men's Suits   | 3,555  | 0.33      | 4,332  | 0.35      | 201                          | 228                          | 4.37                         | 165                        |



Prepared On: Fri Oct 21, 2011 Page 1 Of 10

Prepared By:

Project Code:

Nielsen Solution Center 1 800 866 6511

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**Radius 1: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 1.00 Miles, Total**

| Product Category                     | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|--------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Men's Sport Coats/Tailored Jackets   | 704  | 0.07      | 856  | 0.07      | 40                           | 45                           | 4.33                         | 163                        |
| Men's Coats/Jackets                  | 1,524  | 0.14      | 1,837  | 0.15      | 86                           | 97                           | 4.10                         | 127                        |
| Men's Undergarments                  | 877  | 0.08      | 1,049  | 0.09      | 50                           | 55                           | 3.93                         | 121                        |
| Men's Hosiery                        | 354  | 0.03      | 425  | 0.03      | 20                           | 22                           | 4.03                         | 115                        |
| Men's Nightwear                      | 107  | 0.01      | 129  | 0.01      | 6                            | 7                            | 4.06                         | 126                        |
| Men's Accessories                    | 758  | 0.07      | 909  | 0.07      | 43                           | 48                           | 3.98                         | 126                        |
| Men's Sweaters/Vests                 | 468  | 0.04      | 567  | 0.05      | 26                           | 30                           | 4.25                         | 108                        |
| Men's Active Sportswear              | 918  | 0.09      | 1,094  | 0.09      | 52                           | 58                           | 3.85                         | 117                        |
| Men's Shirts                         | 4,705  | 0.44      | 5,633  | 0.46      | 266                          | 297                          | 3.95                         | 130                        |
| Men's Pants/Shorts                   | 5,036  | 0.47      | 5,993  | 0.49      | 285                          | 316                          | 3.80                         | 125                        |
| Men's Uniforms/Costumes              | 692  | 0.06      | 814  | 0.07      | 39                           | 43                           | 3.51                         | 137                        |
| Boy's Apparel                        | 2,682  | 0.25      | 3,202  | 0.26      | 152                          | 169                          | 3.88                         | 73                         |
| Boy's Coats/Jackets                  | 128  | 0.01      | 155  | 0.01      | 7                            | 8                            | 4.13                         | 68                         |
| Boy's Sweaters                       | 80   | 0.01      | 97   | 0.01      | 5                            | 5                            | 4.09                         | 67                         |
| Boy's Suits/Sport coats/Vests        | 57   | 0.01      | 70   | 0.01      | 3                            | 4                            | 4.35                         | 84                         |
| Boy's Shirts                         | 614  | 0.06      | 734  | 0.06      | 35                           | 39                           | 3.91                         | 71                         |
| Boy's Undergarments                  | 139  | 0.01      | 167  | 0.01      | 8                            | 9                            | 3.96                         | 68                         |
| Boy's Nightware                      | 33   | 0.00      | 40   | 0.00      | 2                            | 2                            | 4.54                         | 97                         |
| Boy's Hosiery                        | 89   | 0.01      | 106  | 0.01      | 5                            | 6                            | 3.81                         | 64                         |
| Boy's Pants/Shorts                   | 1,210  | 0.11      | 1,436  | 0.12      | 68                           | 76                           | 3.74                         | 74                         |
| Boy's Accessories                    | 75   | 0.01      | 91   | 0.01      | 4                            | 5                            | 4.18                         | 87                         |
| Boy's Uniforms/Costumes              | 137  | 0.01      | 163  | 0.01      | 8                            | 9                            | 3.80                         | 73                         |
| Boys Active Sportswear               | 119  | 0.01      | 145  | 0.01      | 7                            | 8                            | 4.20                         | 84                         |
| Infants' Apparel                     | 1,554  | 0.15      | 1,844  | 0.15      | 88                           | 97                           | 3.73                         | 77                         |
| Infant's Coats/Jackets/Snowsuits     | 22   | 0.00      | 26   | 0.00      | 1                            | 1                            | 4.04                         | 69                         |
| Infant's Rompers/Dresses/Outerwear   | 566  | 0.05      | 673  | 0.05      | 32                           | 35                           | 3.78                         | 83                         |
| Infant's Undergarments (Incl Diaper) | 706  | 0.07      | 837  | 0.07      | 40                           | 44                           | 3.68                         | 74                         |
| Infant's Sleeping Garments           | 94   | 0.01      | 113  | 0.01      | 5                            | 6                            | 3.85                         | 88                         |
| Infant's Accessories                 | 166  | 0.02      | 196  | 0.02      | 9                            | 10                           | 3.63                         | 71                         |
| Footwear (Excl Infants)              | 9,790  | 0.92      | 11,689   | 0.95      | 554                          | 616                          | 3.88                         | 105                        |
| Men's Footwear                       | 3,788  | 0.35      | 4,494  | 0.37      | 214                          | 237                          | 3.73                         | 119                        |
| Boy's Footwear                       | 604  | 0.06      | 721  | 0.06      | 34                           | 38                           | 3.85                         | 65                         |
| Women's Footwear                     | 4,675  | 0.44      | 5,606  | 0.46      | 265                          | 295                          | 3.99                         | 112                        |



Prepared On: Fri Oct 21, 2011 Page 2 Of 10

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**Radius 1: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 1.00 Miles, Total**

| Product Category                   | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Girl's Footwear                    | 724  | 0.07      | 868  | 0.07      | 41                           | 46                           | 3.99                         | 71                         |
| Other Apparel Products             | 22,820   | 2.13      | 26,563   | 2.17      | 1,292                        | 1,400                        | 3.28                         | 173                        |
| Clothing Material/Patterns/Notions | 630  | 0.06      | 747  | 0.06      | 36                           | 39                           | 3.71                         | 125                        |
| Clothing Rental/Storage            | 842  | 0.08      | 1,003  | 0.08      | 48                           | 53                           | 3.83                         | 132                        |
| Clothing Repair/Alteration         | 490  | 0.05      | 550  | 0.04      | 28                           | 29                           | 2.48                         | 169                        |
| Shoe Repair/Services               | 149  | 0.01      | 168  | 0.01      | 8                            | 9                            | 2.44                         | 183                        |
| Coin Op Laundry Service            | 1,342  | 0.13      | 1,445  | 0.12      | 76                           | 76                           | 1.53                         | 154                        |
| Laundry/Dry-Clean (Non-coin)       | 2,530  | 0.24      | 2,859  | 0.23      | 143                          | 151                          | 2.60                         | 194                        |
| Jewelry Products                   | 14,304   | 1.34      | 16,817   | 1.37      | 810                          | 886                          | 3.51                         | 181                        |
| Watches                            | 1,870  | 0.17      | 2,190  | 0.18      | 106                          | 115                          | 3.42                         | 176                        |
| Watch/Jewelry Repair               | 662  | 0.06      | 783  | 0.06      | 37                           | 41                           | 3.67                         | 136                        |

## CBP - Apparel Products

Radius 2: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 3.00 Miles, Total

| Product Category                                    | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|---|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| <b>Total Specified Consumer Expenditures - USA</b>  | 5,952,277,279  |           | 6,525,302,312  |           | 50,934                       | 53,700                       | 1.93                         |                            |
| <b>Total Specified Consumer Expenditures (AREA)</b> | 8,623,411  | 0.14      | 9,703,280  | 0.15      | 60,567                       | 64,508                       | 2.50                         | 119                        |
| Total Apparel                                       | 715,605  | 8.30      | 835,406  | 8.61      | 5,026                        | 5,554                        | 3.35                         | 124                        |
| Women's Apparel                                     | 228,239  | 2.65      | 267,418  | 2.76      | 1,603                        | 1,778                        | 3.43                         | 122                        |
| Women's Dresses                                     | 18,830   | 0.22      | 21,645   | 0.22      | 132                          | 144                          | 2.99                         | 120                        |
| Women's Cts/Jckts/Furs                              | 12,919   | 0.15      | 15,493   | 0.16      | 91                           | 103                          | 3.98                         | 102                        |
| Women's Sport coat/Tailored Jackets                 | 2,724  | 0.03      | 3,226  | 0.03      | 19                           | 21                           | 3.69                         | 157                        |
| Women's/Vests/Sweaters/Sweater Sets                 | 13,193   | 0.15      | 15,529   | 0.16      | 93                           | 103                          | 3.54                         | 122                        |
| Women's Shirts/Tops/Blouses                         | 43,536   | 0.50      | 50,741   | 0.52      | 306                          | 337                          | 3.31                         | 117                        |
| Women's Skirts                                      | 12,098   | 0.14      | 14,214   | 0.15      | 85                           | 94                           | 3.50                         | 142                        |
| Women's Pants/Shorts                                | 58,814   | 0.68      | 68,730   | 0.71      | 413                          | 457                          | 3.37                         | 118                        |
| Women's Active Sportswear                           | 5,412  | 0.06      | 6,412  | 0.07      | 38                           | 43                           | 3.69                         | 127                        |
| Women's Sleepwear                                   | 4,883  | 0.06      | 5,779  | 0.06      | 34                           | 38                           | 3.67                         | 113                        |
| Women's Undergarments                               | 14,502   | 0.17      | 16,961   | 0.17      | 102                          | 113                          | 3.39                         | 113                        |
| Women's Hosiery                                     | 3,241  | 0.04      | 3,816  | 0.04      | 23                           | 25                           | 3.54                         | 104                        |
| Women's Suits                                       | 17,485   | 0.20      | 20,658   | 0.21      | 123                          | 137                          | 3.63                         | 175                        |
| Women's Accessories                                 | 7,913  | 0.09      | 9,314  | 0.10      | 56                           | 62                           | 3.54                         | 126                        |
| Women's Uniforms/Costumes                           | 12,688   | 0.15      | 14,902   | 0.15      | 89                           | 99                           | 3.49                         | 127                        |
| Girl's Apparel                                      | 34,497   | 0.40      | 40,769   | 0.42      | 242                          | 271                          | 3.64                         | 83                         |
| Girl's Dresses/Suits                                | 3,032  | 0.04      | 3,596  | 0.04      | 21                           | 24                           | 3.72                         | 107                        |
| Girl's Cts/Jckts/Furs                               | 1,185  | 0.01      | 1,428  | 0.01      | 8                            | 9                            | 4.09                         | 59                         |
| Girl's Shirts/Blouses/Sweaters                      | 9,770  | 0.11      | 11,498   | 0.12      | 69                           | 76                           | 3.54                         | 86                         |
| Girl's Pants/Shorts                                 | 13,694   | 0.16      | 16,168   | 0.17      | 96                           | 107                          | 3.61                         | 80                         |
| Girl's Active Sportswear                            | 1,081  | 0.01      | 1,280  | 0.01      | 8                            | 9                            | 3.69                         | 95                         |
| Girl's Underwear/Sleepwear                          | 2,261  | 0.03      | 2,670  | 0.03      | 16                           | 18                           | 3.62                         | 80                         |
| Girl's Hosiery                                      | 648  | 0.01      | 766  | 0.01      | 5                            | 5                            | 3.64                         | 75                         |
| Girl's Accessories                                  | 364  | 0.00      | 430  | 0.00      | 3                            | 3                            | 3.62                         | 98                         |
| Girl's Uniforms/Costumes                            | 2,462  | 0.03      | 2,933  | 0.03      | 17                           | 19                           | 3.82                         | 87                         |
| Men's Apparel                                       | 155,589  | 1.80      | 183,408  | 1.89      | 1,093                        | 1,219                        | 3.58                         | 130                        |
| Men's Suits   | 28,823   | 0.33      | 34,351   | 0.35      | 202                          | 228                          | 3.84                         | 166                        |



Prepared On: Fri Oct 21, 2011 Page 4 Of 10 Prepared By:

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**Radius 2: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 3.00 Miles, Total**

| Product Category                     | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|--------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Men's Sport Coats/Tailored Jackets   | 5,732  | 0.07      | 6,817  | 0.07      | 40                           | 45                           | 3.79                         | 165                        |
| Men's Coats/Jackets                  | 12,138   | 0.14      | 14,343   | 0.15      | 85                           | 95                           | 3.63                         | 125                        |
| Men's Undergarments                  | 6,856  | 0.08      | 8,061  | 0.08      | 48                           | 54                           | 3.51                         | 117                        |
| Men's Hosiery                        | 2,815  | 0.03      | 3,318  | 0.03      | 20                           | 22                           | 3.57                         | 113                        |
| Men's Nightwear                      | 859  | 0.01      | 1,012  | 0.01      | 6                            | 7                            | 3.58                         | 126                        |
| Men's Accessories                    | 6,026  | 0.07      | 7,094  | 0.07      | 42                           | 47                           | 3.54                         | 124                        |
| Men's Sweaters/Vests                 | 3,687  | 0.04      | 4,388  | 0.05      | 26                           | 29                           | 3.80                         | 106                        |
| Men's Active Sportswear              | 7,201  | 0.08      | 8,459  | 0.09      | 51                           | 56                           | 3.50                         | 114                        |
| Men's Shirts                         | 37,146   | 0.43      | 43,710   | 0.45      | 261                          | 291                          | 3.53                         | 127                        |
| Men's Pants/Shorts                   | 38,971   | 0.45      | 45,671   | 0.47      | 274                          | 304                          | 3.44                         | 120                        |
| Men's Uniforms/Costumes              | 5,334  | 0.06      | 6,182  | 0.06      | 37                           | 41                           | 3.18                         | 131                        |
| Boy's Apparel                        | 22,892   | 0.27      | 27,255   | 0.28      | 161                          | 181                          | 3.81                         | 77                         |
| Boy's Coats/Jackets                  | 1,096  | 0.01      | 1,316  | 0.01      | 8                            | 9                            | 4.03                         | 72                         |
| Boy's Sweaters                       | 686  | 0.01      | 823  | 0.01      | 5                            | 5                            | 3.98                         | 71                         |
| Boy's Suits/Sport coats/Vests        | 490  | 0.01      | 592  | 0.01      | 3                            | 4                            | 4.15                         | 90                         |
| Boy's Shirts                         | 5,280  | 0.06      | 6,291  | 0.06      | 37                           | 42                           | 3.83                         | 76                         |
| Boy's Undergarments                  | 1,203  | 0.01      | 1,437  | 0.01      | 8                            | 10                           | 3.89                         | 73                         |
| Boy's Nightware                      | 284  | 0.00      | 344  | 0.00      | 2                            | 2                            | 4.22                         | 104                        |
| Boy's Hosiery                        | 770  | 0.01      | 917  | 0.01      | 5                            | 6                            | 3.80                         | 69                         |
| Boy's Pants/Shorts                   | 10,253   | 0.12      | 12,154   | 0.13      | 72                           | 81                           | 3.71                         | 78                         |
| Boy's Accessories                    | 635  | 0.01      | 759  | 0.01      | 4                            | 5                            | 3.93                         | 91                         |
| Boy's Uniforms/Costumes              | 1,167  | 0.01      | 1,387  | 0.01      | 8                            | 9                            | 3.76                         | 77                         |
| Boys Active Sportswear               | 1,028  | 0.01      | 1,236  | 0.01      | 7                            | 8                            | 4.05                         | 90                         |
| Infants' Apparel                     | 13,025   | 0.15      | 15,299   | 0.16      | 91                           | 102                          | 3.49                         | 80                         |
| Infant's Coats/Jackets/Snowsuits     | 186  | 0.00      | 219  | 0.00      | 1                            | 1                            | 3.54                         | 72                         |
| Infant's Rompers/Dresses/Outerwear   | 4,726  | 0.05      | 5,513  | 0.06      | 33                           | 37                           | 3.33                         | 86                         |
| Infant's Undergarments (Incl Diaper) | 5,959  | 0.07      | 7,037  | 0.07      | 42                           | 47                           | 3.62                         | 77                         |
| Infant's Sleeping Garments           | 785  | 0.01      | 918  | 0.01      | 6                            | 6                            | 3.39                         | 91                         |
| Infant's Accessories                 | 1,369  | 0.02      | 1,610  | 0.02      | 10                           | 11                           | 3.53                         | 72                         |
| Footwear (Excl Infants)              | 78,722   | 0.91      | 92,575   | 0.95      | 553                          | 615                          | 3.52                         | 105                        |
| Men's Footwear                       | 29,442   | 0.34      | 34,392   | 0.35      | 207                          | 229                          | 3.36                         | 115                        |
| Boy's Footwear                       | 5,304  | 0.06      | 6,320  | 0.07      | 37                           | 42                           | 3.83                         | 71                         |
| Women's Footwear                     | 37,744   | 0.44      | 44,423   | 0.46      | 265                          | 295                          | 3.54                         | 112                        |



Prepared On: Fri Oct 21, 2011 Page 5 Of 10 Prepared By:

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|------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Girl's Footwear                    | 6,232  | 0.07      | 7,440  | 0.08      | 44                           | 49                           | 3.88                         | 75                         |
| Other Apparel Products             | 182,642  | 2.12      | 208,682  | 2.15      | 1,283                        | 1,387                        | 2.85                         | 172                        |
| Clothing Material/Patterns/Notions | 5,002  | 0.06      | 5,827  | 0.06      | 35                           | 39                           | 3.30                         | 123                        |
| Clothing Rental/Storage            | 6,739  | 0.08      | 7,887  | 0.08      | 47                           | 52                           | 3.41                         | 131                        |
| Clothing Repair/Alteration         | 3,927  | 0.05      | 4,333  | 0.04      | 28                           | 29                           | 2.07                         | 168                        |
| Shoe Repair/Services               | 1,195  | 0.01      | 1,317  | 0.01      | 8                            | 9                            | 2.03                         | 182                        |
| Coin Op Laundry Service            | 9,708  | 0.11      | 10,334   | 0.11      | 68                           | 69                           | 1.29                         | 139                        |
| Laundry/Dry-Clean (Non-coin)       | 20,828   | 0.24      | 22,974   | 0.24      | 146                          | 153                          | 2.06                         | 198                        |
| Jewelry Products                   | 114,968  | 1.33      | 132,615  | 1.37      | 807                          | 882                          | 3.07                         | 180                        |
| Watches                            | 14,886   | 0.17      | 17,139   | 0.18      | 105                          | 114                          | 3.03                         | 173                        |
| Watch/Jewelry Repair               | 5,389  | 0.06      | 6,257  | 0.06      | 38                           | 42                           | 3.22                         | 137                        |

## CBP - Apparel Products

Radius 3: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 5.00 Miles, Total

| Product Category                                    | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|---|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| <b>Total Specified Consumer Expenditures - USA</b>  | 5,952,277,279  |           | 6,525,302,312  |           | 50,934                       | 53,700                       | 1.93                         |                            |
| <b>Total Specified Consumer Expenditures (AREA)</b> | 19,119,657   | 0.32      | 21,279,266   | 0.33      | 59,635                       | 63,430                       | 2.26                         | 117                        |
| Total Apparel                                       | 1,612,645  | 8.43      | 1,862,080  | 8.75      | 5,030                        | 5,551                        | 3.09                         | 124                        |
| Women's Apparel                                     | 515,962  | 2.70      | 596,280  | 2.80      | 1,609                        | 1,777                        | 3.11                         | 122                        |
| Women's Dresses                                     | 41,959   | 0.22      | 47,863   | 0.22      | 131                          | 143                          | 2.81                         | 119                        |
| Women's Cts/Jckts/Furs                              | 30,133   | 0.16      | 35,408   | 0.17      | 94                           | 106                          | 3.50                         | 105                        |
| Women's Sport coat/Tailored Jackets                 | 6,053  | 0.03      | 7,063  | 0.03      | 19                           | 21                           | 3.34                         | 155                        |
| Women's/Vests/Sweaters/Sweater Sets                 | 30,039   | 0.16      | 34,836   | 0.16      | 94                           | 104                          | 3.19                         | 123                        |
| Women's Shirts/Tops/Blouses                         | 98,291   | 0.51      | 113,144  | 0.53      | 307                          | 337                          | 3.02                         | 118                        |
| Women's Skirts                                      | 27,082   | 0.14      | 31,391   | 0.15      | 84                           | 94                           | 3.18                         | 141                        |
| Women's Pants/Shorts                                | 132,594  | 0.69      | 152,880  | 0.72      | 414                          | 456                          | 3.06                         | 118                        |
| Women's Active Sportswear                           | 12,188   | 0.06      | 14,201   | 0.07      | 38                           | 42                           | 3.30                         | 127                        |
| Women's Sleepwear                                   | 11,335   | 0.06      | 13,178   | 0.06      | 35                           | 39                           | 3.25                         | 116                        |
| Women's Undergarments                               | 33,100   | 0.17      | 38,170   | 0.18      | 103                          | 114                          | 3.06                         | 114                        |
| Women's Hosiery                                     | 7,587  | 0.04      | 8,776  | 0.04      | 24                           | 26                           | 3.13                         | 108                        |
| Women's Suits                                       | 39,245   | 0.21      | 45,643   | 0.21      | 122                          | 136                          | 3.26                         | 174                        |
| Women's Accessories                                 | 17,770   | 0.09      | 20,620   | 0.10      | 55                           | 61                           | 3.21                         | 126                        |
| Women's Uniforms/Costumes                           | 28,586   | 0.15      | 33,108   | 0.16      | 89                           | 99                           | 3.16                         | 127                        |
| Girl's Apparel                                      | 87,537   | 0.46      | 102,538  | 0.48      | 273                          | 306                          | 3.43                         | 94                         |
| Girl's Dresses/Suits                                | 7,266  | 0.04      | 8,523  | 0.04      | 23                           | 25                           | 3.46                         | 114                        |
| Girl's Cts/Jckts/Furs                               | 3,195  | 0.02      | 3,806  | 0.02      | 10                           | 11                           | 3.83                         | 71                         |
| Girl's Shirts/Blouses/Sweaters                      | 24,561   | 0.13      | 28,665   | 0.13      | 77                           | 85                           | 3.34                         | 96                         |
| Girl's Pants/Shorts                                 | 35,125   | 0.18      | 41,131   | 0.19      | 110                          | 123                          | 3.42                         | 91                         |
| Girl's Active Sportswear                            | 2,689  | 0.01      | 3,151  | 0.01      | 8                            | 9                            | 3.44                         | 105                        |
| Girl's Underwear/Sleepwear                          | 5,818  | 0.03      | 6,815  | 0.03      | 18                           | 20                           | 3.43                         | 91                         |
| Girl's Hosiery                                      | 1,708  | 0.01      | 2,000  | 0.01      | 5                            | 6                            | 3.43                         | 88                         |
| Girl's Accessories                                  | 882  | 0.00      | 1,031  | 0.00      | 3                            | 3                            | 3.39                         | 106                        |
| Girl's Uniforms/Costumes                            | 6,292  | 0.03      | 7,415  | 0.03      | 20                           | 22                           | 3.57                         | 98                         |
| Men's Apparel                                       | 341,903  | 1.79      | 398,563  | 1.87      | 1,066                        | 1,188                        | 3.31                         | 126                        |
| Men's Suits   | 62,727   | 0.33      | 73,842   | 0.35      | 196                          | 220                          | 3.54                         | 160                        |



## CBP - Apparel Products

**Radius 3: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 5.00 Miles, Total**

| Product Category                     | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|--------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Men's Sport Coats/Tailored Jackets   | 12,549   | 0.07      | 14,736   | 0.07      | 39                           | 44                           | 3.49                         | 160                        |
| Men's Coats/Jackets                  | 26,965   | 0.14      | 31,483   | 0.15      | 84                           | 94                           | 3.35                         | 124                        |
| Men's Undergarments                  | 15,223   | 0.08      | 17,687   | 0.08      | 47                           | 53                           | 3.24                         | 116                        |
| Men's Hosiery                        | 6,329  | 0.03      | 7,365  | 0.03      | 20                           | 22                           | 3.27                         | 113                        |
| Men's Nightwear                      | 1,916  | 0.01      | 2,232  | 0.01      | 6                            | 7                            | 3.30                         | 124                        |
| Men's Accessories                    | 13,364   | 0.07      | 15,555   | 0.07      | 42                           | 46                           | 3.28                         | 122                        |
| Men's Sweaters/Vests                 | 8,015  | 0.04      | 9,432  | 0.04      | 25                           | 28                           | 3.54                         | 102                        |
| Men's Active Sportswear              | 15,520   | 0.08      | 18,069   | 0.08      | 48                           | 54                           | 3.28                         | 109                        |
| Men's Shirts                         | 81,904   | 0.43      | 95,330   | 0.45      | 255                          | 284                          | 3.28                         | 125                        |
| Men's Pants/Shorts                   | 85,826   | 0.45      | 99,519   | 0.47      | 268                          | 297                          | 3.19                         | 117                        |
| Men's Uniforms/Costumes              | 11,565   | 0.06      | 13,312   | 0.06      | 36                           | 40                           | 3.02                         | 126                        |
| Boy's Apparel                        | 59,688   | 0.31      | 70,422   | 0.33      | 186                          | 210                          | 3.60                         | 90                         |
| Boy's Coats/Jackets                  | 2,835  | 0.01      | 3,368  | 0.02      | 9                            | 10                           | 3.76                         | 83                         |
| Boy's Sweaters                       | 1,784  | 0.01      | 2,117  | 0.01      | 6                            | 6                            | 3.74                         | 82                         |
| Boy's Suits/Sport coats/Vests        | 1,231  | 0.01      | 1,468  | 0.01      | 4                            | 4                            | 3.85                         | 100                        |
| Boy's Shirts                         | 13,898   | 0.07      | 16,419   | 0.08      | 43                           | 49                           | 3.63                         | 89                         |
| Boy's Undergarments                  | 3,221  | 0.02      | 3,812  | 0.02      | 10                           | 11                           | 3.67                         | 87                         |
| Boy's Nightware                      | 719  | 0.00      | 858  | 0.00      | 2                            | 3                            | 3.88                         | 117                        |
| Boy's Hosiery                        | 2,090  | 0.01      | 2,467  | 0.01      | 7                            | 7                            | 3.61                         | 83                         |
| Boy's Pants/Shorts                   | 26,647   | 0.14      | 31,325   | 0.15      | 83                           | 93                           | 3.51                         | 90                         |
| Boy's Accessories                    | 1,591  | 0.01      | 1,882  | 0.01      | 5                            | 6                            | 3.67                         | 102                        |
| Boy's Uniforms/Costumes              | 3,040  | 0.02      | 3,579  | 0.02      | 9                            | 11                           | 3.55                         | 89                         |
| Boys Active Sportswear               | 2,633  | 0.01      | 3,127  | 0.01      | 8                            | 9                            | 3.75                         | 102                        |
| Infants' Apparel                     | 32,331   | 0.17      | 37,643   | 0.18      | 101                          | 112                          | 3.29                         | 88                         |
| Infant's Coats/Jackets/Snowsuits     | 463  | 0.00      | 537  | 0.00      | 1                            | 2                            | 3.19                         | 80                         |
| Infant's Rompers/Dresses/Outerwear   | 11,465   | 0.06      | 13,201   | 0.06      | 36                           | 39                           | 3.03                         | 93                         |
| Infant's Undergarments (Incl Diaper) | 15,111   | 0.08      | 17,744   | 0.08      | 47                           | 53                           | 3.49                         | 87                         |
| Infant's Sleeping Garments           | 1,895  | 0.01      | 2,187  | 0.01      | 6                            | 7                            | 3.08                         | 97                         |
| Infant's Accessories                 | 3,398  | 0.02      | 3,974  | 0.02      | 11                           | 12                           | 3.39                         | 80                         |
| Footwear (Excl Infants)              | 182,501  | 0.95      | 212,299  | 1.00      | 569                          | 633                          | 3.27                         | 108                        |
| Men's Footwear                       | 65,178   | 0.34      | 75,357   | 0.35      | 203                          | 225                          | 3.12                         | 113                        |
| Boy's Footwear                       | 14,555   | 0.08      | 17,221   | 0.08      | 45                           | 51                           | 3.66                         | 86                         |
| Women's Footwear                     | 86,300   | 0.45      | 100,235  | 0.47      | 269                          | 299                          | 3.23                         | 114                        |



Prepared On: Fri Oct 21, 2011 Page 8 Of 10 Prepared By:

Project Code:

Nielsen Solution Center 1 800 866 6511

Prepared For:

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## CBP - Apparel Products

**Radius 3: 1525 WILSON BLVD, ARLINGTON, VA 22209-24, 0.00 - 5.00 Miles, Total**

| Product Category                   | 2011<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2016<br>Aggregate<br>Expenditure<br>Estimate<br>(in 1000s) | %<br>Comp | 2011<br>Annual<br>Avg/<br>HH | 2016<br>Annual<br>Avg/<br>HH | Avg<br>Annual<br>%<br>Growth | 2011<br>Index<br>to<br>USA |
|------------------------------------|--|-----------|--|-----------|------------------------------|------------------------------|------------------------------|----------------------------|
| Girl's Footwear                    | 16,468   | 0.09      | 19,487   | 0.09      | 51                           | 58                           | 3.67                         | 89                         |
| Other Apparel Products             | 392,723  | 2.05      | 444,335  | 2.09      | 1,225                        | 1,324                        | 2.63                         | 165                        |
| Clothing Material/Patterns/Notions | 11,076   | 0.06      | 12,775   | 0.06      | 35                           | 38                           | 3.07                         | 121                        |
| Clothing Rental/Storage            | 14,736   | 0.08      | 17,074   | 0.08      | 46                           | 51                           | 3.17                         | 127                        |
| Clothing Repair/Alteration         | 8,503  | 0.04      | 9,289  | 0.04      | 27                           | 28                           | 1.85                         | 162                        |
| Shoe Repair/Services               | 2,567  | 0.01      | 2,801  | 0.01      | 8                            | 8                            | 1.82                         | 173                        |
| Coin Op Laundry Service            | 20,986   | 0.11      | 22,302   | 0.10      | 65                           | 66                           | 1.25                         | 133                        |
| Laundry/Dry-Clean (Non-coin)       | 46,475   | 0.24      | 50,584   | 0.24      | 145                          | 151                          | 1.77                         | 196                        |
| Jewelry Products                   | 245,100  | 1.28      | 280,016  | 1.32      | 764                          | 835                          | 2.85                         | 171                        |
| Watches                            | 31,845   | 0.17      | 36,343   | 0.17      | 99                           | 108                          | 2.82                         | 165                        |
| Watch/Jewelry Repair               | 11,434   | 0.06      | 13,152   | 0.06      | 36                           | 39                           | 3.01                         | 129                        |

# CBP - Apparel Products

## Appendix: Area Listing

### Area Name:

Type: Radius 1                                      Reporting Detail: Aggregate                                      Reporting Level: Block Group

#### Radius Definition:

|                          |                    |           |            |
|--------------------------|--------------------|-----------|------------|
| 1525 WILSON BLVD         | Latitude/Longitude | 38.894855 | -77.074610 |
| ARLINGTON, VA 22209-2411 | Radius             | 0.00      | - 1.00     |

### Area Name:

Type: Radius 2                                      Reporting Detail: Aggregate                                      Reporting Level: Block Group

#### Radius Definition:

|                          |                    |           |            |
|--------------------------|--------------------|-----------|------------|
| 1525 WILSON BLVD         | Latitude/Longitude | 38.894855 | -77.074610 |
| ARLINGTON, VA 22209-2411 | Radius             | 0.00      | - 3.00     |

### Area Name:

Type: Radius 3                                      Reporting Detail: Aggregate                                      Reporting Level: Block Group

#### Radius Definition:

|                          |                    |           |            |
|--------------------------|--------------------|-----------|------------|
| 1525 WILSON BLVD         | Latitude/Longitude | 38.894855 | -77.074610 |
| ARLINGTON, VA 22209-2411 | Radius             | 0.00      | - 5.00     |

### Project Information:

Site: 1

Order Number: 970525038