

CORNELIUS | COMMERCIAL DEMAND



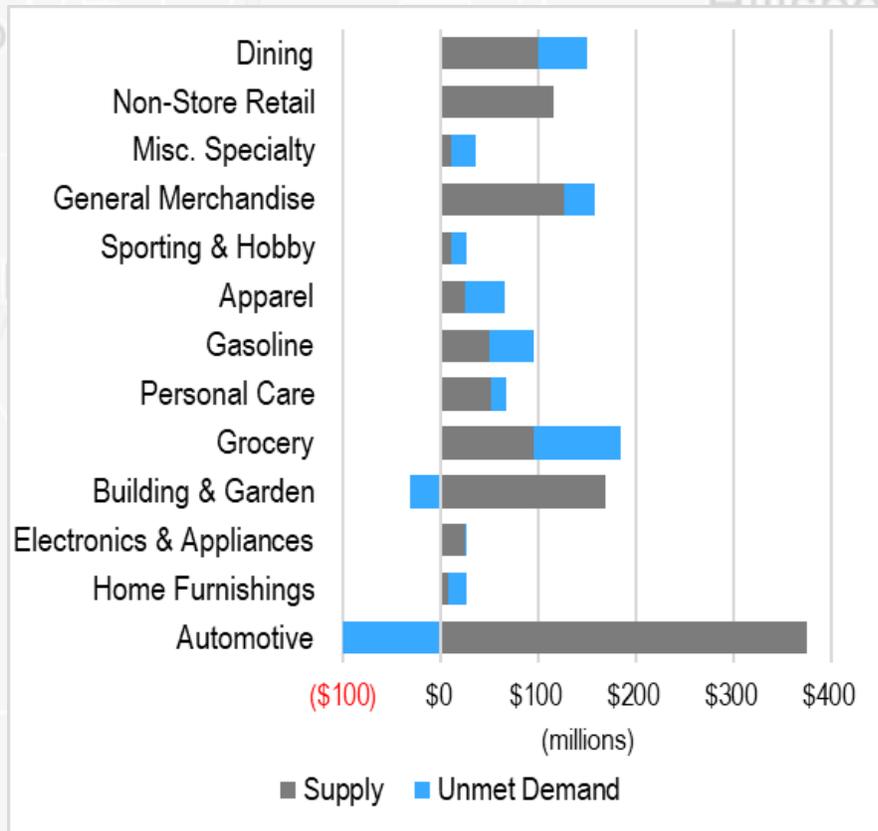
- Residents within the 5-mile Cornelius trade area comprise an estimated \$1.4 billion of retail spending power annually
- Actual sales made by businesses within the trade area are estimated at \$1.2 billion
- The 5-mile Cornelius radius reaches through west Hillsboro and indicates \$200 million per year total sales leakage
- A major part of the local leakage is in the GAFO (general, apparel, furnishings, other categories)
- The best opportunity for Cornelius in the short term appears to be more with value-oriented retailers creating a sense of place with consumer amenities

\$200+ MILLION
ANNUAL UNMET COMMERCIAL DEMAND

\$1.4 BILLION
LOCAL ANNUAL RETAIL SPENDING POWER

30,000+
TRAFFIC COUNTS THROUGH DOWNTOWN

GREATEST LOCAL DEMAND
GROCERY
DINING/COFFEE/GATHERING
GENERAL/APPAREL/FURNISHINGS



Source: Cornelius EOA—Town Center Assessment by E.D. Hovee & Company, LLC