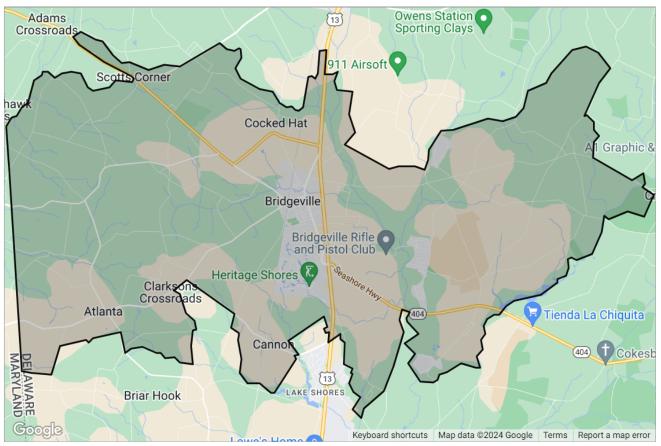


TRADE AREA REPORT

Bridgeville, DE 19933

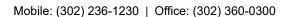




Presented by William Lucks Associate Broker

Delaware Real Estate Licenses: RA-0020204, RA-0020851 Maryland Real Estate License: 5001521





Main: wlucks@wlucks.com Agent: www.delmarvarealty.com





bright

Criteria Used for Analysis

Median Household Inc \$56,458	ome Media 41.0	-		Dominant Segment	nunities
Consumer Segmentat	ion				
people like that	y Country Living y nesters in bucolic gs	Urbanization Where do people like this usually live?	Semirural The most affordable hous throughout the country	sing—in smaller towns an	d communities located
Top Tapestry Segments	Heartland Communities	Down the Road	Southern Satellites	Salt of the Earth	The Great Outdoors
% of Households	1,373 (35.8%)	765 (19.9%)	700 (18.2%)	600 (15.6%)	191 (5.0%)
% of Sussex County	2,263 (2.1%)	4,326 (4.0%)	13,174 (12.3%)	9,365 (8.8%)	14,106 (13.2%)
Lifestyle Group	Cozy Country Living	Rustic Outposts	Rustic Outposts	Cozy Country Living	Cozy Country Living
Urbanization Group	Semirural	Semirural	Rural	Rural	Rural
Residence Type	Single Family	Mobile Homes; Single Family	Single Family ; Mobile Homes	Single Family	Single Family
Household Type	Married Couples	Married Couples	Married Couples	Married Couples	Married Couples
Average Household Size	2.35	2.7	2.6	2.52	2.4
Median Age	43	36.1	41.2	45	48.4
Diversity Index	41.1	79.5	50.1	28.3	45.4
Median Household Income	\$53,700	\$51,700	\$60,700	\$72,300	\$74,100
Median Net Worth	\$127,100	\$85,300	\$163,200	\$231,300	\$238,700
Median Home Value	\$135,700	\$144,600	\$201,100	\$220,300	\$360,800
Homeownership	72 %	67.5 %	80.9 %	85.4 %	81.4 %
Employment	Professional or Services	Services or Professional	Professional or Services	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial
Education	High School Diploma	High School Diploma	High School Diploma	High School Diploma	High School Diploma
Preferred Activities	Motorcycling, hunting, and fishing are popular . Support their local community.	Place importance on preserving time- honored customs . Go hunting, fishing.	Go hunting, fishing . Own a pet dog.	Spending time with family is their top priority . Outdoor sports and activities.	Prefer domestic travel to trips abroad. . Own pet dogs or cats.
Financial	Stick to community banks and low-risk investments	Shop at Walmart Supercenters, Walgreens and dollar stores	More concerned about cost rather than brand	Prefer to conduct business in person	Do-it-yourself oriented and cost conscious
Media	Trust TV and newspapers more than any other media	Use the Internet to stay connected, lister to radio at work	Obtain most of their information from TV	Satellite dishes and high speed internet through DSL	Watch CMT, History Channel, Fox News
Vehicle	Own domestic truck, SUV	Bought used vehicle last year	Own 1 or 2 vehicles likely a truck	Own truck, ATV	Own 4-wheel drive trucks



About this segment Heartland Communities

This is the

#1

bright

dominant segment for this area

35.8%

In this area

of households fall into this segment

In the United States

2.2%

of households fall into this segment

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

Who We Are

Well settled and close-knit, Heartland Communities are semirural and semiretired. These older householders are primarily homeowners, and many have paid off their mortgages. Their children have moved away, but they have no plans to leave their homes. Their hearts are with the country; they embrace the slower pace of life here but actively participate in outdoor activities and community events. Traditional and patriotic, these residents support their local businesses, always buy American, and favor domestic driving vacations over foreign plane trips.

Our Neighborhood

· Rural communities or small towns are concentrated in the Midwest, from older Manufacturing cities to the Great Plains. Distribution of household types is comparable to the US, primarily (but not the majority) married couples, more with no children, and a slightly higher proportion of singles that reflects the aging of the population. Residents own modest, single-family homes built before 1970. They own one or two vehicles; commutes are short.

Socioeconomic Traits

· Retirees in this market depress the average labor force participation rate to less than 60%. More workers are white collar than blue collar: more skilled than unskilled. The rural economy of this market provides employment in the manufacturing, construction, utilities, healthcare, and agriculture industries. These are budget savvy consumers; they stick to brands they grew up with and know the price of goods they purchase. Buying American is important. Daily life is busy, but routine. Working on the weekends is not uncommon. Residents trust TV and newspapers more than any other media. Skeptical about their financial future, they stick to community banks and low-risk investments.

Market Profile

• Traditional in their ways, residents of Heartland Communities choose to bank and pay their bills in person and purchase insurance from an agent. Most have high-speed Internet access at home or on their cell phone but aren't ready to go paperless. Many residents have paid off their home mortgages but still hold auto loans and student loans. Interest checking accounts are common. To support their local community, residents participate in public activities. Home remodeling is not a priority, but homeowners do tackle necessary maintenance work on their cherished homes. They have invested in riding lawn mowers to maintain their larger yards. They enjoy country music and watch CMT. Motorcycling, hunting, and fishing are popular; walking is the main form of exercise. To get around these semirural communities, residents prefer domestic trucks or SUVs.





Trade Area Report

About this segment Down the Road

This is the

#2

bright

dominant segment for this area

19.9%

of households fall

into this segment

In this area

In the United States

1.2%

of households fall into this segment

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

Who We Are

Down the Road is a mix of low-density, semirural neighborhoods in large metropolitan areas; half are located in the South, with the rest primarily in the West and Midwest. Almost half of householders live in mobile homes; more than two-fifths live in single-family homes. These are young, familyoriented consumers who value their traditions. Workers are in service, retail trade, manufacturing, and construction industries, with higher proportions in agriculture and mining, compared to the US.

Our Neighborhood

• Nearly two-thirds of households are owned. Family market, primarily married couples or single-parent households. Close to half of all households live in mobile homes. Four-fifths of households were built in 1970 or later. About 32% of homes are valued under \$50,000.

Socioeconomic Traits

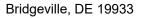
• Education completed: 36% with a high school diploma only, 41% with some college education or a degree. Labor force participation rate is 59.0%, slightly lower than the US. Family-oriented, outgoing consumers; they place importance on preserving time-honored customs.

Market Profile

· Purchased a used vehicle in the past year, likely maintaining the vehicle themselves. Routinely stop by the convenience store to purchase gas, groceries, and snacks. Participate in fishing and hunting. Use the Internet to stay connected with friends and play online video games. Listen to the radio, especially at work, with a preference for rap, R&B, and country music. Enjoy programs on Investigation Discovery, CMT, and Hallmark, typically watching via satellite dish. Often prepare quick meals, using packaged or frozen dinner entrees. Favorite fast food: burgers and pizza. Frequent Walmart Supercenters, Walgreens, dollar stores, Kmart, and Big Lots for all their shopping needs (groceries, clothing, pharmacy, etc.).







About this segment Southern Satellites

This is the

#3

bright

dominant segment for this area

18.2%

of households fall

into this segment

In this area

In the United States

3.1%

of households fall into this segment

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

Who We Are

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

Our Neighborhood

 About 78% of households are owned. Married couples with no children are the dominant household type, with a number of multigenerational households. Most are single-family homes (67%), with a number of mobile homes. Most housing units were built in 1970 or later. Most households own 1 or 2 vehicles, but owning 3+ vehicles is common.

Socioeconomic Traits

• Education: almost 40% have a high school diploma only; 45% have college education. Labor force participation rate is 59.1%, slightly lower than the US. These consumers are more concerned about cost rather than quality or brand loyalty. They tend to be somewhat late in adapting to technology. They obtain a disproportionate amount of their information from TV, compared to other media.

Market Profile

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





Trade Area Report

About this segment Salt of the Earth

This is the

#4

bright

dominant segment for this area

15.6%

of households fall

into this segment

In this area

20

2.8%

of households fall into this segment

In the United States

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

Who We Are

Salt of the Earth residents are entrenched in their traditional, rural lifestyles. Citizens are older, and many have grown children that have moved away. They still cherish family time and also tending to their vegetable gardens and preparing homemade meals. Residents embrace the outdoors; they spend most of their free time preparing for their next fishing, boating or camping trip. The majority has at least a high school diploma or some college education; many have expanded their skill set during their years of employment in the manufacturing and related industries. They may be experts with DIY projects, but the latest technology is not their forte. They use it when absolutely necessary but seek face-to-face contact in their routine activities.

Our Neighborhood

 This large segment is concentrated in the Midwest, particularly in Ohio, Pennsylvania, and Indiana. Due to their rural setting, households own two vehicles to cover their long commutes, often across county boundaries. Homeownership rates are very high. Single-family homes are affordable, valued at 25% less than the national market. Nearly two in three households are composed of married couples; less than half have children at home.

Socioeconomic Traits

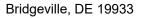
 Steady employment in construction, manufacturing, and related service industries. Completed education: 40% with a high school diploma only. Household income just over the national median, while net worth is nearly double the national median. Spending time with family is their top priority. Cost-conscious consumers, loyal to brands they like, with a focus on buying American. Last to buy the latest and greatest products. Try to eat healthy, tracking the nutrition and ingredients in the food they purchase.

Market Profile

 Outdoor sports and activities, such as fishing, boating, hunting, and overnight camping trips are popular. To support their pastimes, truck ownership is high; many also own an ATV. They own the equipment to maintain their lawns and tend to their vegetable gardens. Residents often tackle home remodeling and improvement jobs themselves. Due to their locale, they own satellite dishes, and have access to high-speed internet connections like DSL. These conservative consumers prefer to conduct their business in person rather than online. They use an agent to purchase insurance.







About this segment The Great Outdoors

This is the

#5

bright

dominant segment for this area

5.0%

of households fall

into this segment

In this area

In the United States

1.6%

of households fall into this segment

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

Who We Are

These neighborhoods are found in pastoral settings throughout the United States. Consumers are educated empty nesters living an active but modest lifestyle. Their focus is land. They are more likely to invest in real estate or a vacation home than stocks. They are active gardeners and partial to homegrown and home-cooked meals. Although retirement beckons, most of these residents still work, with incomes slightly above the US level.

Our Neighborhood

· Over 55% of households are marriedcouple families; 36% are couples with no children living at home. Average household size is slightly smaller at 2.44. Typical of areas with rustic appeal, the housing inventory features single-family homes (77%) and mobile homes (15%); a significant inventory of seasonal housing is available. Residents live in small towns and rural communities throughout the West, South, and Northeast regions of the country. More than half of all homes were constructed between 1970 and 2000. Most households have one or two vehicles; average travel time to work is slightly higher (28 minutes) despite a disproportionate number that work from home

Socioeconomic Traits

 60% have attended college or hold a degree. Labor force participation is low at 60%. Typical of neighborhoods with older residents, income from retirement and Social Security is common, but residents also derive income from selfemployment and investments. Residents are very do-it-yourself oriented and cost conscious. Many service their own autos, work on home improvement and remodeling projects, and maintain their own yards. They prefer domestic travel to trips abroad.

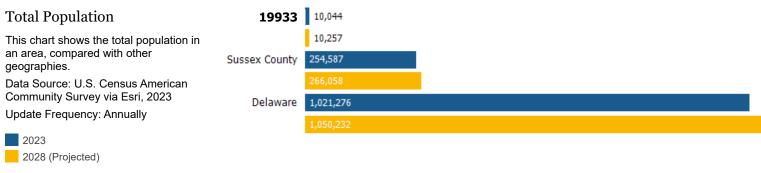
Market Profile

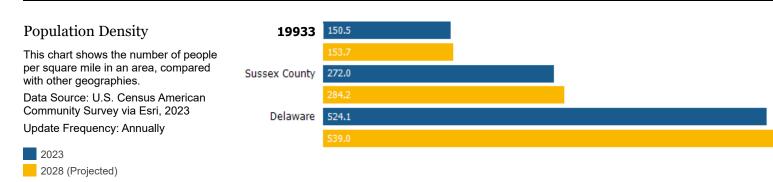
 Satellite dishes and riding lawn mowers are familiar sights in these rural settings, along with multiple vehicles; four-wheel drive trucks are popular, too. Residents are members of AARP and veterans' clubs and support various civic causes. Technology is not central in their lives: light use of Internet connectivity for shopping to entertainment. Most households have pets, dogs or cats. Television channels such as CMT, History, and Fox News are popular. They enjoy outdoor activities such as hiking, hunting, fishing, and boating.





Bridgeville, DE 19933: Population Comparison



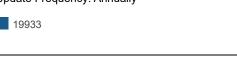


Population Change Since 2020	19933	4.01% 2.12%	
This chart shows the percentage change in area's population from 2020	Sussex County	7.25%	
to 2023, compared with other		4.51%	
geographies. Data Source: U.S. Census American	Delaware	3.16%	
Community Survey via Esri, 2023		2.84%	
Update Frequency: Annually			
2023 2028 (Projected)			

Total Daytime Population

This chart shows the number of people who are present in an area during normal business hours, including workers, and compares that population to other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.

Data Source: U.S. Census American Community Survey via Esri, 2023







Daytime Population Density	19933	125.6	
This chart shows the number people	Sussex County	260.0	
who are present in an area during normal business hours, including	Delaware	522.6	
workers, per square mile in an area, compared with other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.			
Data Source: U.S. Census American Community Survey via Esri, 2023			
Update Frequency: Annually			
19933			

Average Household Size19932.61This chart shows the average
household size in an area, compared
with other geographies.2.53Data Source: U.S. Census American
Community Survey via Esri, 2023
Update Frequency: Annually2.36Delaware2.482023
2028 (Projected)2.45

Population Living in Family Households

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually



19933 8,333 8,493 Sussex County 198,998 207,433 Delaware 796,222 816,983

Female / Male Ratio

This chart shows the ratio of females to males in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2023



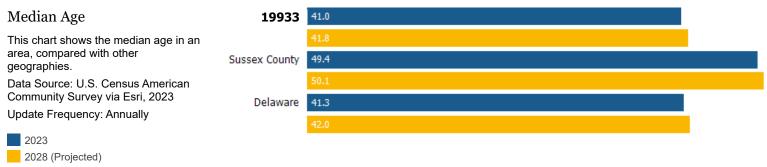
19933	50.9%	49.1%
	51.0%	49.0%
Sussex County	50.7%	49.3%
	50.7%	49.3%
Delaware	51.3%	48.7%
	51.3%	48.7%

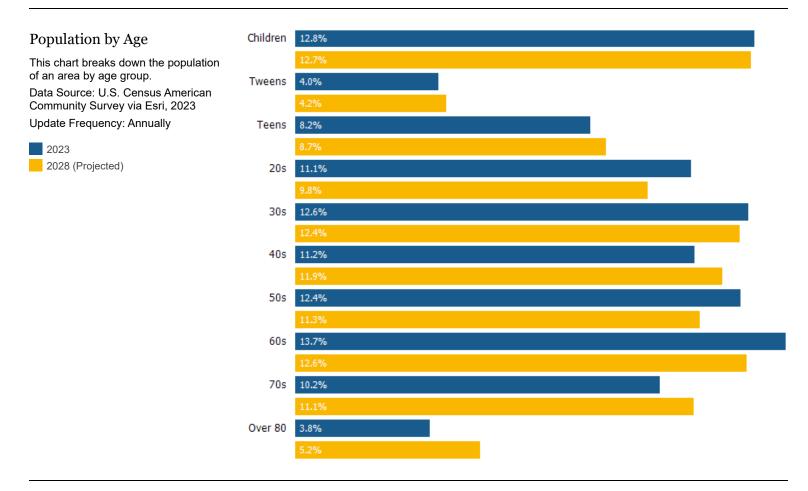






Bridgeville, DE 19933: Age Comparison









Bridgeville, DE 19933: Marital Status Comparison

0 / //00		1	
Married / Unmarried Adults	19933	46.8%	53.2%
Ratio	Sussex County	57.1%	42.9%
This chart shows the ratio of married to unmarried adults in an area, compared with other geographies.	Delaware	50.3%	49.7%
Data Source: U.S. Census American Community Survey via Esri, 2023			
Update Frequency: Annually			
Married			
Unmarried			
Married	19933	46.8%	
This chart shows the number of people	Sussex County	57.1%	
in an area who are married, compared with other geographies.	Delaware	50.3%	
Data Source: U.S. Census American Community Survey via Esri, 2023			
Update Frequency: Annually			

Never Married

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

Widowed

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

compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

19933	7.7%
Sussex County	7.9%
Delaware	6.7%

19933 11.3%

Delaware 8.9%

9.3%

Sussex County

19933 34.2%

Delaware 34.1%

25.7%

Sussex County

Divorced

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

Data Source: U.S. Census American Community Survey via Esri, 2023







Bridgeville, DE 19933: Economic Comparison

Average Household Income	19933	\$80,448
This chart shows the average		\$93,191
household income in an area, compared with other geographies.	Sussex County	\$107,246
Data Source: U.S. Census American		\$122,915
Community Survey via Esri, 2023	Delaware	\$105,451
Update Frequency: Annually		\$120,301
2023		
2028 (Projected)		

Median Household Income	19933	\$56,458	
This chart shows the median household income in an area, compared with other geographies.	Sussex County	\$64,844 \$72,182	
Data Source: U.S. Census American Community Survey via Esri, 2023	Delaware	\$80,584 \$73,894	
Update Frequency: Annually		\$82,343	
2023 (Projected)			
Per Capita Income	19933	\$30,811	

i ci capita medine	19933	450/011	
This chart shows per capita income in		\$36,840	
an area, compared with other geographies.	Sussex County	\$45,050	
Data Source: U.S. Census American		\$52,536	
Community Survey via Esri, 2023	Delaware	\$41,663	
Update Frequency: Annually			
op a		\$48,214	
2023			
2028 (Projected)			

Average Disposable Income

This chart shows the average disposable income in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2023

19933	\$63,014
Sussex County	\$78,713
Delaware	\$77,974







Trade Area Report

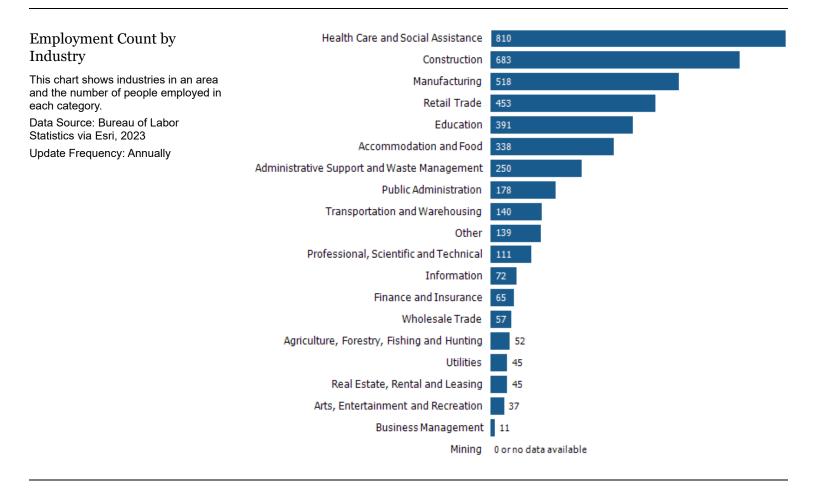
Unemployment Rate

This chart shows the unemployment trend in an area, compared with other geographies.

Data Source: Bureau of Labor Statistics via PolicyMap Update Frequency: Monthly









Bridgeville, DE 19933: Education Comparison

19933 5.7%

Delaware 2.7%

19933 8.3%

Delaware 5.0%

Sussex County

6.0%

Sussex County 2.9%

Less than 9th Grade

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

Some High School

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

High School GED

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

High School Graduate

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

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

19933	3.9%
Sussex County	3.2%
Delaware	3.2%

19933 29.3%

Sussex County 26.0% Delaware 25.4%







19933 17.8%

Delaware 16.7%

16.6%

Sussex County

Some College

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

Data Source: U.S. Census American Community Survey via Esri, 2023 Update Frequency: Annually

Associate Degree

This chart shows the percentage of people in an area whose highest educational achievement is an associate degree, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2023

Update Frequency: Annually

Bachelor's Degree

This chart shows the percentage of people in an area whose highest educational achievement is a bachelor's degree, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2023

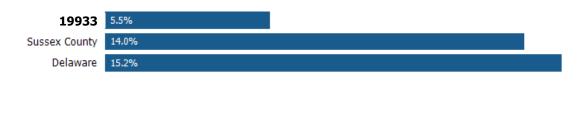
Update Frequency: Annually

Grad/Professional Degree

This chart shows the percentage of people in an area whose highest educational achievement is a graduate or professional degree, compared with other geographies.

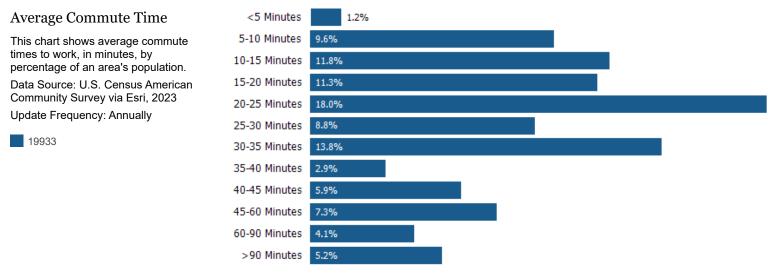
Data Source: U.S. Census American Community Survey via Esri, 2023

19933	13.1%	
Sussex County	11.9%	
Delaware	10.4%	
19933	16.4%	
Sussex County	19.4%	
Delaware	21.5%	





Bridgeville, DE 19933: Commute Comparison



How People Get to Work	Drive Alone	84.8%
This chart shows the types of	Carpool	13.1%
transportation that residents of the area you searched use for their	Work at Home	5.8%
commute, by percentage of an area's	Other	1.0%
population. Data Source: U.S. Census American	Walk	0.9%
Community Survey via Esri, 2023	Bus	0.1%
Update Frequency: Annually	Public Transit	0.1%
19933		



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MLS	5		

Bridgeville, DE 19933: Home Value Comparison

Median Estimated Home	19933	\$384,690		
Value	Sussex County	\$498,760		
This chart displays property estimates for an area and a subject property, where one has been selected. Estimated home values are generated by a valuation model and are not formal appraisals.	Delaware	\$416,160		
Data Source: Valuation calculations based on public records and MLS sources where licensed				
Update Frequency: Monthly				

12 mo. Change in Median	19933	+3.0%	
Estimated Home Value	Sussex County	+3.1%	
This chart shows the 12-month change in the estimated value of all homes in this area, the county and the state. Estimated home values are generated by a valuation model and are not formal appraisals.	Delaware	+5.3%	
Data Source: Valuation calculations based on public records and MLS sources where licensed			
Update Frequency: Monthly			
Median Listing Price	19933	\$375,000	

This chart displays the median listing Sumprice for homes in this area, the county, and the state.

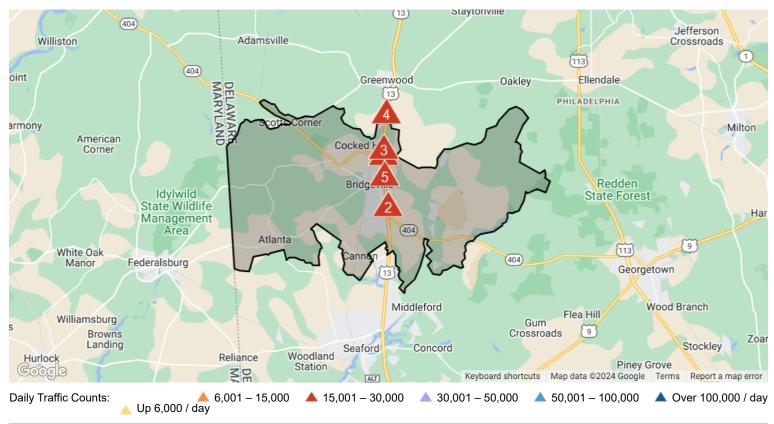
19933	\$375,000
Sussex County	\$559,900
Delaware	\$499,900

Data Source: Listing data Update Frequency: Monthly

12 mo. Change in Median	19933	-8.7%	
Listing Price	Sussex County		+7.7%
This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.	Delaware		+7.5%
Data Source: Listing data			
Update Frequency: Monthly			



Traffic Counts



A	25,458 2023 Est. daily traffic counts Street: Sussex Hwy Cross: S Main St Cross Dir: SW Dist: 0.02 miles		
25,917			
2023 Est. daily traffic counts			
Street: Sussex Hwy Cross: N Main St Cross Dir: N Dist: 0.05 miles			
Historical counts	Historical counts		
Year Count Type	Year Count Type		
2016 🔺 25,495 AADT	2003 🔺 24,274 AADT		
1997 🔺 16,947 AADT	1997 🔺 18,968 AADT		

▲ 25,240

2023 Est. daily traffic counts

Street: Sussex Hwy Cross: N Main St Cross Dir: SW Dist: 0.02 miles

Historical counts Year Count Type

2003 🔺 24,066 AADT

4 24,217

2023 Est. daily traffic counts

Street: Sussex Highway Cross: Allspan Dr Cross Dir: N Dist: 0.11 miles

Historical counts

Year Count Type 2018 🔺 23,719 AADT

Street: US 13;DE 404 Cross: Canterbury Ln Cross Dir: S Dist: 0.02 miles

Historical counts

23,495

2023 Est. daily

traffic counts

Year Count Type

2021 🔺 23,386 AADT

NOTE: Daily Traffic Counts are a mixture of actual and Estimates (*)





About RPR (Realtors Property Resource)

- Realtors Property Resource® is a wholly owned subsidiary of the National Association REALTORS[®].
- RPR offers comprehensive data including a nationwide database of 164 million properties - as well as powerful analytics and dynamic reports exclusively for members of the NAR.
- RPR's focus is giving residential and commercial real estate practitioners, brokers, and MLS and Association staff the tools they need to serve their clients.
- This report has been provided to you by a member of the NAR.

About RPR's Data

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RPR generates and compiles real estate and other data from a vast array of sources. The data contained in your report includes some or all of the following:

- Listing data from our partner MLSs and CIEs, and related calculations, like estimated value for a property or median sales price for a local market.
- Public records data including tax, assessment, and deed information. Foreclosure and distressed data from public records.
- Market conditions and forecasts based on listing and public records data.
- Census and employment data from the U.S. Census and the U.S. Bureau of Labor Statistics.
- · Demographics and trends data from Esri. The data in commercial and economic reports includes Tapestry Segmentation, which classifies U.S. residential neighborhoods into unique market segments based on socioeconomic and demographic characteristics.
- · Business data including consumer expenditures, commercial market potential, retail marketplace, SIC and NAICS business information, and banking potential data from Esri.
- School data and reviews from Niche.
- Specialty data sets such as walkability scores, traffic counts and flood zones.

Update Frequency

- · Listings and public records data are updated on a continuous basis.
- · Charts and statistics calculated from listing and public records data are refreshed monthly.
- Other data sets range from daily to annual updates.

Learn more

For more information about RPR, please visit RPR's public website: https://blog.narrpr.com



Information is not guaranteed. Equal Housing Opportunity.



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