





#### **MIDTOWN ROW**

- Gateway to Williamsburg:
  - Adjacent to the College of William & Mary
  - Within 1 mile of Colonial Williamsburg and Merchant's Square.
  - Proximity to Simon Outlets, Busch Gardens, Water Country and part of the Historic Triangle.
  - Main & Main and unbeatable visibility (27,300 VPD)
- Extension of William & Mary campus and the center of retail & entertainment experience for the university.
- 240 apartments with 624 residents.
- National Anchors: Earth Fare, Food Lion, Marshalls and Ace Hardware.
- Legacy restaurants achieving in excess of \$650 psf in annual sales.
- New Class A retail hub to host unique activations and entertainment plus community programs consistently all year round.















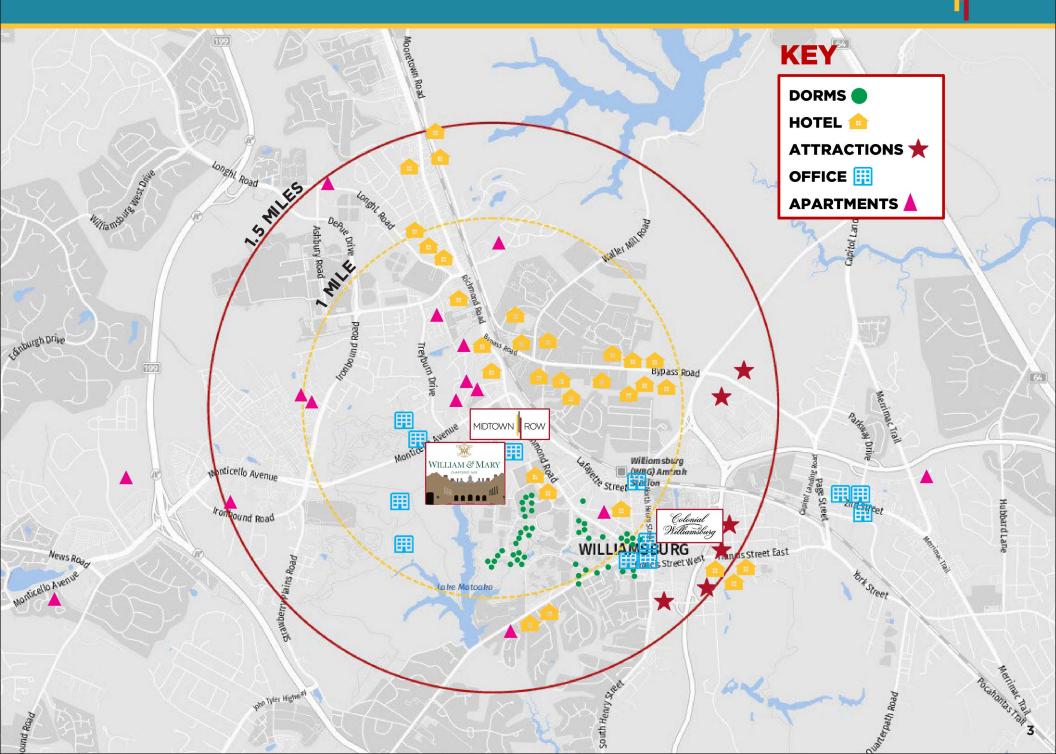


#### **REGIONAL**

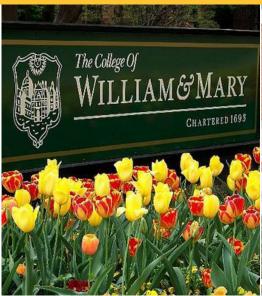
- 6+ million annual visitors to the region
- \$1.3B+ annual tourism expenditures.
- 4 seasons market due to the college population and tourism.
- Over 900 hotel rooms per 10,000 people or 6 times the national average including timeshares.
- 68,000 daytime employees within 3 miles, major employers include:
- City of Williamsburg, College of William & Mary, Colonial Williamsburg, Anhauser Busch, CIA, Fort Eustis and Newport News Shipbuilding. 5 of the top 10 employers in the area are within a 15 min drive.

#### **WILLIAMSBURG**

- Part of the greater Hampton Roads MSA, 33rd largest MSA (1.7 million people) in the US includes Newport News, Norfolk, Chesapeake, Portsmouth, Suffolk, Hampton and Virginia Beach.
- Economic Development Alliance and City of Williamsburg tax benefits and incentives available.











#### **WILLIAMSBURG COMMUNITY & TOURIST DATA**

- Large presence of the Department of Defense, the student body at the College of William & Mary, and the 5 million plus annual visitors to the region
- 5 million+ visitors annually, generating revenues of more than \$1.25 billion
- 8,000 area timeshares which are historically 95% occupied, largely by DoD employees coming to work at Camp Peary
- 9,571 students at the College of William & Mary makes a large contribution to the percentage sales of Midtown Row
- 43,000 daytime DoD and CIA employees working at Camp Peary 4 miles away who live year-round on base
- Hampton Roads MSA, which has 1.8 million people and additional military operations include Naval Weapons Station Yorktown, Joint Bases Langley-Eustis, Naval Station Norfolk, Naval Station Oceana, and others, increasing the population by an additional 200K people.

#### 1 MILE

Estimated Population\* (2024)

11,149

Population Growth 2024-2029

2.0%

Average Household Income

\$87,039

Total Housing Units (2024)

3,516

Daytime Population

42,592

Total Retail Expenditure

\$110M

Daytime Employees

43,789

#### 3 MILE

Estimated Population\* (2024)

/th

Population Growth 2024-2029

1.8%

43,695

Average Household Income

\$107,493

Total Housing Units (2024)

17,391

Daytime Population

68,645

Total Retail Expenditure

\$575M

Daytime Employees

70,325

#### 5 MILE

2024-2029

Estimated Population\* (2024)

Population Growth

Average Heusehold

Average Household Income

\$111,145

82.600

1.8%

Total Housing Units (2024)

32,940

Daytime Population

83,695

Total Retail Expenditure

\$1.1B

Daytime Employees

86.848











BUILDINGS 1-4			
SUITE	SIZE	TENANT	
BUILDING 2			
2101	2,000 SF Grit Coffee		
2103	1,342 SF	AVAILABLE	
2105	1,976 SF	Pedego	
2107	648 SF	Insomnia Cookies	
2109	854 SF	House of Seven Scalp & Hair Spa	
2111 - 2113	4,808 SF	AVAILABLE	
BUILDING 3			
3101	2,095 SF	AVAILABLE	
3103	1,798 SF	AVAILABLE	
3105	1,021 SF	AVAILABLE	
3107	1,718 SF	AVAILABLE	
3109	1,993 SF	AVAILABLE	
3111	2,208 SF	AVAILABLE	
3113	1,986 SF	Salon Seven	
3115	2,477 SF	AVAILABLE	
3117	1,746 SF	AVAILABLE	
3119	3,194 SF	Super Chix	
BUILDING 4			
4101-4103	3,703 SF	VooDoo Brewing Co.	
4105	1,674 SF	AVAILABLE	
4107-4109	2,065 SF	The Whale Tea	
4111	1,239 SF	AVAILABLE	
4113	4,114 SF	AVAILABLE	
4111-4113	5,352 SF	AVAILABLE	
4115	2,364 SF	California Tortilla	
4117	1,329 SF Made Co.		
4119	3,004 SF	AVAILABLE	
4121	2,065 SF	AVAILABLE	
4123	2,118 SF	AT LEASE	

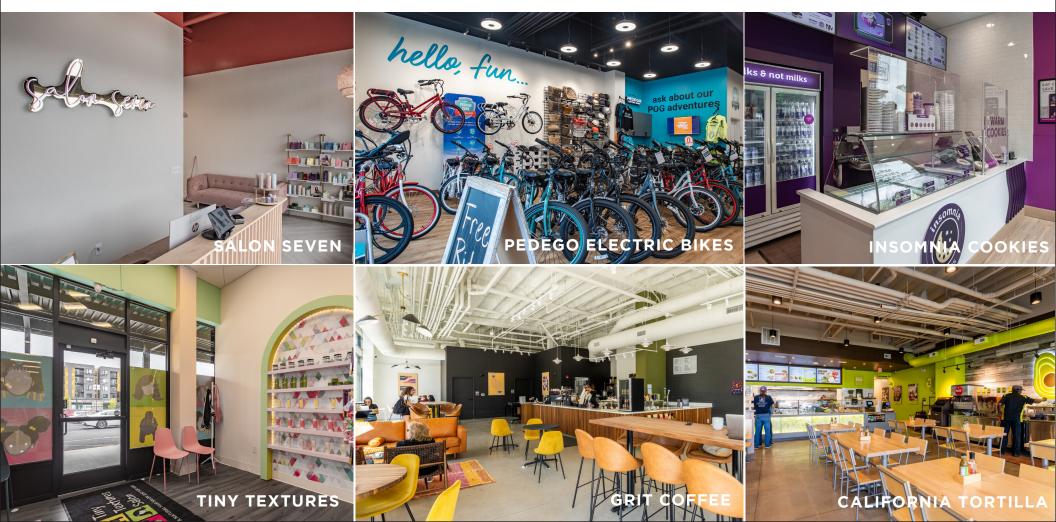
BUILDINGS 6-9			
BUILDING   UNIT	SIZE	TENANT	
BUILDING 6   6A	2,100 SF	Meadows	
BUILDING 7   7A	21,858 SF	Marshall's	
BUILDING 7   7B	1,572 SF	Queen Nails & Spa	
BUILDING 7   7C/7D	4.792 SF	Plato's Closet	
BUILDING 7   7E	1,970 SF	Cook's Burger Bar	
BUILDING 7   7F	5,808 SF	VA ABC	
BUILDING 7   7G	6,677 SF	Sal's By Victor	
BUILDING 8	32,500 SF	Food Lion	
BUILDING 9   9B	6,637 SF	AT LEASE	
BUILDING 9   9A	11,548 SF	Riverside	

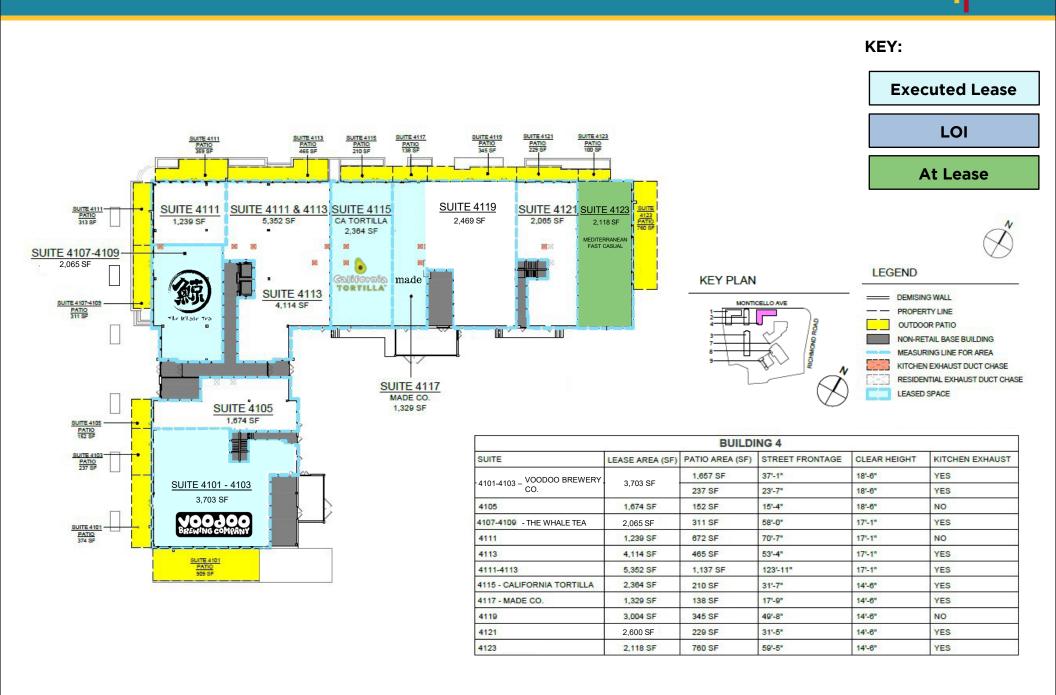
BUILDING 10		
UNIT	SIZE	TENANT
220A	1,322 SF	AVAILABLE
220B	1,322 SF	AVAILABLE
218B	1,187 SF	Tiny Textures
218A	1,365 SF	Glo Fiber
214A	2,520 SF	AVAILABLE
214B	1,492 SF	AVAILABLE
210	17,163 SF	Ace Hardware
208	24,016 SF	Earth Fare
204	3,150 SF	Amiraj
202B	998 SF	City Nails
202A	1,000 SF	Great Clips
200B	2,929 SF	Bonanza Social Kitchen
200A	2,571 SF	Fedex
PAD SITE	PAD SITE	Rita's

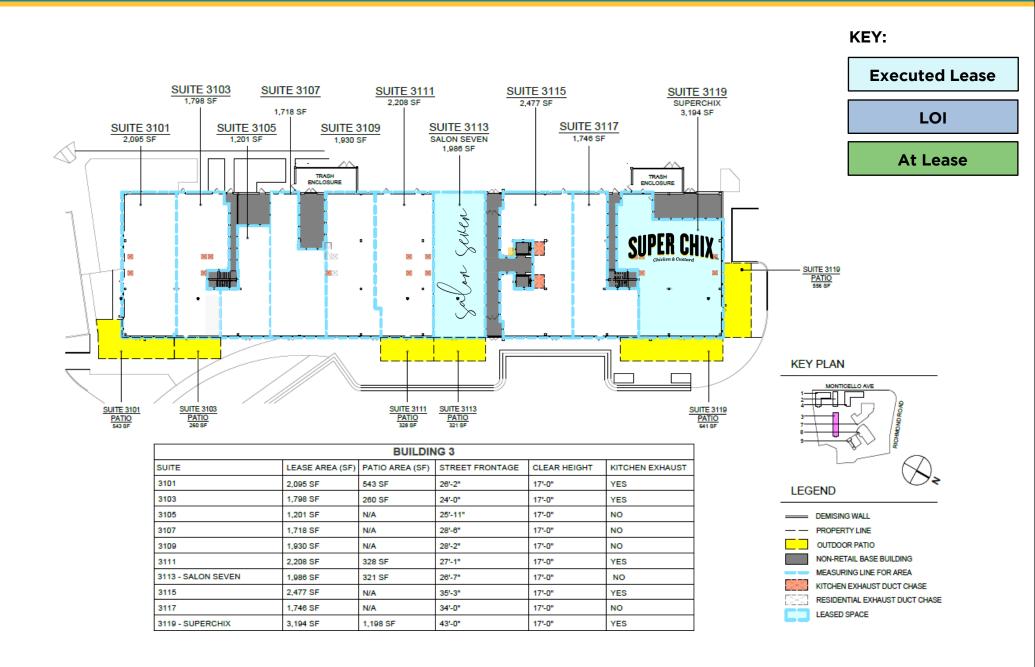
Midtown Row's merchandising strategy is a highly curated mix of food & beverage and retail tenants complementing our vision and experience for the project.

#### **RETAIL DRIVERS INCLUDE:**

CHEF-DRIVEN RESTAURANTS | HIGHEST QUALITY RETAIL | AUTHENTIC EXPERIENCE LOCAL/REGIONAL OPERATORS | ARTISAN & CRAFT MAKERS | NEIGHBORHOOD CONVENIENCE RELEVANT & HIP OFFERINGS | NICHE AND INTENTIONAL RETAIL | SELECT NATIONAL RETAILERS



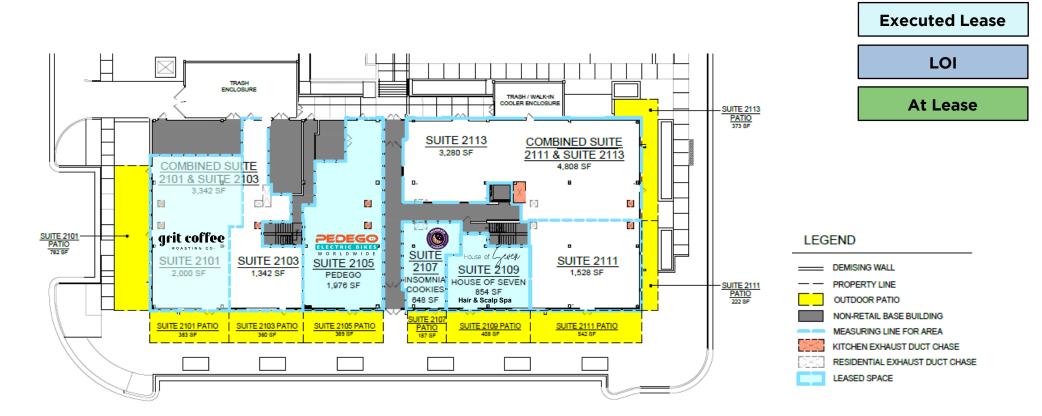




KEY PLAN



KEY:



BUILDING 2					
SUITE	LEASE AREA (SF)	PATIO AREA (SF)	STREET FRONTAGE	CLEAR HEIGHT	KITCHEN EXHAUST
2101 - GRIT COFFEE	2,000 SF	1,165 SF	30'-8"	17'-0"	YES
2103	1,342 SF	360 SF	28'-11"	17'-0"	NO
2105 - PEDEGO	1,976 SF	389 SF	31'-2"	17'-0"	NO
2107 - INSOMNIA COOKIES	648 SF	187 SF	15'-0"	17'-0"	NO
2109 - HOUSE OF SEVEN	854 SF	408 SF	32'-8"	17'-0"	NO
2111	3,080 SF	764 SF	67'-6"	17'-0"	YES
2113	1,728 SF	373 SF	39'-4"	17'-0"	YES









BUILDING/UNIT	SIZE	TENANT
Building 6   Unit 6A	2,100 SF	Meadows
Building 7   Unit 7A	21,858 SF	Marshalls
Building 7   Unit 7B	1,572 SF	Queen Nails & Spa
Building 7   Unit 7C/7D	4,792 SF	Plato's Closet
Building 7   Unit 7E	1,970 SF	Cook's Burger Bar
Building 7   Unit 7F	5,808 SF	VA ABC
Building 7   Unit 7G	6,677 SF	Sal's by Victor
Building 8   Unit 8A	32,500 SF	Food Lion
Building 9   Unit 9B	6,637 SF	At Lease
Building 9   Unit 9A	11,548 SF	Riverside



# Approximately 23,000 SF Divisible Entertainment | Recreation | Retail









UNIT	SIZE	TENANT
Unit 220A Lower Level	17,292	Available
Unit 220A Ground Level	2,044 SF	Available
Unit 220B Ground Level	2,644 SF	Available
Unit 218B	1,187 SF	Tiny Textures
Unit 218A	1,365 SF	Glo Fiber
Unit 214A	2,520 SF	Available
Unit 214B	1,492 SF	Available
Unit 210	17,163 SF	Ace Hardware
Unit 208	24,016 SF	Earth Fare
Unit 204	3,150 SF	Amiraj
Unit 202B	998 SF	City Nails
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Unit 200B	2,929 SF	Bonanza Social Kitchen
Unit 200A	2,571 SF	Fedex
PAD SITE	PAD SITE	Rita's







# Our onsite Marketing Manager enables cross promotion to the extended Williamsburg community by:

- Organize and implement a comprehensive events calendar all year-round utilizing green space, the stage, and common areas.
- Develop and execute a comprehensive marketing plan for the project in coordination with individual retailers.
   Emphasis is on cross marketing throughout the project and the extended community.
- Follow and monitor local events and activities with an eye towards identifying opportunities to promote Midtown Row and its retailers while connecting with the community.
- Manage unique marketing programs in both traditional and digital mediums, i.e, print, advertising, personal relationships, project website, and social media.
- Quarterly Town Hall Meetings: Allowing retailers access to other retailers and residential and property managers within the project.













Community
Shredding Event March 2024



Goat Yoga On

The Green

Free

Yoga Session On the Village Green

May 2024



Dog Park Event

**June 2024** 

## MUSIC IN MIDTOWN



Free Monthly Concerts on the Village Green Stage
2nd Thursday of the Month

May-September 2024



Hosted by Midtown Row.
Estimated 3,000 attendees!

November 2024

### **RETAIL EVENTS!**

Branded marketing events supporting Midtown Row businesses

Throughout the Year



Hosting
Community
& Charity
Events

Throughout the Year



**Christmas Event** 

Santa, Hot Chocolate, Live Entertainment

December 2024



Midtown Row Website



Village Green Cam



The Current Residential



Williamsburg
Economic
Development

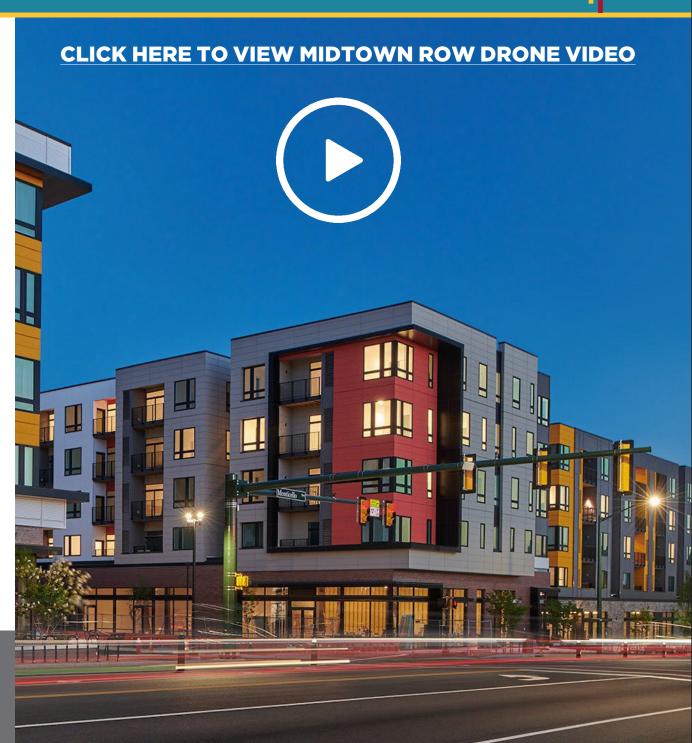


**Broad Street Realty, Inc.** 



**FOLLOW MIDTOWN ROW:** 





The gateway to Williamsburg, Virginia, connecting residents, the community, students and tourists.





## **LEASING**



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