



Portsmouth_1
 1981 Woodbury Avenue, Portsmouth, NH 03801
 Ring: 1 mile radius

Latitude: 43.094249
 Longitude: -70.794036

Summary Demographics

2010 Population	2,504
2010 Households	1,120
2010 Median Disposable Income	\$41,571
2010 Per Capita Income	\$29,449

Industry Summary

Industry Summary	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$29,262,592	\$295,377,099	\$-266,114,507	-82.0	145
Total Retail Trade (NAICS 44-45)	\$24,784,712	\$253,318,047	\$-228,533,335	-82.2	113
Total Food & Drink (NAICS 722)	\$4,477,880	\$42,059,052	\$-37,581,172	-80.8	32

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$6,177,710	\$45,018,717	\$-38,841,007	-75.9	8
Automobile Dealers (NAICS 4411)	\$5,373,866	\$41,881,788	\$-36,507,922	-77.3	4
Other Motor Vehicle Dealers (NAICS 4412)	\$458,387	\$361,453	\$96,934	11.8	1
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$345,457	\$2,775,476	\$-2,430,019	-77.9	3
Furniture & Home Furnishings Stores (NAICS 442)	\$854,035	\$7,432,768	\$-6,578,733	-79.4	7
Furniture Stores (NAICS 4421)	\$462,619	\$2,042,130	\$-1,579,511	-63.1	3
Home Furnishings Stores (NAICS 4422)	\$391,416	\$5,390,638	\$-4,999,222	-86.5	4
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$804,265	\$16,101,074	\$-15,296,809	-90.5	10
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$924,358	\$8,795,258	\$-7,870,900	-81.0	5
Building Material and Supplies Dealers (NAICS 4441)	\$859,666	\$8,795,258	\$-7,935,592	-82.2	5
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$64,692	\$0	\$64,692	100.0	0
Food & Beverage Stores (NAICS 445)	\$4,981,139	\$55,007,818	\$-50,026,679	-83.4	7
Grocery Stores (NAICS 4451)	\$4,600,922	\$53,923,625	\$-49,322,703	-84.3	2
Specialty Food Stores (NAICS 4452)	\$209,011	\$1,084,193	\$-875,182	-67.7	5
Beer, Wine, and Liquor Stores (NAICS 4453)	\$171,206	\$0	\$171,206	100.0	0
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$840,384	\$4,826,252	\$-3,985,868	-70.3	9
Gasoline Stations (NAICS 447/4471)	\$3,609,792	\$12,039,634	\$-8,429,842	-53.9	3
Clothing and Clothing Accessories Stores (NAICS 448)	\$1,325,875	\$24,630,307	\$-23,304,432	-89.8	25
Clothing Stores (NAICS 4481)	\$1,093,651	\$18,432,938	\$-17,339,287	-88.8	18
Shoe Stores (NAICS 4482)	\$81,866	\$890,033	\$-808,167	-83.2	2
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$150,358	\$5,307,336	\$-5,156,978	-94.5	5
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$347,980	\$10,457,309	\$-10,109,329	-93.6	14
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$192,159	\$7,033,577	\$-6,841,418	-94.7	12
Book, Periodical, and Music Stores (NAICS 4512)	\$155,821	\$3,423,732	\$-3,267,911	-91.3	2

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

Sources: Esri and Infogroup

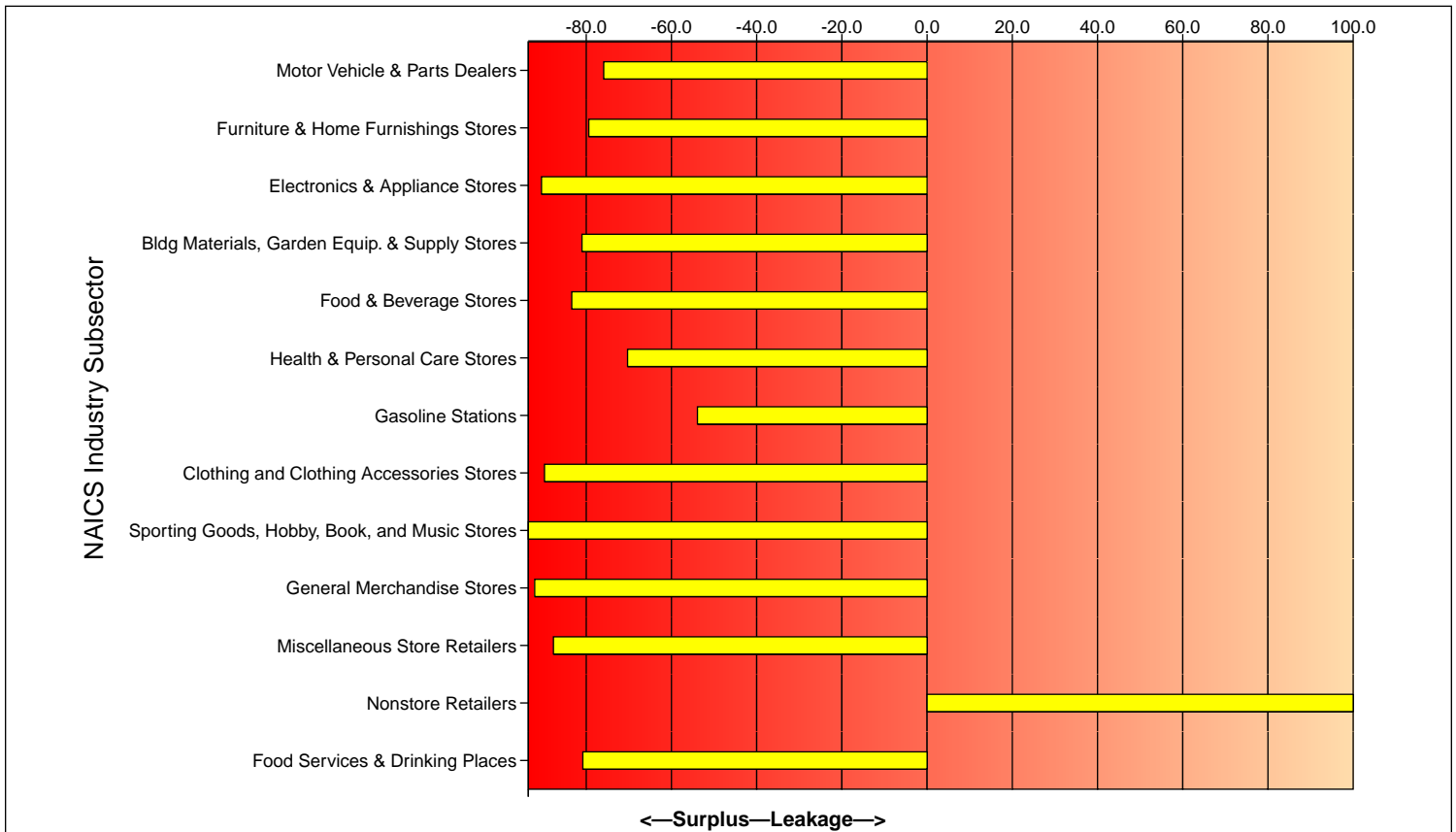


Portsmouth_1
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Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$2,566,609	\$62,734,679	\$-60,168,070	-92.1	8
Department Stores Excluding Leased Depts.(NAICS 4521)	\$967,305	\$61,175,358	\$-60,208,053	-96.9	7
Other General Merchandise Stores (NAICS 4529)	\$1,599,304	\$1,559,321	\$39,983	1.3	1
Miscellaneous Store Retailers (NAICS 453)	\$411,005	\$6,274,231	\$-5,863,226	-87.7	17
Florists (NAICS 4531)	\$25,301	\$34,360	\$-9,059	-15.2	1
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$79,278	\$2,561,215	\$-2,481,937	-94.0	7
Used Merchandise Stores (NAICS 4533)	\$23,834	\$500	\$23,334	95.9	1
Other Miscellaneous Store Retailers (NAICS 4539)	\$282,592	\$3,678,156	\$-3,395,564	-85.7	9
Nonstore Retailers (NAICS 454)	\$1,941,560	\$0	\$1,941,560	100.0	0
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$1,332,540	\$0	\$1,332,540	100.0	0
Vending Machine Operators (NAICS 4542)	\$68,980	\$0	\$68,980	100.0	0
Direct Selling Establishments (NAICS 4543)	\$540,040	\$0	\$540,040	100.0	0
Food Services & Drinking Places (NAICS 722)	\$4,477,880	\$42,059,052	\$-37,581,172	-80.8	32
Full-Service Restaurants (NAICS 7221)	\$2,946,578	\$19,509,023	\$-16,562,445	-73.8	15
Limited-Service Eating Places (NAICS 7222)	\$1,083,634	\$22,463,636	\$-21,380,002	-90.8	17
Special Food Services (NAICS 7223)	\$247,353	\$48,985	\$198,368	66.9	1
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$200,315	\$37,408	\$162,907	68.5	1

Leakage/Surplus Factor by Industry Subsector

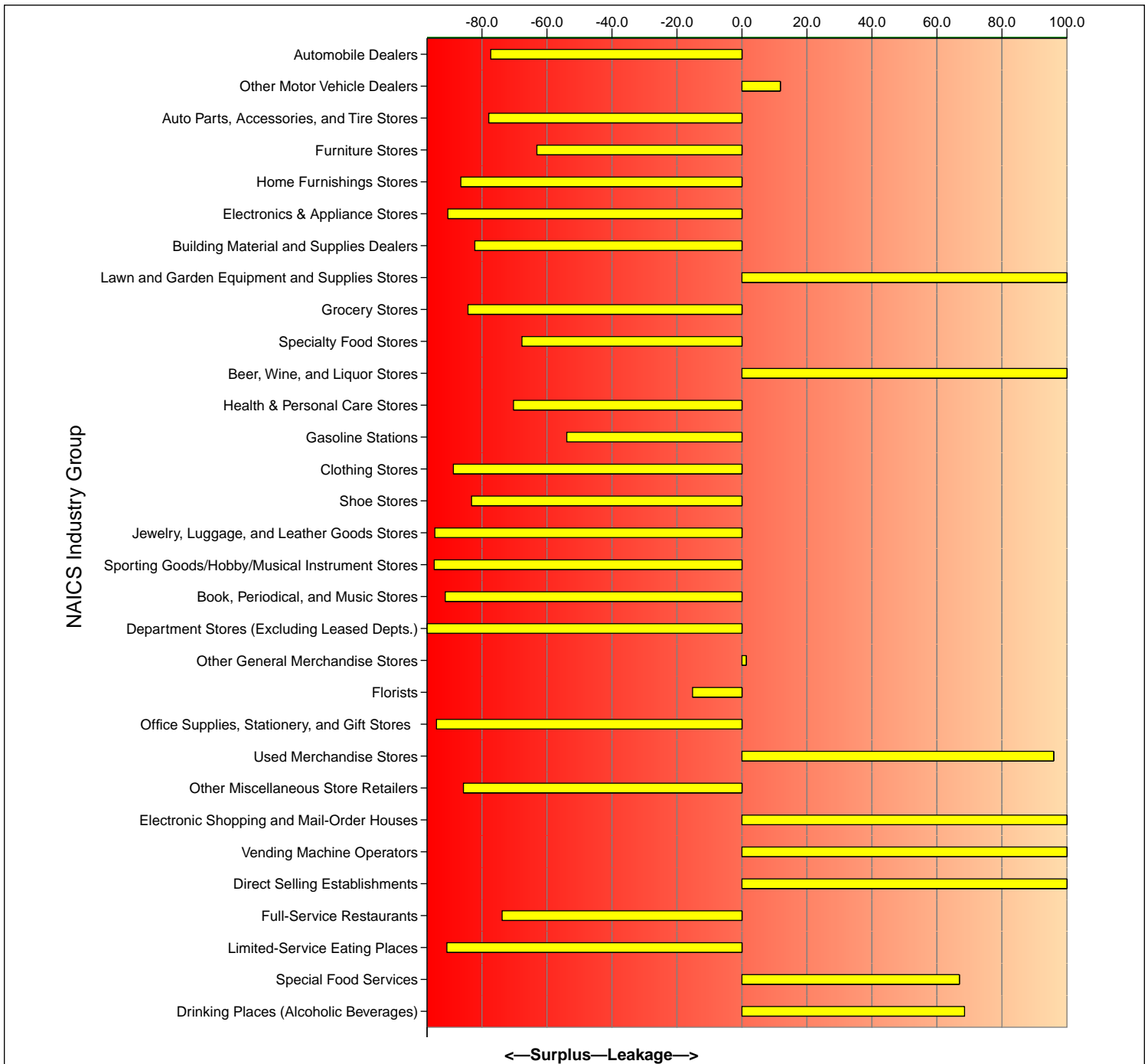


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Leakage/Surplus Factor by Industry Group



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Portsmouth_1
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Summary Demographics

2010 Population	21,472
2010 Households	10,433
2010 Median Disposable Income	\$49,624
2010 Per Capita Income	\$36,280

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$297,245,652	\$879,316,582	\$-582,070,930	-49.5	654
Total Retail Trade (NAICS 44-45)	\$251,620,591	\$755,149,868	\$-503,529,277	-50.0	493
Total Food & Drink (NAICS 722)	\$45,625,061	\$124,166,714	\$-78,541,653	-46.3	161

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$61,760,702	\$115,060,859	\$-53,300,157	-30.1	34
Automobile Dealers (NAICS 4411)	\$53,372,603	\$101,149,189	\$-47,776,586	-30.9	13
Other Motor Vehicle Dealers (NAICS 4412)	\$4,850,555	\$7,914,482	\$-3,063,927	-24.0	12
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$3,537,544	\$5,997,188	\$-2,459,644	-25.8	9
Furniture & Home Furnishings Stores (NAICS 442)	\$8,928,922	\$22,131,716	\$-13,202,794	-42.5	35
Furniture Stores (NAICS 4421)	\$4,761,680	\$8,470,776	\$-3,709,096	-28.0	12
Home Furnishings Stores (NAICS 4422)	\$4,167,242	\$13,660,940	\$-9,493,698	-53.3	23
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$8,418,166	\$37,901,822	\$-29,483,656	-63.7	38
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$10,148,651	\$35,710,714	\$-25,562,063	-55.7	23
Building Material and Supplies Dealers (NAICS 4441)	\$9,456,740	\$34,636,873	\$-25,180,133	-57.1	18
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$691,911	\$1,073,841	\$-381,930	-21.6	5
Food & Beverage Stores (NAICS 445)	\$50,905,508	\$117,536,407	\$-66,630,899	-39.6	45
Grocery Stores (NAICS 4451)	\$46,992,716	\$105,353,559	\$-58,360,843	-38.3	12
Specialty Food Stores (NAICS 4452)	\$2,343,366	\$6,766,947	\$-4,423,581	-48.6	27
Beer, Wine, and Liquor Stores (NAICS 4453)	\$1,569,426	\$5,415,901	\$-3,846,475	-55.1	6
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$8,941,356	\$13,666,337	\$-4,724,981	-20.9	27
Gasoline Stations (NAICS 447/4471)	\$36,001,679	\$169,223,508	\$-133,221,829	-64.9	19
Clothing and Clothing Accessories Stores (NAICS 448)	\$13,801,587	\$65,480,766	\$-51,679,179	-65.2	105
Clothing Stores (NAICS 4481)	\$11,440,508	\$49,571,859	\$-38,131,351	-62.5	68
Shoe Stores (NAICS 4482)	\$811,190	\$2,715,278	\$-1,904,088	-54.0	11
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$1,549,889	\$13,193,629	\$-11,643,740	-79.0	26
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$3,460,368	\$28,131,194	\$-24,670,826	-78.1	47
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$1,901,464	\$12,977,093	\$-11,075,629	-74.4	34
Book, Periodical, and Music Stores (NAICS 4512)	\$1,558,904	\$15,154,101	\$-13,595,197	-81.3	13

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

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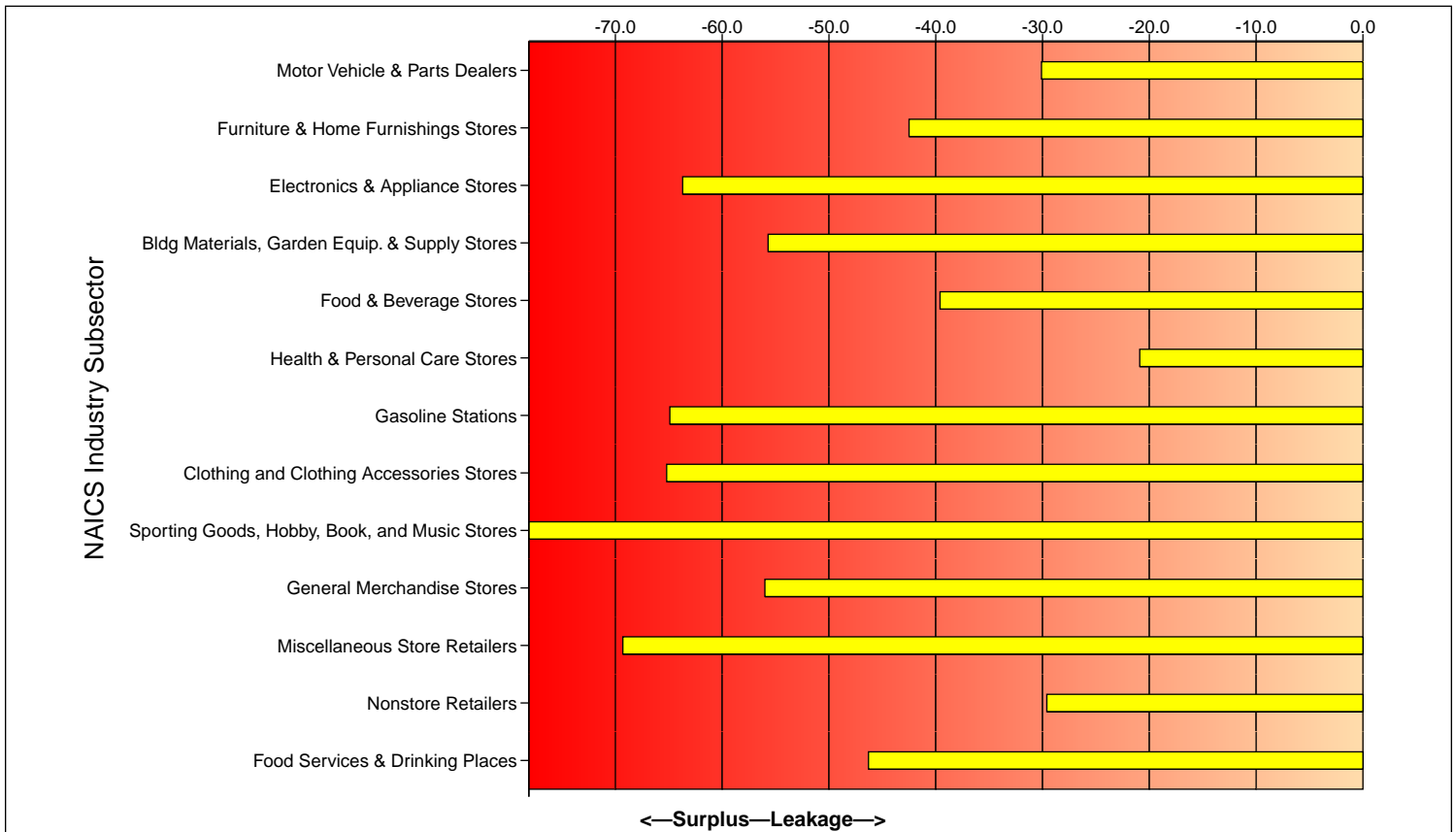


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Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$25,739,379	\$91,179,503	\$-65,440,124	-56.0	14
Department Stores Excluding Leased Depts.(NAICS 4521)	\$9,324,111	\$78,587,350	\$-69,263,239	-78.8	9
Other General Merchandise Stores (NAICS 4529)	\$16,415,268	\$12,592,153	\$3,823,115	13.2	5
Miscellaneous Store Retailers (NAICS 453)	\$4,320,289	\$23,790,814	\$-19,470,525	-69.3	103
Florists (NAICS 4531)	\$306,766	\$1,272,844	\$-966,078	-61.2	7
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$948,146	\$5,630,873	\$-4,682,727	-71.2	32
Used Merchandise Stores (NAICS 4533)	\$309,909	\$828,482	\$-518,573	-45.6	19
Other Miscellaneous Store Retailers (NAICS 4539)	\$2,755,468	\$16,058,615	\$-13,303,147	-70.7	45
Nonstore Retailers (NAICS 454)	\$19,193,984	\$35,336,228	\$-16,142,244	-29.6	3
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$12,298,840	\$29,296,334	\$-16,997,494	-40.9	2
Vending Machine Operators (NAICS 4542)	\$1,053,087	\$0	\$1,053,087	100.0	0
Direct Selling Establishments (NAICS 4543)	\$5,842,057	\$6,039,894	\$-197,837	-1.7	1
Food Services & Drinking Places (NAICS 722)	\$45,625,061	\$124,166,714	\$-78,541,653	-46.3	161
Full-Service Restaurants (NAICS 7221)	\$30,093,201	\$74,921,163	\$-44,827,962	-42.7	104
Limited-Service Eating Places (NAICS 7222)	\$11,048,440	\$40,480,529	\$-29,432,089	-57.1	41
Special Food Services (NAICS 7223)	\$2,321,023	\$4,889,789	\$-2,568,766	-35.6	11
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$2,162,397	\$3,875,233	\$-1,712,836	-28.4	5

Leakage/Surplus Factor by Industry Subsector

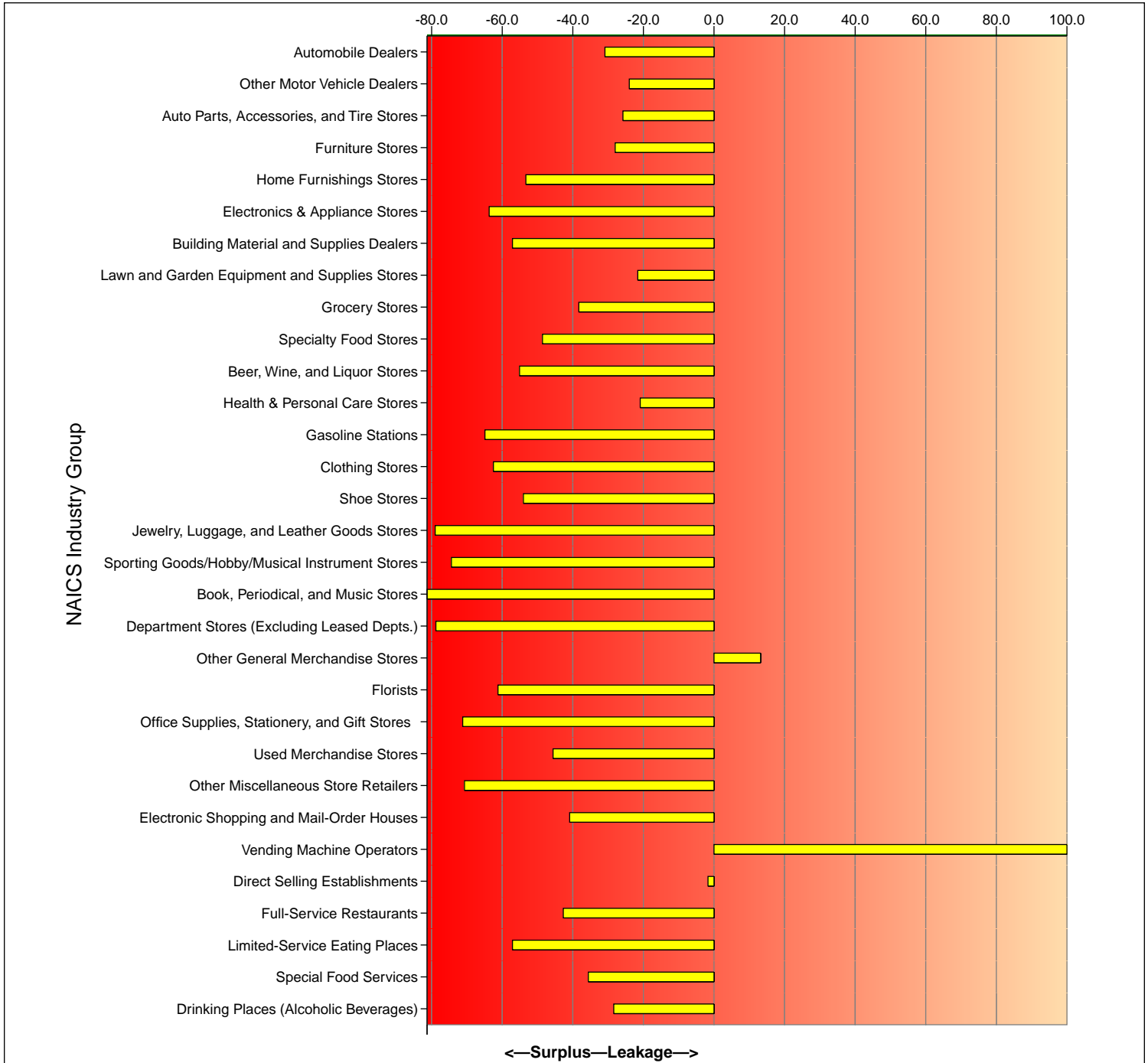


Sources: Esri and Infogroup

Portsmouth_1
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Leakage/Surplus Factor by Industry Group



Sources: Esri and Infogroup



Portsmouth_1
 1981 Woodbury Avenue, Portsmouth, NH 03801
 Ring: 5 miles radius

Latitude: 43.094249
 Longitude: -70.794036

Summary Demographics

2010 Population	41,119
2010 Households	18,559
2010 Median Disposable Income	\$51,795
2010 Per Capita Income	\$36,477

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$563,228,513	\$1,298,209,860	\$-734,981,347	-39.5	962
Total Retail Trade (NAICS 44-45)	\$477,611,111	\$1,131,345,465	\$-653,734,354	-40.6	741
Total Food & Drink (NAICS 722)	\$85,617,402	\$166,864,395	\$-81,246,993	-32.2	221

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$117,751,722	\$198,609,603	\$-80,857,881	-25.6	66
Automobile Dealers (NAICS 4411)	\$101,482,519	\$168,919,083	\$-67,436,564	-24.9	26
Other Motor Vehicle Dealers (NAICS 4412)	\$9,559,809	\$12,474,004	\$-2,914,195	-13.2	21
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$6,709,394	\$17,216,516	\$-10,507,122	-43.9	19
Furniture & Home Furnishings Stores (NAICS 442)	\$17,301,733	\$41,706,196	\$-24,404,463	-41.4	53
Furniture Stores (NAICS 4421)	\$9,105,545	\$22,069,893	\$-12,964,348	-41.6	19
Home Furnishings Stores (NAICS 4422)	\$8,196,188	\$19,636,303	\$-11,440,115	-41.1	34
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$15,964,232	\$46,201,261	\$-30,237,029	-48.6	61
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$20,303,523	\$52,865,935	\$-32,562,412	-44.5	47
Building Material and Supplies Dealers (NAICS 4441)	\$18,884,157	\$49,721,792	\$-30,837,635	-44.9	36
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$1,419,366	\$3,144,143	\$-1,724,777	-37.8	11
Food & Beverage Stores (NAICS 445)	\$95,296,514	\$164,887,870	\$-69,591,356	-26.7	62
Grocery Stores (NAICS 4451)	\$88,007,740	\$149,723,020	\$-61,715,280	-26.0	20
Specialty Food Stores (NAICS 4452)	\$4,367,697	\$9,748,949	\$-5,381,252	-38.1	36
Beer, Wine, and Liquor Stores (NAICS 4453)	\$2,921,077	\$5,415,901	\$-2,494,824	-29.9	6
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$17,141,390	\$29,653,324	\$-12,511,934	-26.7	39
Gasoline Stations (NAICS 447/4471)	\$67,938,466	\$210,109,282	\$-142,170,816	-51.1	28
Clothing and Clothing Accessories Stores (NAICS 448)	\$25,768,432	\$88,336,231	\$-62,567,799	-54.8	147
Clothing Stores (NAICS 4481)	\$21,309,904	\$69,345,784	\$-48,035,880	-53.0	95
Shoe Stores (NAICS 4482)	\$1,533,611	\$3,771,763	\$-2,238,152	-42.2	20
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$2,924,917	\$15,218,684	\$-12,293,767	-67.8	32
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$6,513,511	\$80,007,709	\$-73,494,198	-84.9	68
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$3,569,530	\$18,975,522	\$-15,405,992	-68.3	51
Book, Periodical, and Music Stores (NAICS 4512)	\$2,943,981	\$61,032,187	\$-58,088,206	-90.8	17

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

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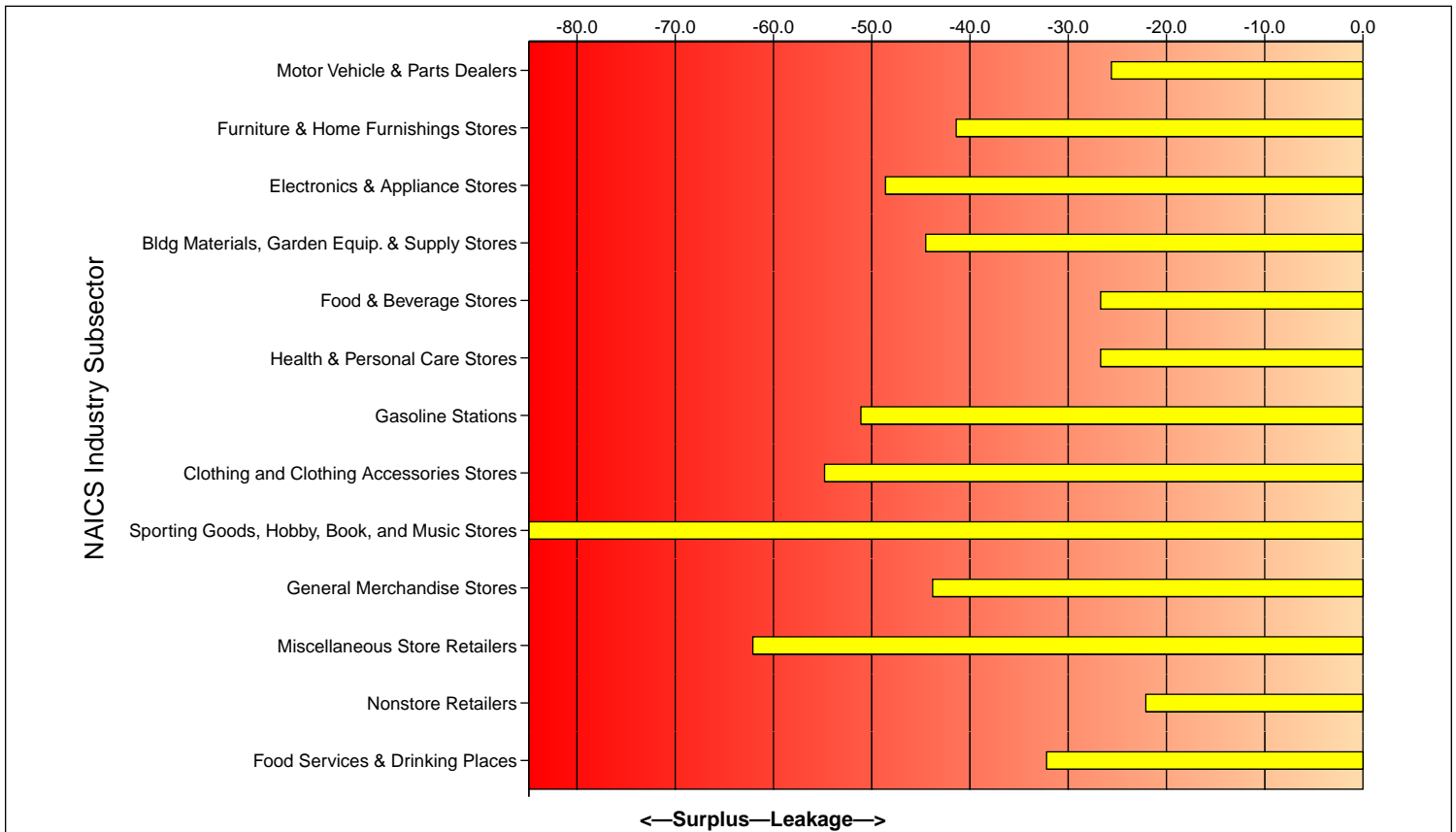


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Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$49,968,781	\$127,868,613	\$-77,899,832	-43.8	20
Department Stores Excluding Leased Depts.(NAICS 4521)	\$17,786,558	\$97,213,907	\$-79,427,349	-69.1	12
Other General Merchandise Stores (NAICS 4529)	\$32,182,223	\$30,654,706	\$1,527,517	2.4	8
Miscellaneous Store Retailers (NAICS 453)	\$8,380,916	\$35,790,356	\$-27,409,440	-62.1	143
Florists (NAICS 4531)	\$624,394	\$1,301,559	\$-677,165	-35.2	8
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$1,933,474	\$6,583,174	\$-4,649,700	-54.6	40
Used Merchandise Stores (NAICS 4533)	\$593,986	\$1,305,250	\$-711,264	-37.5	22
Other Miscellaneous Store Retailers (NAICS 4539)	\$5,229,062	\$26,600,373	\$-21,371,311	-67.1	73
Nonstore Retailers (NAICS 454)	\$35,281,891	\$55,309,085	\$-20,027,194	-22.1	7
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$22,214,040	\$49,269,191	\$-27,055,151	-37.8	6
Vending Machine Operators (NAICS 4542)	\$2,218,232	\$0	\$2,218,232	100.0	0
Direct Selling Establishments (NAICS 4543)	\$10,849,619	\$6,039,894	\$4,809,725	28.5	1
Food Services & Drinking Places (NAICS 722)	\$85,617,402	\$166,864,395	\$-81,246,993	-32.2	221
Full-Service Restaurants (NAICS 7221)	\$56,233,811	\$98,961,308	\$-42,727,497	-27.5	137
Limited-Service Eating Places (NAICS 7222)	\$20,914,091	\$56,106,942	\$-35,192,851	-45.7	60
Special Food Services (NAICS 7223)	\$4,252,523	\$7,761,182	\$-3,508,659	-29.2	18
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$4,216,977	\$4,034,963	\$182,014	2.2	6

Leakage/Surplus Factor by Industry Subsector

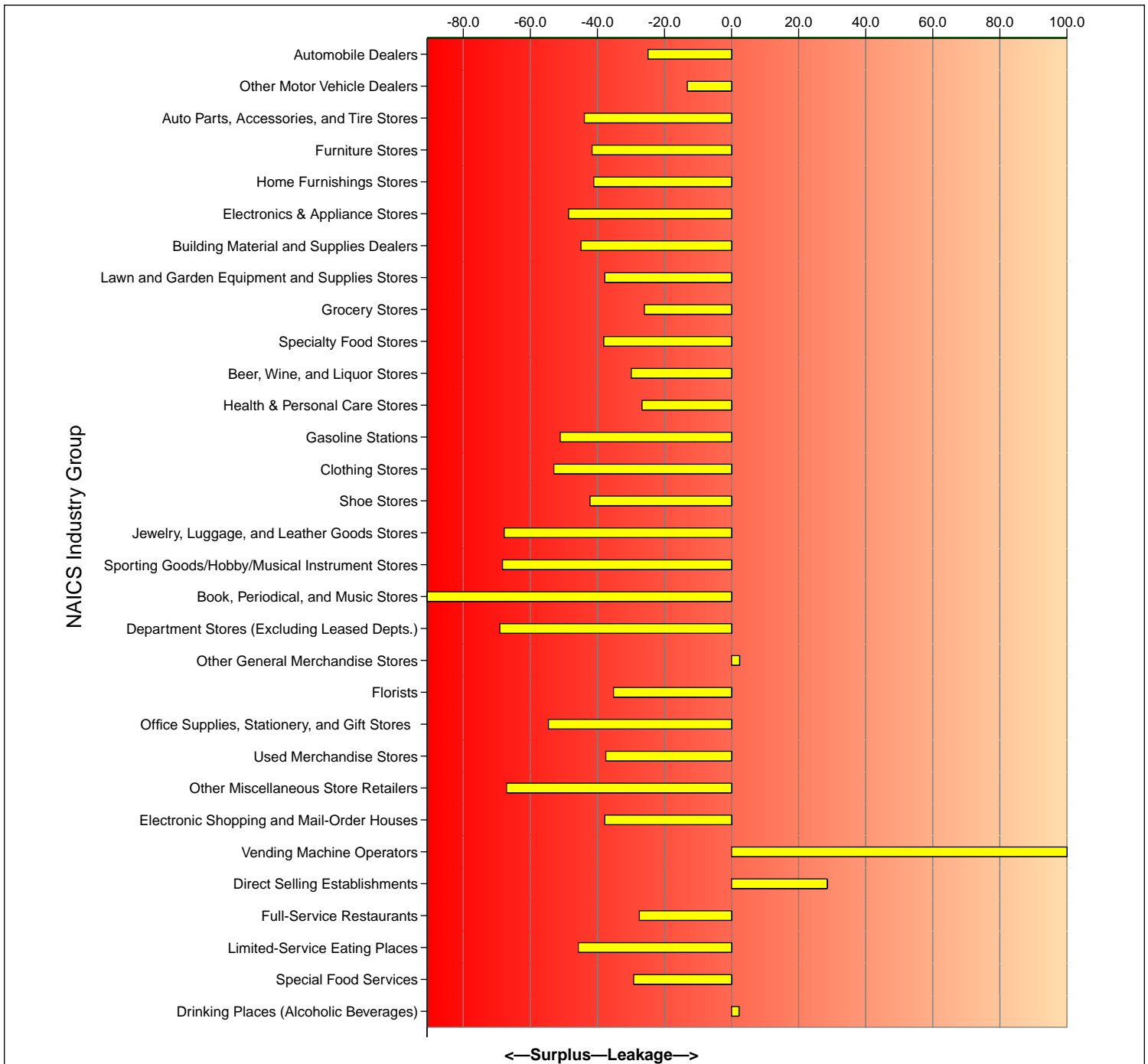


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Leakage/Surplus Factor by Industry Group



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