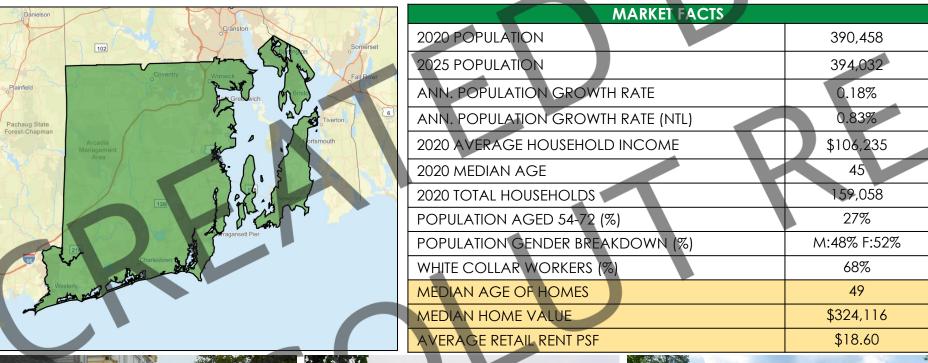


NEWPORT-WARWICK, RI MARKET ASSESSMENT





NEWPORT-WARWICK ZIP TERRITORY



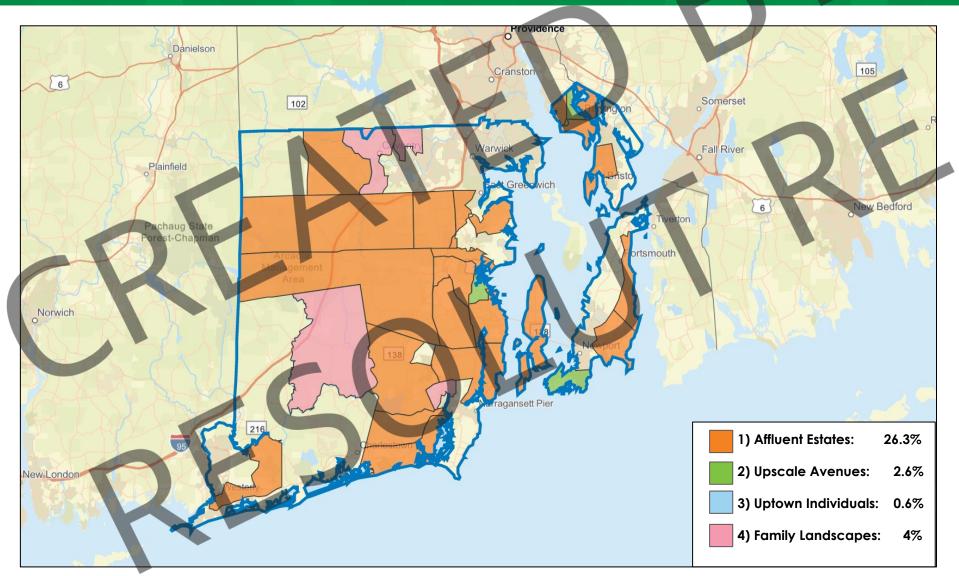






NEWPORT-WARWICK ZIP TERRITORY TAPESTRY SEGMENTATION





NEWPORT-WARWICK ZIP TERRITORY MARKET POTENTIAL INDEX



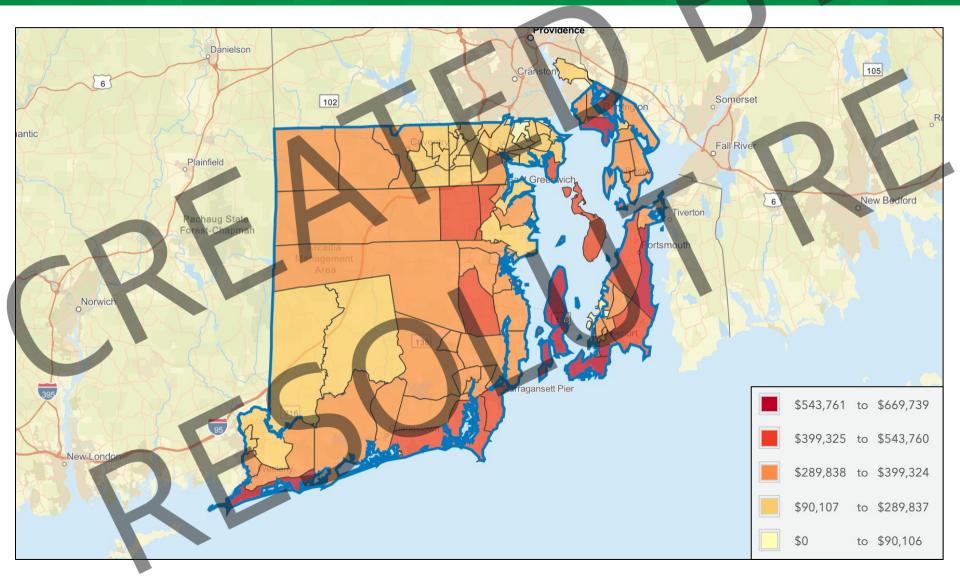
Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	117
Household spent on home remodeling in last 12 months: \$1-\$499	100
Household spent on home remodeling in last 12 months: \$500-\$2,499	100
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	127
Household spent on home remodeling in last 12 months: \$5,000+	1,30
Home remodeling done by outside contractor in last 12 months	129
Bathroom remodeling done in last 12 months	117
Kitchen remodeling done in last 12 months	114
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	127
Remodeling Materials	118

NEWPORT-WARWICK ZIP TERRITORY 2020 MEDIAN HOME VALUE



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NEWPORT-WARWICK ZIP TERRITORY EXISTING COMPETITION

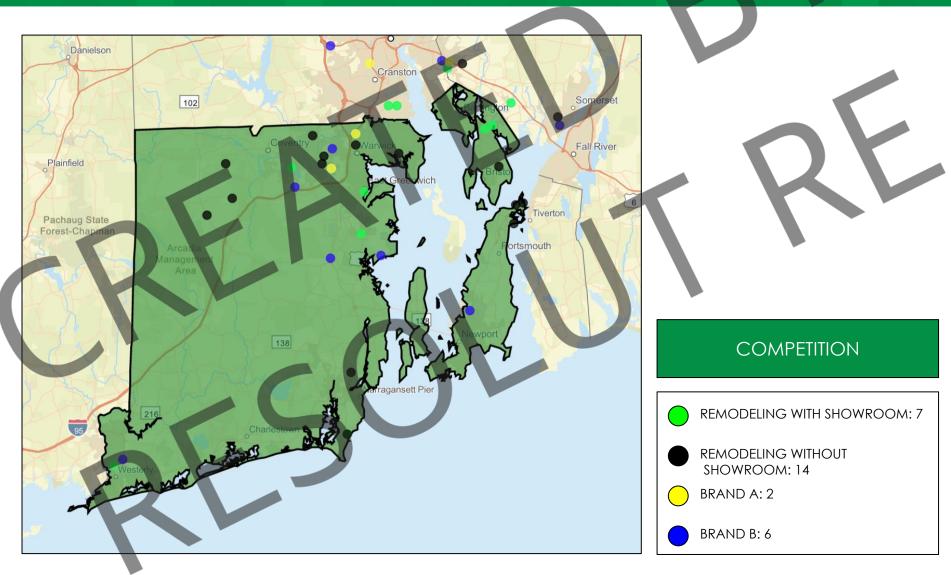


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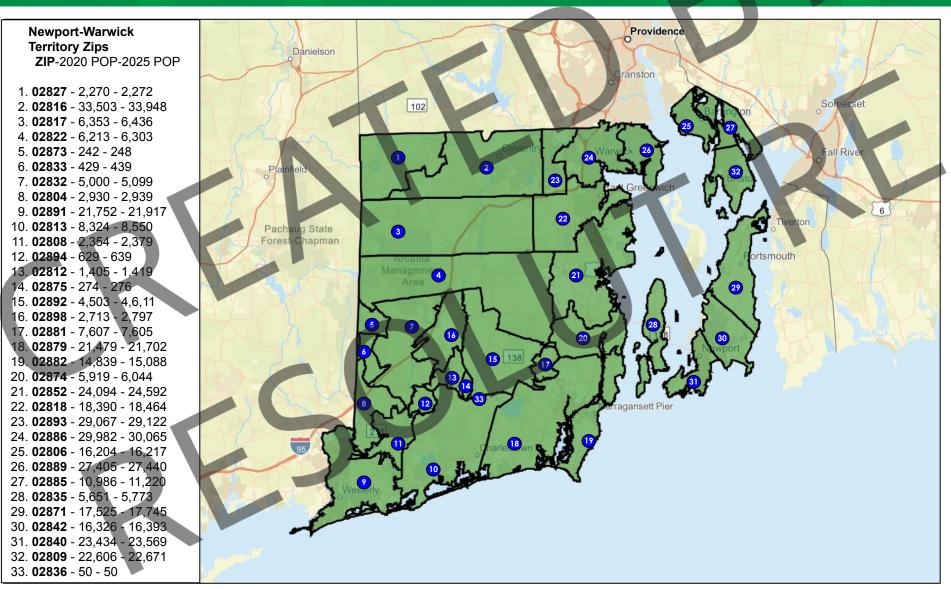
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NEWPORT-WARWICK ZIP TERRITORY ZIP BREAKDOWN





NEWPORT-WARWICK ZIP TERRITORY REMODELING SERVICES



Business Name	Address	Number of Employees	Showroom Yes/No
Company A	East Greenwich, RI	2	Yes
Company B	Narragansett, RI	3	Yes
Company C	Warren, RI	15	Yes
Company D	Warren, RI	4	Yes
Company E	Coventry, RI	30	Yes
Company F	North Kingston, RI	3	Yes
Company G	Westerly, RI	7	Yes
Company H	West Greenwich, RI	2	Νο
Company I	Portsmouth, RI	3	Νο
Company J	Warwick, RI	1	Νο

NEWPORT-WARWICK ZIP TERRITORY REMODELING SERVICES



Business Name	Address	Number of Employees	Showroom Yes/No
Company K	West Warwick, RI	2	No
Company L	Wakefield, RI	6	No
Company M	Portsmouth, RI	3	Νο
Company N	West Warwick, RI	2	Νο
Company O	West Warwick, RI	2	No
Company P	West Greenwich, RI	1	Νο
Company Q	Narragansett, RI	3	Νο
Company R	Warwick, RI	2	Νο
Company S	Portsmouth, RI	3	Νο
Company T	Coventry, RI	2	Νο
Company U	Bristol, RI	2	Νο

NEWPORT-WARWICK ZIP HOUSING SUMMARY



	5 Mil	ES	10 MILE	S	15 MILE	S
Units In Structure (2020)						
Total Units	10,564		64,626		150,805	
1 Detached Unit	8,731	82.6%	48,160	74.5%	109,734	72.8%
1 Attached Unit	322	3.0%	2,170	3.4%	5,677	3.8%
2 Units	446	4.2%	2,903	4.5%	9,948	6.6%
3 to 4 Units	658	6.2%	3,129	4.8%	8,747	5.8%
5 to 9 Units	296	2.8%	2,095	3.2%	4,278	2.8%
10 to 19 Units	329	3.1%	3,611	5.6%	6,958	4.6%
20 to 49 Units	394	3.7%	2,387	3.7%	4,612	3.1%
50 or More Units	50	0. <mark>5%</mark>	2,486	3.8%	6,137	4.1%
Mobile Home or Trailer	252	2.4%	1,270	2.0%	2,105	1.4%
Other Structure	-		1	-	132	_
Homes Built By Year (2020)						
Homes Built 2014 or later	219	1.8%	905	1.2%	1,875	1.1%
Homes Built 2010 to 2013	254	2.1%	835	1.1%	1,530	0.9%
Homes Built 2000 to 2009	1,102	9.1%	5,122	7.0%	10,014	5.8%
Homes Built 1990 to 1999	1,579	13.1%	7,413	10.2%	15,139	8.7%
Homes Built 1980 to 1989	1,641	13.6%	10,847	14.9%	22,585	13.0%
Homes Built 1970 to 1979	2,042	16.9%	11,211	15.4%	22,029	12.7%
Homes Built 1960 to 1969	1,313	10.9%	8,689	11.9%	19,716	11.4%
Homes Built 1950 to 1959	1,157	9.6%	8,462	11.6%	22,126	12.8%
Homes Built 1940 to 1949	406	3.4%	2,815	3.9%	8,609	5.0%
Homes Built Before 1939	1,764	14.6%	11,913	16.4%	34,703	20.0%
Median Age of Homes	42.7	yrs	45.6	yrs	48.9	yrs

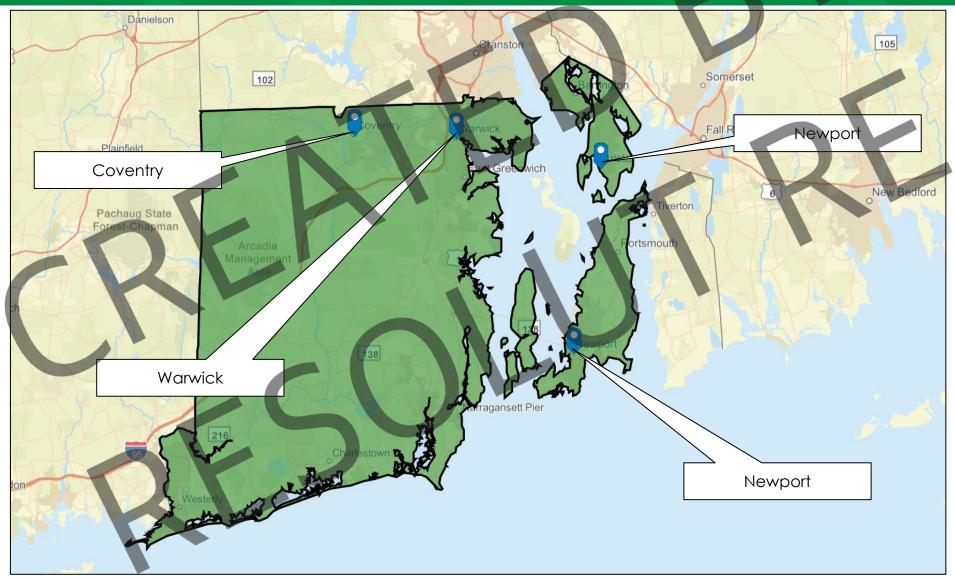
NEWPORT-WARWICK ZIP HOUSING SUMMARY



	5 MILES	5	10 MILES		15 MILES	S
Home Values (2020)						
Owner Specified Housing Units	8,918		48,568		110,574	
Home Values \$1,000,000 or More	70	0.8%	709	1.5%	2,003	1.8%
Home Values \$750,000 to \$999,999	<mark>417</mark>	4.7%	1,260	2.6%	<mark>3,117</mark>	2.8%
Home Values \$500,000 to \$749,999	1,463	16.4%	4,648	9.6%	9,270	8.4%
Home Values \$400,000 to \$499,999	1,578	17.7%	6,389	13.2%	12,783	11.6%
Home Values \$300,000 to \$399,999	2,443	27.4%	12,122	25.0%	25,037	22.6%
Home Values \$250,000 to \$299,999	1,100	12.3%	7,710	15.9%	17,402	15.7%
Home Values \$200,000 to \$249,999	836	9.4%	7,142	14.7%	18,781	17.0%
Home Values \$175,000 to \$199,999	202	2.3%	1,619	3.3%	5,087	4.6%
Home Values \$150,000 to \$174,999	188	2.1%	2,322	4.8%	6,046	5.5%
Home Values \$125,000 to \$149,999	27	0.3%	1,199	2.5%	3,355	3.0%
Home Values \$100,000 to \$124,999	61	0.7%	654	1.3%	1,827	1.7%
Home Values \$90,000 to \$99,999	11	0.1%	164	0.3%	418	0.4%
Home Values \$80,000 to \$89,999	1	-	221	0.5%	402	0.4%
Home Values \$70,000 to \$79,999	13	0.1%	252	0.5%	525	0.5%
Home Values \$60,000 to \$69,999	7	-	47	-	170	0.2%
Home Values \$50,000 to \$59,999	37	0.4%	145	0.3%	244	0.2%
Home Values \$35,000 to \$49,999	78	0.9%	263	0.5%	549	0.5%
Home Values \$25,000 to \$34,999	12	0.1%	153	0.3%	333	0.3%
Home Values \$10,000 to \$24,999	45	0.5%	594	1.2%	1,125	1.0%
Home Values Under \$10,000	76	0.9%	209	0.4%	610	0.6%
Owner-Occupied Median Home Value	\$385,282		\$333,973		\$324,116	
Renter-Occupied Median Rent	\$909		\$980		\$990	

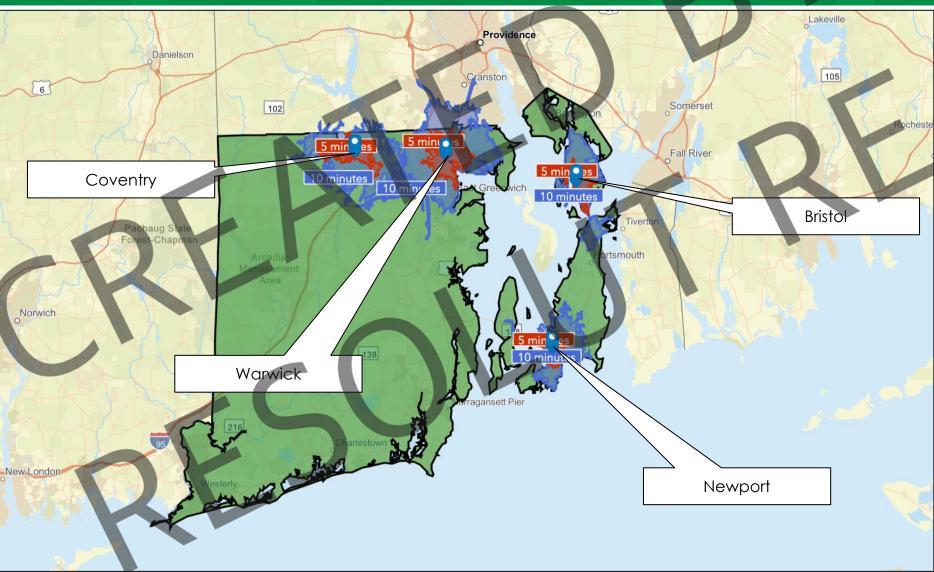


POTENTIAL MARKET AREAS - 5 & 10 MINUTE DRIVE TIME NEWPORT-WARWICK ZIP TERRITORY



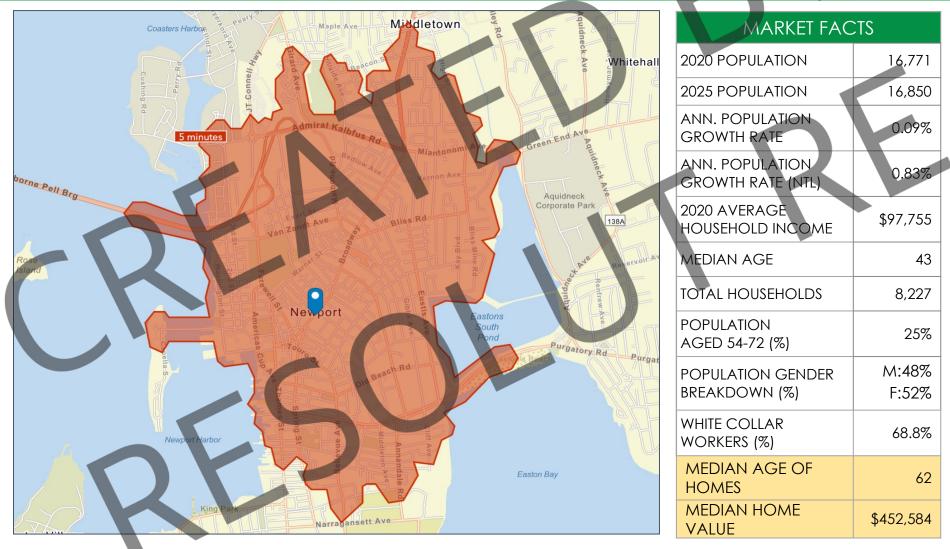


POTENTIAL MARKET AREAS - 5 & 10 MINUTE DRIVE TIME NEWPORT-WARWICK ZIP TERRITORY





NEWPORT MARKET AREA - 5 MINUTE DRIVE TIME



NEWPORT MARKET AREA - 5 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	92
Household spent on home remodeling in last 12 months: \$1-\$499	75
Household spent on home remodeling in last 12 months: \$500-\$2,499	75
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	86
Household spent on home remodeling in last 12 months: \$5,000+	92
Home remodeling done by outside contractor in last 12 months	100
Bathroom remodeling done in last 12 months	111
Kitchen remodeling done in last 12 months	105
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	103
Remodeling Materials	97

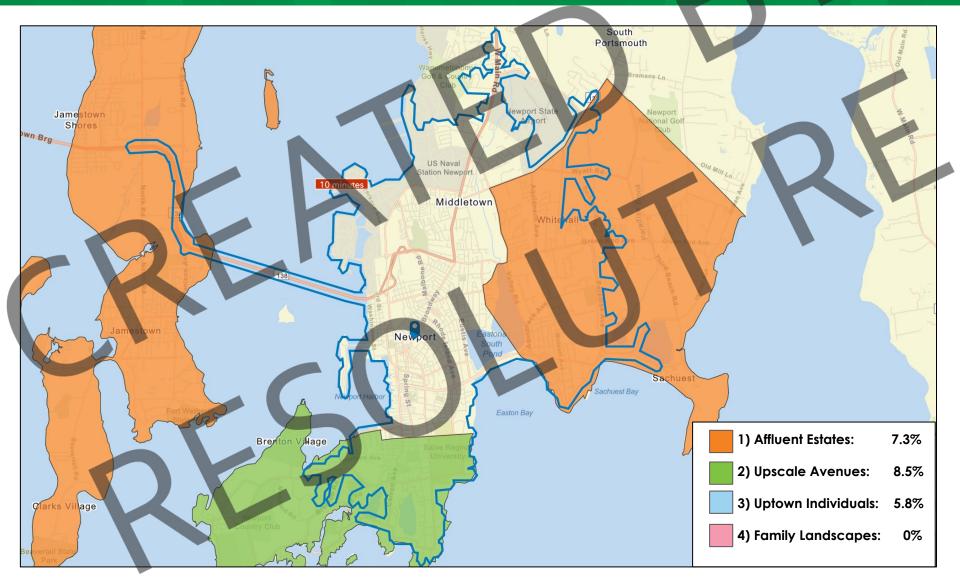


NEWPORT MARKET AREA - 10 MINUTE DRIVE TIME

Lawtons Lawtons South Portsmouth Shores 10 minutes Middletown WhiteMell	MARKET FAC 2020 POPULATION 2025 POPULATION ANN. POPULATION GROWTH RATE ANN. POPULATION GROWTH RATE (NTL) 2020 AVERAGE HOUSEHOLD INCOME	34,753 34,884 0.08% 0.83% \$96,017
	MEDIAN AGE	39 15,188
Jamestown Nev-port Sachuest	POPULATION AGED 54-72 (%)	23%
Brenton Village	POPULATION GENDER BREAKDOWN (%)	M:49% F:51%
A A A A A A A A A A A A A A A A A A A	WHITE COLLAR WORKERS (%)	67.1%
A Contraction of the second seco	MEDIAN AGE OF HOMES	58
	MEDIAN HOME VALUE	\$471,895

NEWPORT MARKET AREA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION





NEWPORT MARKET AREA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	95
Household spent on home remodeling in last 12 months: \$1-\$499	77
Household spent on home remodeling in last 12 months: \$500-\$2,499	77
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	94
Household spent on home remodeling in last 12 months: \$5,000+	96
Home remodeling done by outside contractor in last 12 months	106
Bathroom remodeling done in last 12 months	113
Kitchen remodeling done in last 12 months	106
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	102
Remodeling Materials	96

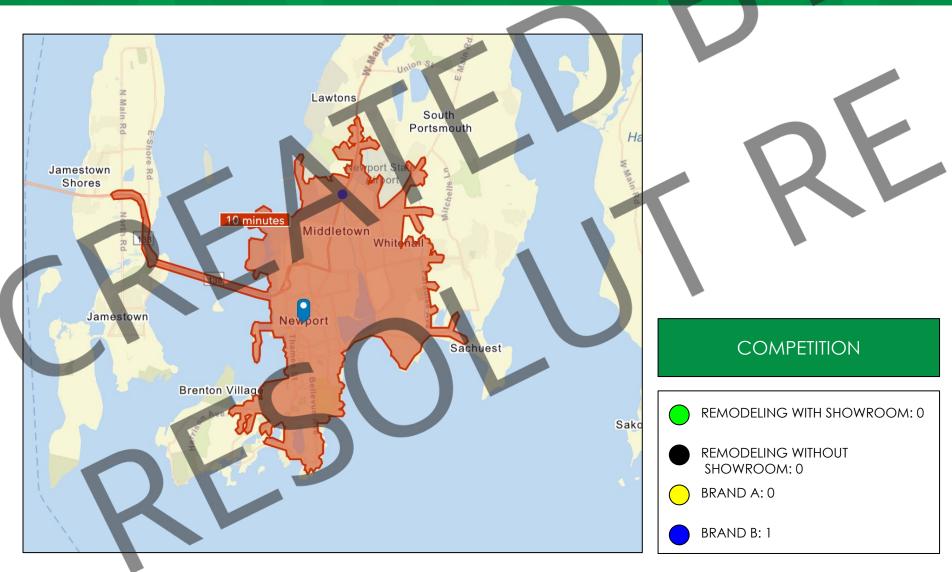
NEWPORT MARKET AREA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



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WARWICK MARKET AREA - 5 MINUTE DRIVE TIME

Hand Arport Rd	MARKET FAC	CTS
Pontiac	2020 POPULATION	17,664
Vakefield St	2025 POPULATION	17,682
Natick 5 minutes	ANN. POPULATION GROWTH RATE	0.02%
60° Brockeye Broc	ANN. POPULATION GROWTH RATE (NTL)	0.83%
Greenwood- Wildes Corner	2020 AVERAGE HOUSEHOLD INCOME	\$87,601
	MEDIAN AGE	46
Wahwick	TOTAL HOUSEHOLDS	8,016
Oakland Beac Nausauket	POPULATION AGED 54-72 (%)	26%
ton Coversett Rd	POPULATION GENDER BREAKDOWN (%)	M:48% F:52%
Greenwich Bay	WHITE COLLAR WORKERS (%)	65.8%
Major Potter Rt Major Potter Rd	MEDIAN AGE OF HOMES	52
Goddard Memorial State	MEDIAN HOME VALUE	\$983

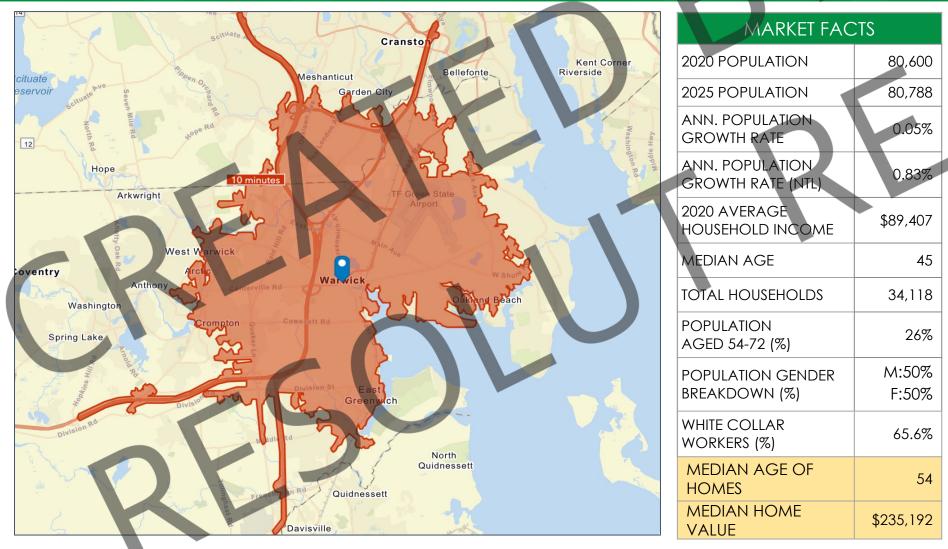
WARWICK MARKET AREA - 5 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	105
Household spent on home remodeling in last 12 months: \$1-\$499	95
Household spent on home remodeling in last 12 months: \$500-\$2,499	95
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	106
Household spent on home remodeling in last 12 months: \$5,000+	111
Home remodeling done by outside contractor in last 12 months	112
Bathroom remodeling done in last 12 months	100
Kitchen remodeling done in last 12 months	103
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	97
Remodeling Materials	91



WARWICK MARKET AREA - 10 MINUTE DRIVE TIME



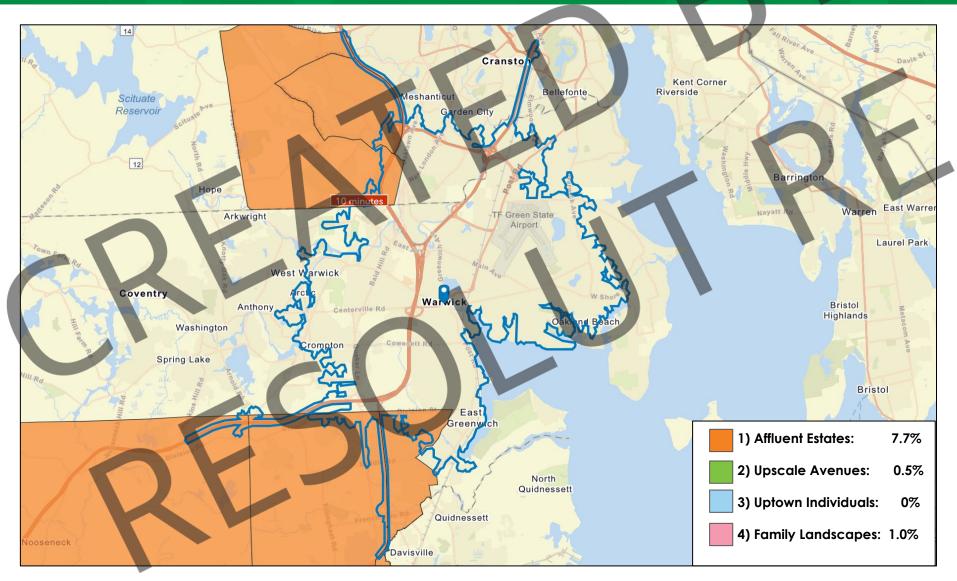
WARWICK MARKET AREA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION



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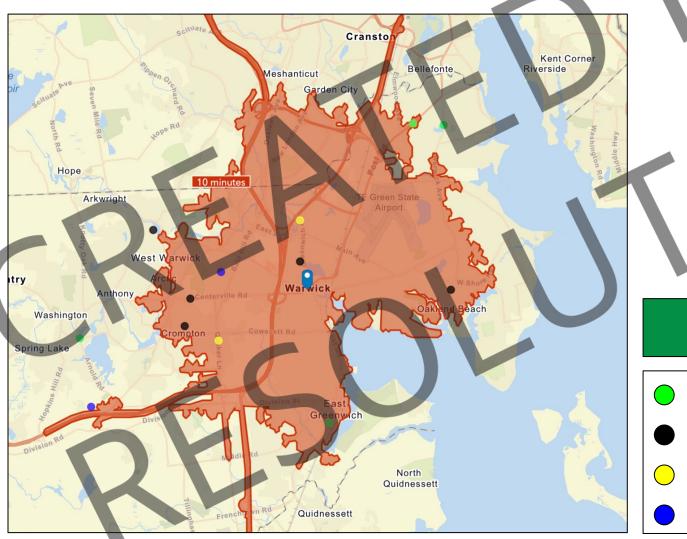
WARWICK MARKET AREA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



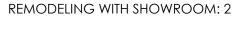
Consumer Behavior	Market Potential Index
Consumer Benavior	Marker Potential Index
Household did any home remodeling in last 12 months	109
Household spent on home remodeling in last 12 months: \$1-\$499	96
Household spent on home remodeling in last 12 months: \$500-\$2,499	96
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	112
Household spent on home remodeling in last 12 months: \$5,000+	119
Home remodeling done by outside contractor in last 12 months	118
Bathroom remodeling done in last 12 months	104
Kitchen remodeling done in last 12 months	112
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	104
Remodeling Materials	95

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WARWICK MARKET AREA - 10 MINUTE DRIVE TIME EXISTING COMPETITION



COMPETITION



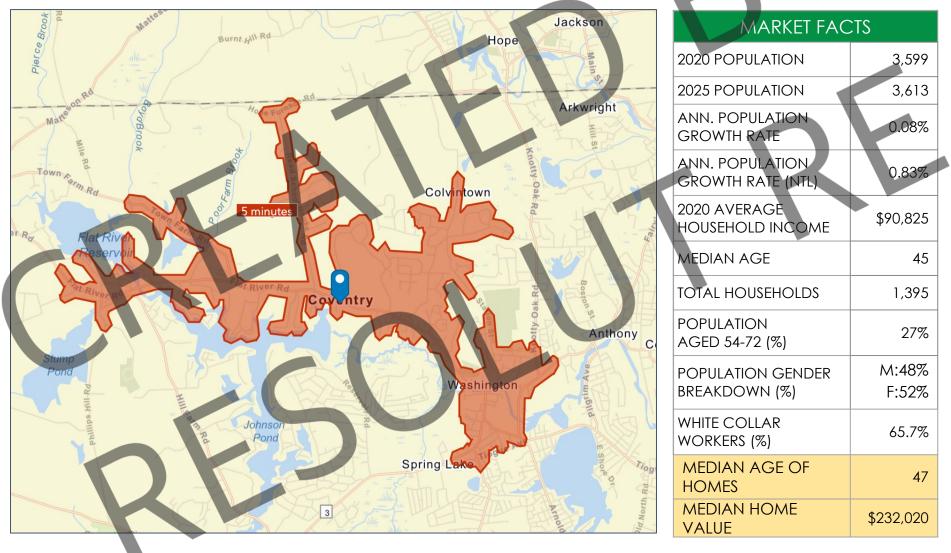
REMODELING WITHOUT SHOWROOM: 4

BRAND A: 2

BRAND B: 1



COVENTRY MARKET AREA - 5 MINUTE DRIVE TIME



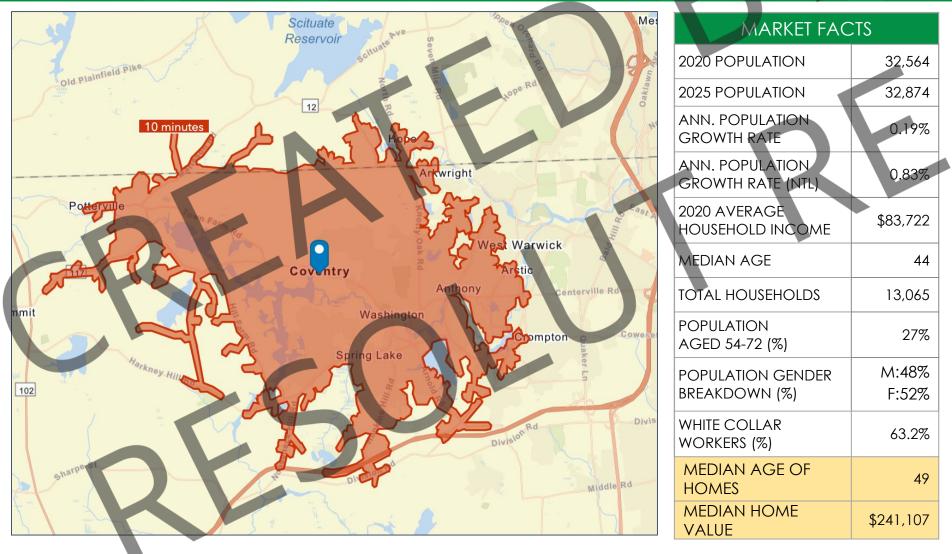
COVENTRY MARKET AREA - 5 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	121
Household spent on home remodeling in last 12 months: \$1-\$499	109
Household spent on home remodeling in last 12 months: \$500-\$2,499	109
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	133
Household spent on home remodeling in last 12 months: \$5,000+	129
Home remodeling done by outside contractor in last 12 months	129
Bathroom remodeling done in last 12 months	111
Kitchen remodeling done in last 12 months	121
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	113
Remodeling Materials	107



COVENTRY MARKET AREA - 10 MINUTE DRIVE TIME



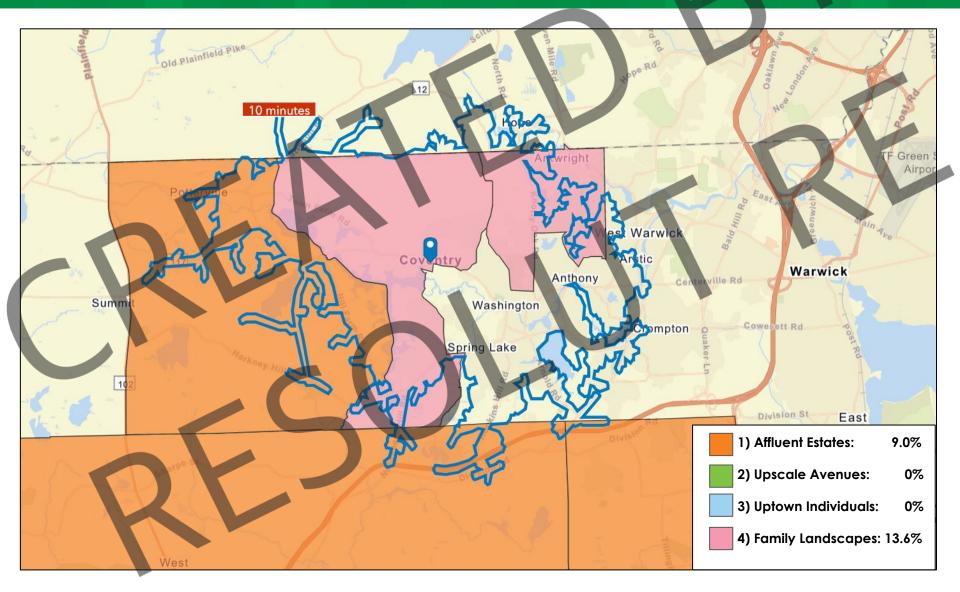
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COVENTRY MARKET AREA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION



COVENTRY MARKET AREA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	113
Household spent on home remodeling in last 12 months: \$1-\$499	104
Household spent on home remodeling in last 12 months: \$500-\$2,499	104
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	119
Household spent on home remodeling in last 12 months: \$5,000+	119
Home remodeling done by outside contractor in last 12 months	115
Bathroom remodeling done in last 12 months	108
Kitchen remodeling done in last 12 months	110
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	100
Remodeling Materials	99

COVENTRY MARKET AREA - 10 MINUTE DRIVE TIME EXISTING COMPETITION

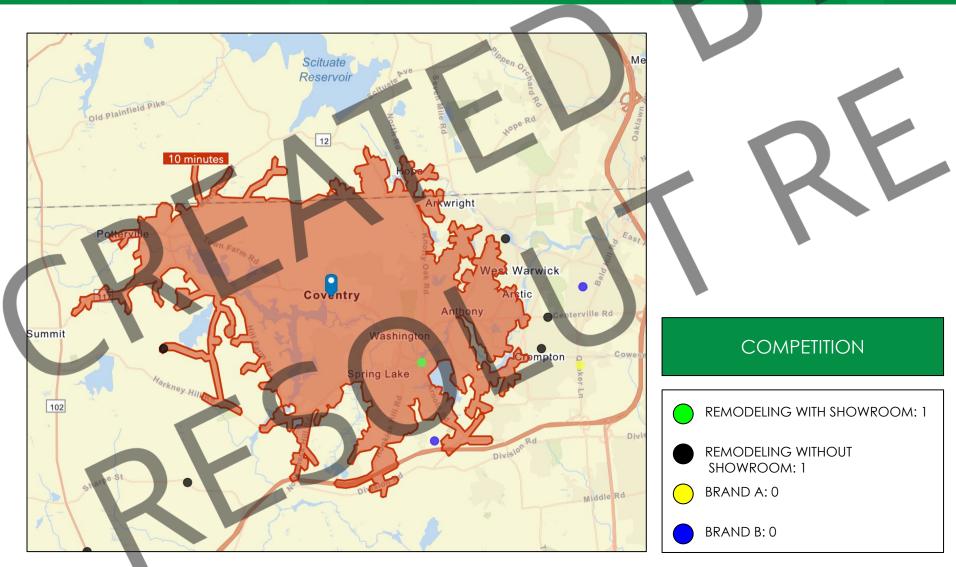


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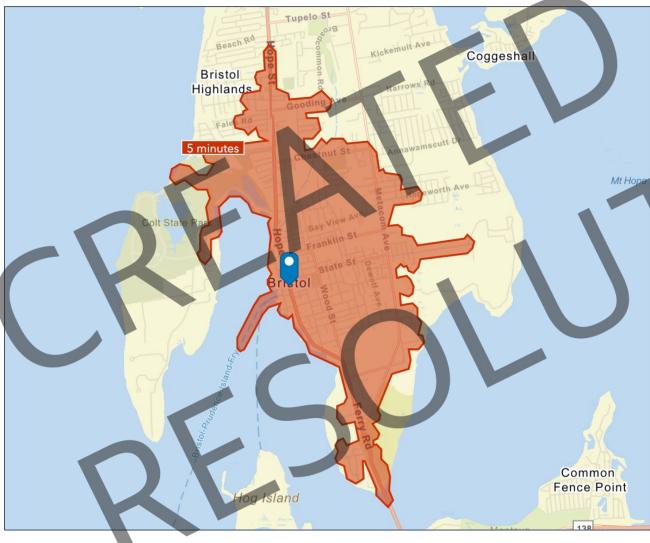
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BRISTOL MARKET AREA - 5 MINUTE DRIVE TIME



MARKET FAC	CTS
2020 POPULATION	12,029
2025 POPULATION	12,069
ANN. POPULATION GROWTH RATE	0.07%
ANN. POPULATION GROWTH RATE (NTL)	0.83%
2020 AVERAGE HOUSEHOLD INCOME	\$77,386
MEDIAN AGE	39
TOTAL HOUSEHOLDS	4,775
POPULATION AGED 54-72 (%)	22%
POPULATION GENDER BREAKDOWN (%)	M:48% F:52%
WHITE COLLAR WORKERS (%)	62.9%
MEDIAN AGE OF HOMES	53
MEDIAN HOME VALUE	\$324,682

BRISTOL MARKET AREA - 5 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



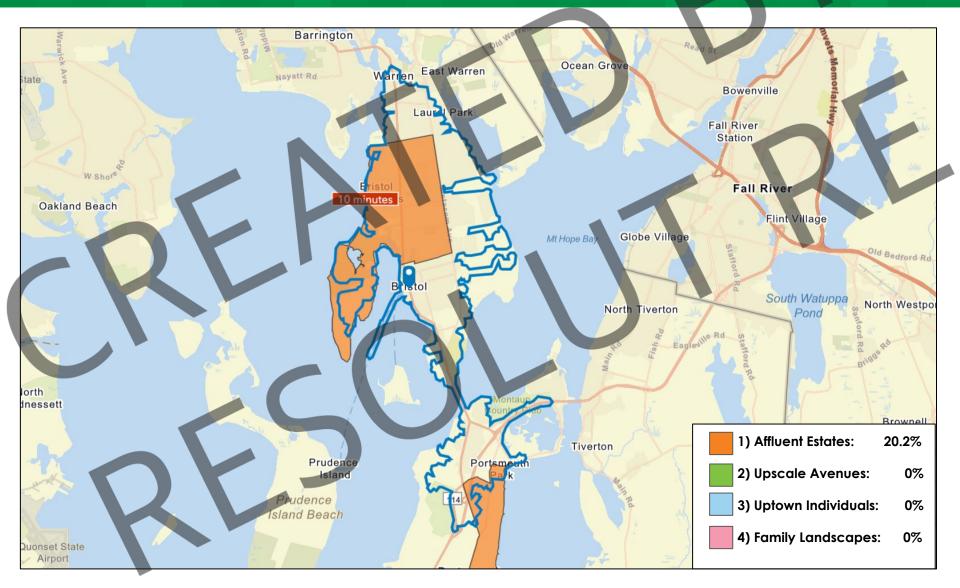
Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	79
Household spent on home remodeling in last 12 months: \$1-\$499	69
Household spent on home remodeling in last 12 months: \$500-\$2,499	69
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	89
Household spent on home remodeling in last 12 months: \$5,000+	84
Home remodeling done by outside contractor in last 12 months	99
Bathroom remodeling done in last 12 months	95
Kitchen remodeling done in last 12 months	96
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	81
Remodeling Materials	75



BRISTOL MARKET AREA - 10 MINUTE DRIVE TIME



BRISTOL MARKET AREA - 10 MINUTE DRIVE TIME TAPESTRY SEGMENTATION



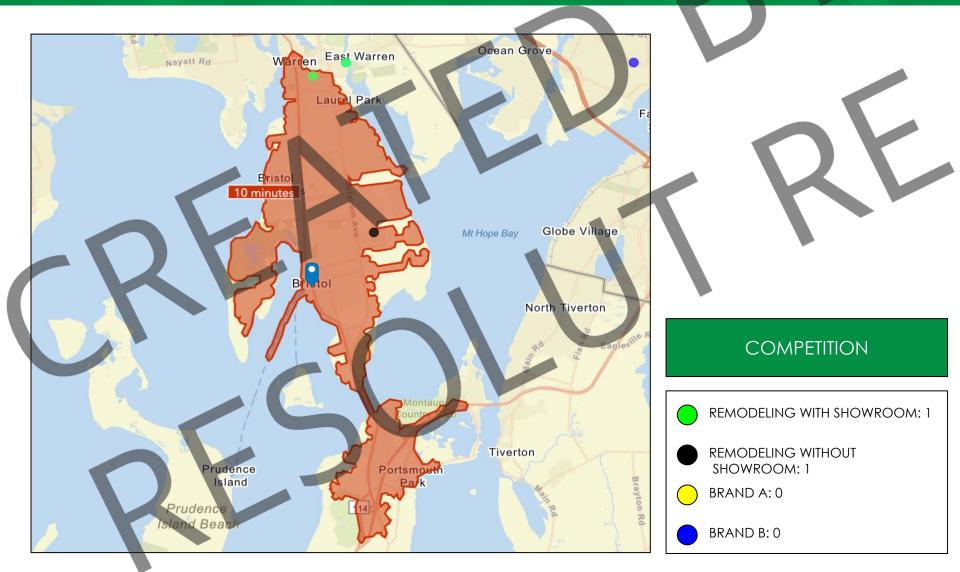
BRISTOL MARKET AREA - 10 MINUTE DRIVE TIME MARKET POTENTIAL INDEX



Consumer Behavior	Market Potential Index
Household did any home remodeling in last 12 months	105
Household spent on home remodeling in last 12 months: \$1-\$499	90
Household spent on home remodeling in last 12 months: \$500-\$2,499	90
Household spent on home remodeling in last 12 months: \$2,500-\$4,999	116
Household spent on home remodeling in last 12 months: \$5,000+	116
Home remodeling done by outside contractor in last 12 months	122
Bathroom remodeling done in last 12 months	113
Kitchen remodeling done in last 12 months	109
Consumer Spending	Spend Potential Index
Maintenance & Remodeling Services	104
Remodeling Materials	97

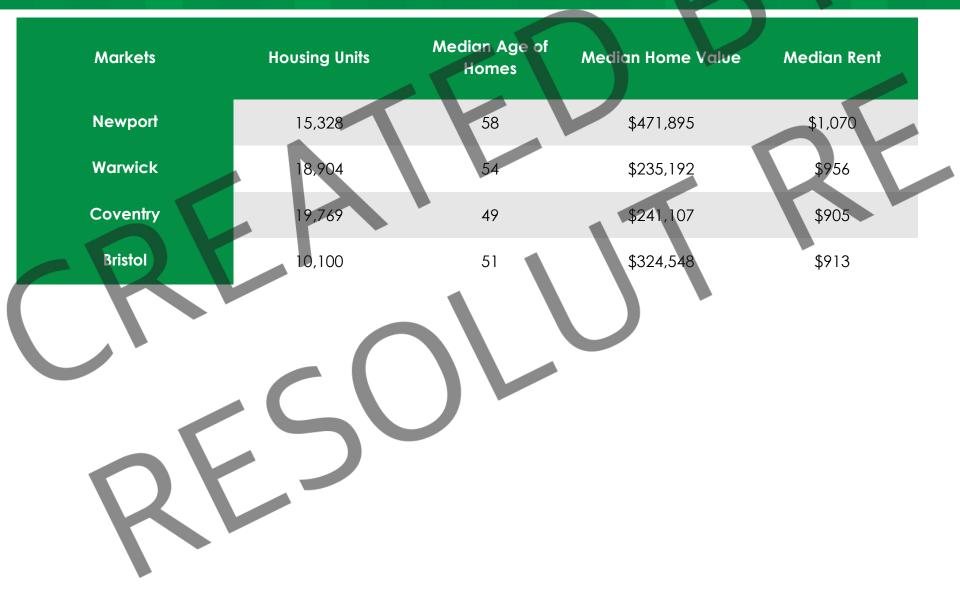
BRISTOL MARKET AREA - 10 MINUTE DRIVE TIME EXISTING COMPETITION





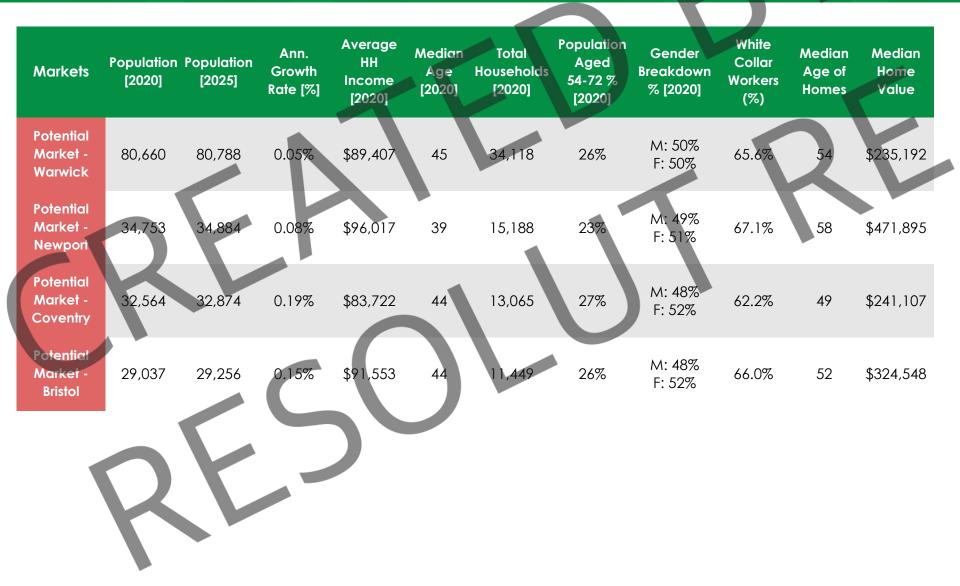
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NEWPORT-WARWICK ZIP HOUSING SUMMARY





NEWPORT-WARWICK ZIP TERRITORY - 10 MINUTE DRIVE TIME SUMMARY











APPENDIX - TAPESTRY SEGMENTATION GROUPS

LIFEMODE SUMMARY GROUPS

- 1. Affluent Estates: Established wealth—educated, well-travelled married couples
- 2. Upscale Avenues: Prosperous, married couples in higher density neighborhoods
- 3. Uptown Individuals: Younger, urban singles on the move
- 4. Family Landscapes: Successful younger families in newer housing
- 5. GenXurban: Gen X in middle age; families with fewer kids and a mortgage
- 6. Cozy Country Living: Empty nesters in bucolic settings
- 7. Ethnic Enclaves: Established diversity—young, Hispanic homeowners with families
- 8. Middle Ground: Lifestyles of thirtysomethings
- 9. Senior Styles: Senior lifestyles reveal the effects of saving for retirement
- 10. Rustic Outposts: Country life with older families, older homes
- 11. Midtown Singles: Millennials on the move; single, diverse, and urban
- 12. Hometown: Growing up and staying close to home; single householders
- 13. Next Wave: Urban denizens; young, diverse, hardworking families
- 14. Scholars and Patriots: College campuses and military neighborhoods



LEARNING CENTER



Explanation of Maps and Charts:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Explanation-of-Maps-Charts2update.pdf

Retail Scorecard Altitude Process:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Retail-Scorecard-Altitude-Process2update.pdf

Retail Scorecard Data Checklist:

http://retailsolutionsre.com/wp-content/uploads/2020/11/Retail-Scorecard-Data-Checklist.pdf

MPI & SPI:

http://retailsolutionsre.com/wp-content/uploads/2020/12/MPI-SPI2update.pdf

Defining Franchise Territories:

http://retailsolutionsre.com/wp-content/uploads/2020/12/Defining-Franchise-Territoriesupdate.pdf

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