

THE GARRISON at Stafford

425 GARRISONVILLE ROAD | STAFFORD, VA 22556 | STAFFORD COUNTY, VA



DEVELOPED BY:

THE PENCE GROUP

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MARKET FACTS AND AERIAL

WHERE IN THE WORLD IS STAFFORD, VA?

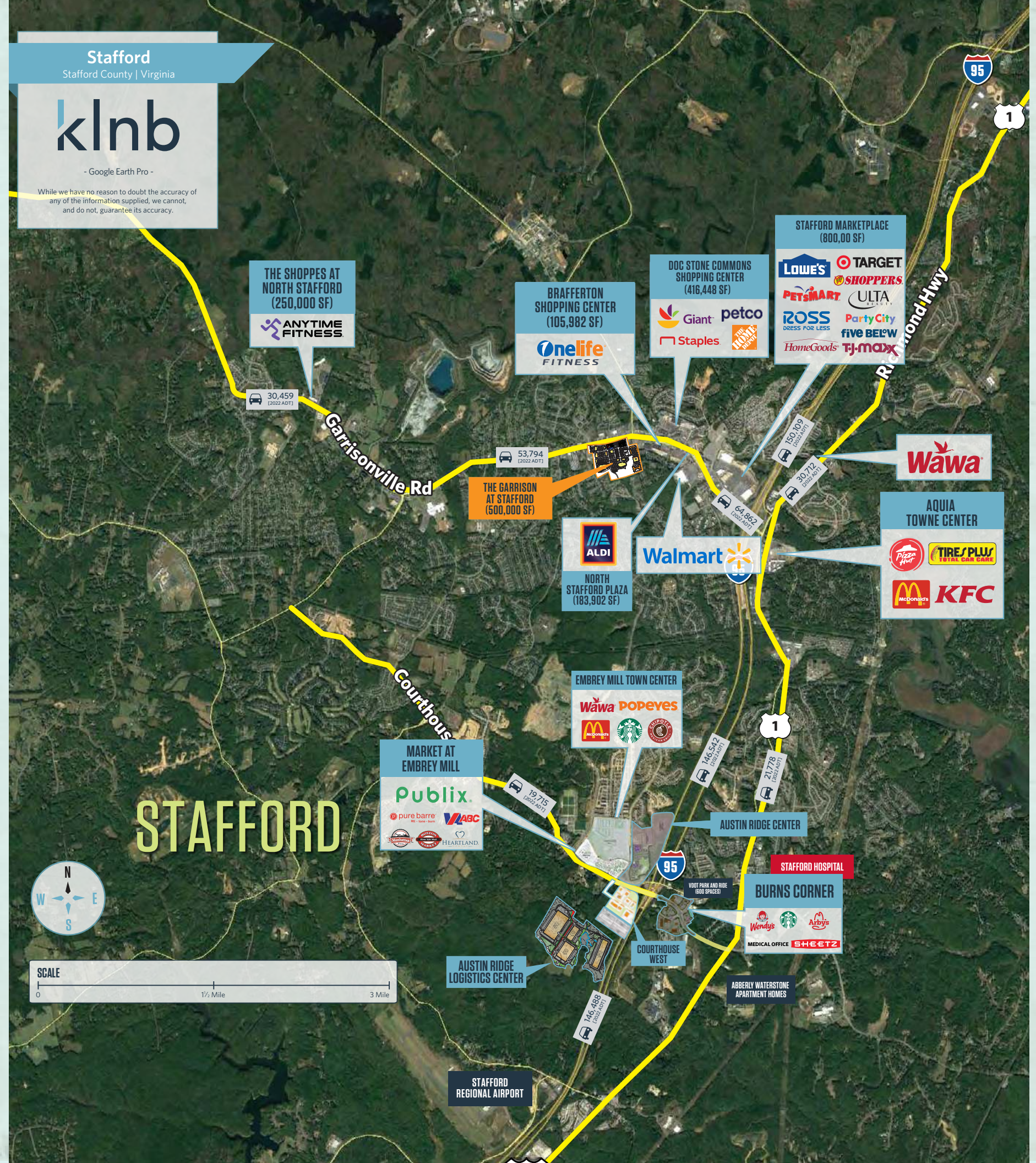
- 25 Miles South of the Washington DC Beltway.
- Southern anchor of the Washington Metro Area with a gross regional product of \$425B.
- Unique travel patterns due to North/South Infrastructure (Traditional concentric circles do not apply in Stafford).
- I-95 "Hot Lane" terminous at Exit 143 (Garrisonville Road).

WHY OPEN IN STAFFORD, VA?

- Stafford County consistently ranks in the top 20 wealthiest localities in the USA with a median household income of \$121,946 (ESRI), and is currently the 6th wealthiest county in Virginia.
- Stafford is the third fastest-growing county in Virginia
- Stafford County has seen a 16% increase in population since 2010
 - Current population: 156,900
- Stafford is home to the most veterans of any comparable locality.




Stafford County is comprised of 277 square miles. The county offers a business-friendly environment. Low business and real estate tax rates are designed to promote commercial growth and expand job opportunities for citizens.

In addition to the existing VRE, Stafford Airport, and I-95 Express Lanes, approximately \$55M in transportation improvements are planned between 2019-2028.



HOUSING AND DEMOGRAPHICS

DEMOGRAPHICS (2023)

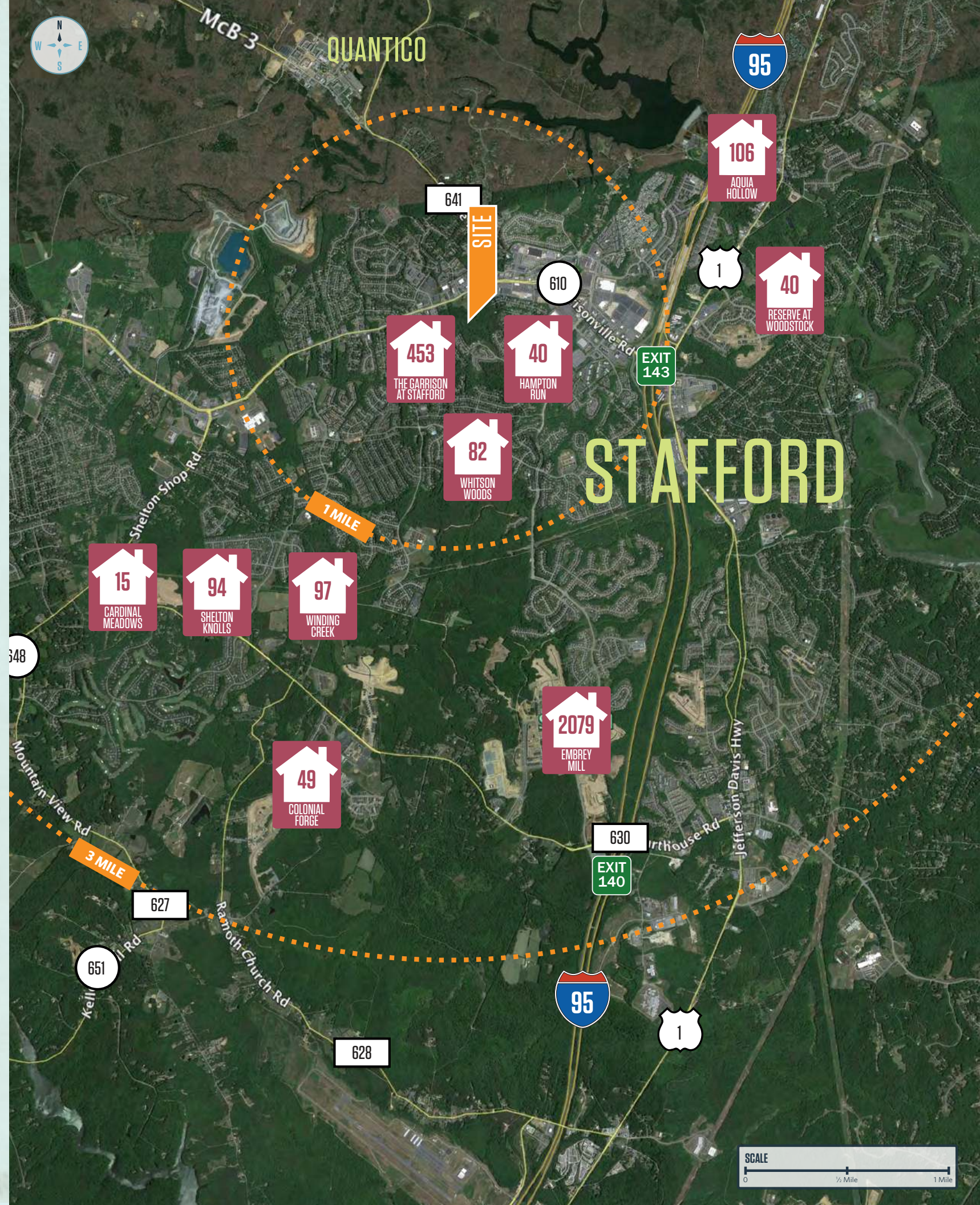
	1 MILE	3 MILE	5 MILE
POPULATION 	11,365	56,947	88,053
MEDIAN HH INCOME 	\$94,549	\$120,217	\$122,943
DAYTIME POPULATION 	11,364	42,861	74,189

 = **NEW HOME GROWTH**
(adding to the 2023 demographics)

TRAFFIC COUNTS (2022)



I-95	164,161 ADT
GARRISONVILLE ROAD (ROUTE 3610)	
TRAVIS LANE TO ROUTE 95	67,892 ADT
KINGSLAND DRIVE TO TRAVIS LANE	52,811 ADT



AERIAL EMBEDDED SITE PLAN



SITE PLAN

MAY 2025 DELIVERY

NOVEMBER 2025 DELIVERY

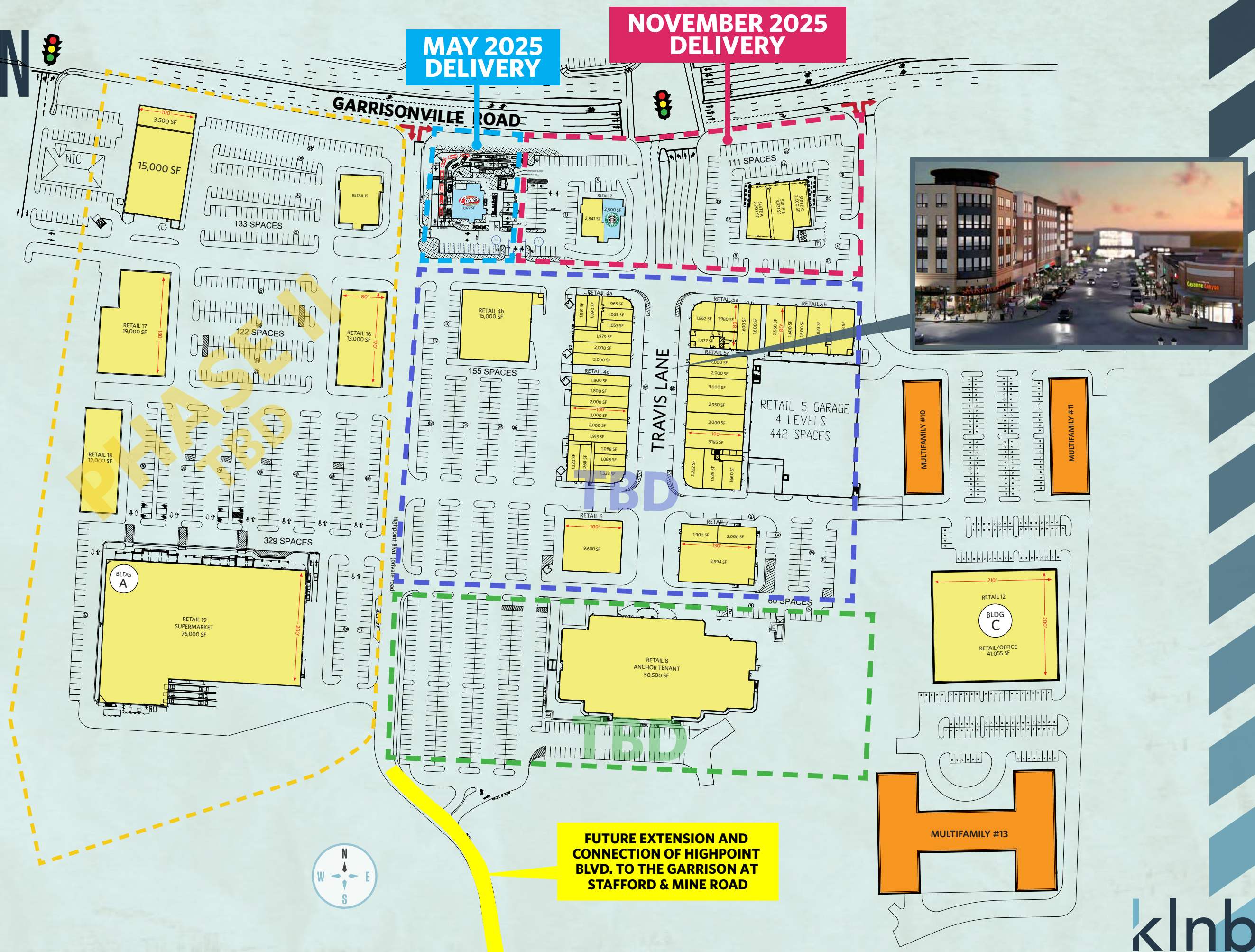
TIMING FOR DELIVERY

- RAISING CANE'S PAD: MAY 2025
- 2-TENANT (STARBUCK'S) PAD & 3-TENANT PAD: NOVEMBER 2025
- STREET RETAIL: TBD
- ANCHOR TENANT: TBD
- PHASE II: TBD

EST NNN: \$5.50 PSF

THE GARRISON at Stafford

- TOTAL RETAIL:** 500,000 SF
- TOTAL MULTIFAMILY:** 453 UNITS
- TOTAL PARKING:** 4 PER 1,000, + REQUIRED PARKING FOR RESIDENTIAL & OFFICE USES



FUTURE EXTENSION AND CONNECTION OF HIGHPOINT BLVD. TO THE GARRISON AT STAFFORD & MINE ROAD

RENDERINGS



Looking south down Travis Lane (newly extended)

RENDERINGS



RENDERINGS



Building 4



Building 7



Building 4



Building 6

ELEVATIONS



Building 5 South Elevation



Building 5 East Elevation

ELEVATIONS

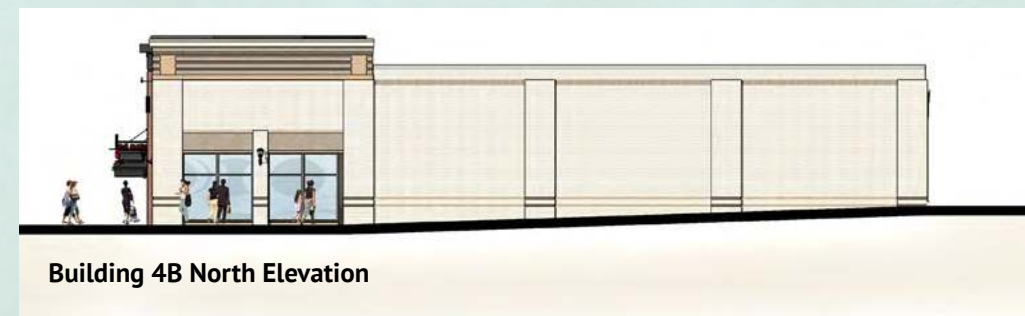
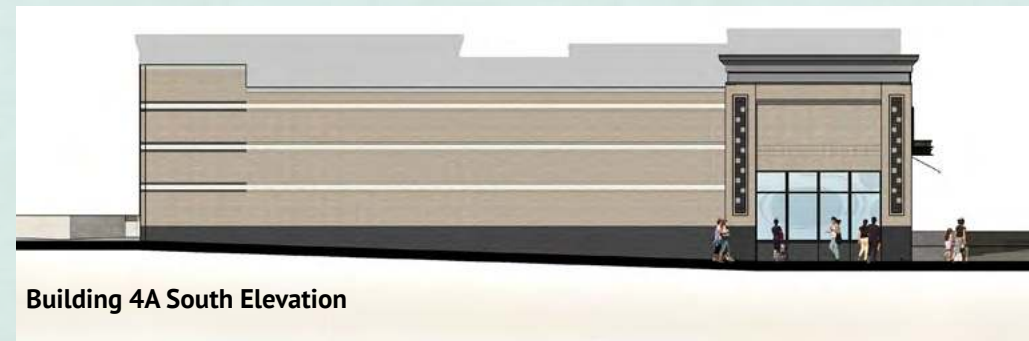


Building 5 West Elevation



Building 5 North Elevation

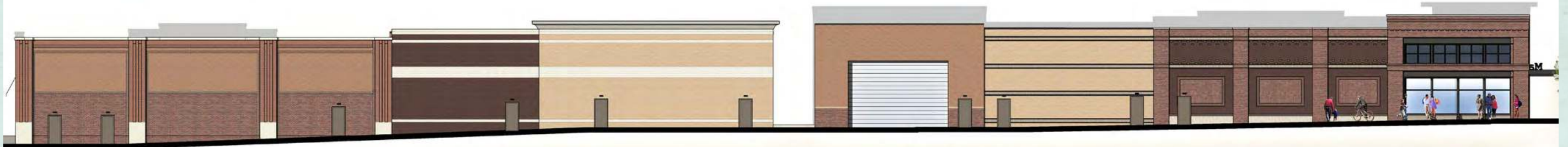
ELEVATIONS



ELEVATIONS



Building 6 North Elevation



Building 6 South Elevation



Building 6 West Elevation



Building 6 East Elevation



ELEVATIONS



Building 7 West Elevation



Building 7 North Elevation



Building 7 East Elevation



Building 7 South Elevation

STAFFORD RETAIL DEMAND OUTLOOK



Retail Demand Outlook

425 Garrisonville Rd, Stafford, Virginia, 22554
Ring: 1 mile radius

Prepared by KLNBRetail
Latitude: 38.47465
Longitude: -77.42826

Top Tapestry Segments	Percent	Demographic Summary	2023	2028	
Up and Coming Families (7A)	42.1%	Population	11,365	12,027	
Home Improvement (4B)	26.7%	Households	3,751	4,007	
Bright Young Professionals (8C)	11.5%	Families	2,946	3,135	
Professional Pride (1B)	11.2%	Median Age	32.5	33.9	
Workday Drive (4A)	8.5%	Median Household Income	\$94,549	\$107,197	
		2023	2028	Projected	
		Consumer Spending	Forecasted Demand	Spending Growth	
Apparel and Services			\$9,658,161	\$11,675,610	\$2,017,449
Men's			\$1,825,602	\$2,207,054	\$381,452
Women's			\$3,234,699	\$3,908,874	\$674,175
Children's			\$1,602,023	\$1,939,850	\$337,827
Footwear			\$2,143,263	\$2,590,929	\$447,666
Watches & Jewelry			\$678,243	\$818,535	\$140,292
Apparel Products and Services (1)			\$174,330	\$210,368	\$36,038
Computer					
Computers and Hardware for Home Use			\$1,156,326	\$1,398,147	\$241,821
Portable Memory			\$20,209	\$24,437	\$4,228
Computer Software			\$59,294	\$71,641	\$12,347
Computer Accessories			\$112,139	\$135,598	\$23,459
Entertainment & Recreation			\$16,633,481	\$20,106,949	\$3,473,468
Fees and Admissions			\$3,379,199	\$4,084,643	\$705,444
Membership Fees for Clubs (2)			\$1,267,054	\$1,530,323	\$263,269
Fees for Participant Sports, excl. Trips			\$582,644	\$704,272	\$121,628
Tickets to Theatre/Operas/Concerts			\$239,962	\$289,805	\$49,843
Tickets to Movies			\$142,819	\$173,030	\$30,211
Tickets to Parks or Museums			\$150,116	\$181,996	\$31,880
Admission to Sporting Events, excl. Trips			\$253,668	\$306,031	\$52,363
Fees for Recreational Lessons			\$739,053	\$894,499	\$155,446
Dating Services			\$3,883	\$4,689	\$806
TV/Video/Audio			\$5,732,571	\$6,928,536	\$1,195,965
Cable and Satellite Television Services			\$3,442,878	\$4,158,349	\$715,471
Televisions			\$657,197	\$795,073	\$137,876
Satellite Dishes			\$8,072	\$9,766	\$1,694
VCRs, Video Cameras, and DVD Players			\$22,333	\$27,010	\$4,677
Miscellaneous Video Equipment			\$54,645	\$65,954	\$11,309
Video Cassettes and DVDs			\$32,987	\$39,973	\$6,986
Video Game Hardware/Accessories			\$181,470	\$219,652	\$38,182
Video Game Software			\$86,374	\$104,538	\$18,164
Rental/Streaming/Downloaded Video			\$603,945	\$731,177	\$127,232
Installation of Televisions			\$7,094	\$8,559	\$1,465
Audio (3)			\$626,685	\$757,767	\$131,082
Rental and Repair of TV/Radio/Sound Equipment			\$8,891	\$10,718	\$1,827
Pets			\$3,727,085	\$4,501,299	\$774,214
Toys/Games/Crafts/Hobbies (4)			\$738,214	\$893,470	\$155,256
Recreational Vehicles and Fees (5)			\$636,210	\$768,376	\$132,166
Sports/Recreation/Exercise Equipment (6)			\$1,540,847	\$1,868,158	\$327,311
Photo Equipment and Supplies (7)			\$215,354	\$260,468	\$45,114
Reading (8)			\$521,103	\$629,138	\$108,035
Catered Affairs (9)			\$142,897	\$172,861	\$29,964
Food			\$45,498,893	\$54,998,125	\$9,499,232
Food at Home			\$28,661,425	\$34,635,331	\$5,973,906
Bakery and Cereal Products			\$3,665,302	\$4,428,845	\$763,543
Meats, Poultry, Fish, and Eggs			\$6,137,198	\$7,415,792	\$1,278,594
Dairy Products			\$2,759,306	\$3,334,324	\$575,018
Fruits and Vegetables			\$5,599,432	\$6,764,963	\$1,165,531
Snacks and Other Food at Home (10)			\$10,500,186	\$12,691,408	\$2,191,222
Food Away from Home			\$16,837,469	\$20,362,794	\$3,525,325
Alcoholic Beverages			\$2,800,176	\$3,379,000	\$578,824

Data Note: The Consumer Spending data is household-based and represents the amount spent for a product or service by all households in an area. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.
Source: Esri forecasts for 2023 and 2028; Consumer Spending data are derived from the 2019 and 2020 Consumer Expenditure Surveys, Bureau of Labor Statistics.

November 03, 2023



Retail Demand Outlook

425 Garrisonville Rd, Stafford, Virginia, 22554
Ring: 3 mile radius

Prepared by KLNBRetail
Latitude: 38.47465
Longitude: -77.42826

Top Tapestry Segments	Percent	Demographic Summary	2023	2028	
Up and Coming Families (7A)	22.6%	Population	56,947	59,852	
Boomburbs (1C)	18.8%	Households	17,635	18,668	
Professional Pride (1B)	17.9%	Families	14,117	14,883	
Workday Drive (4A)	11.9%	Median Age	33.9	35.1	
Home Improvement (4B)	8.3%	Median Household Income	\$120,217	\$131,242	
		2023	2028	Projected	
		Consumer Spending	Forecasted Demand	Spending Growth	
Apparel and Services			\$57,106,462	\$67,106,298	\$9,999,836
Men's			\$10,760,250	\$12,644,678	\$1,884,428
Women's			\$19,158,600	\$22,511,622	\$3,353,022
Children's			\$9,268,616	\$10,894,917	\$1,626,301
Footwear			\$12,668,520	\$14,886,400	\$2,217,880
Watches & Jewelry			\$4,199,684	\$4,934,358	\$734,674
Apparel Products and Services (1)			\$1,050,791	\$1,234,323	\$183,532
Computer					
Computers and Hardware for Home Use			\$6,814,913	\$8,007,617	\$1,192,704
Portable Memory			\$118,588	\$139,349	\$20,761
Computer Software			\$350,652	\$411,842	\$61,190
Computer Accessories			\$650,370	\$764,244	\$113,874
Entertainment & Recreation			\$98,578,818	\$115,850,573	\$17,271,755
Fees and Admissions			\$20,671,156	\$24,296,828	\$3,625,672
Membership Fees for Clubs (2)			\$7,828,067	\$9,200,171	\$1,372,104
Fees for Participant Sports, excl. Trips			\$3,518,778	\$4,135,682	\$616,904
Tickets to Theatre/Operas/Concerts			\$1,443,950	\$1,696,686	\$252,736
Tickets to Movies			\$812,326	\$954,953	\$142,627
Tickets to Parks or Museums			\$856,551	\$1,007,182	\$150,631
Admission to Sporting Events, excl. Trips			\$1,598,351	\$1,878,313	\$279,962
Fees for Recreational Lessons			\$4,590,737	\$5,397,545	\$806,808
Dating Services			\$22,397	\$26,296	\$3,899
TV/Video/Audio			\$33,155,333	\$38,958,380	\$5,803,047
Cable and Satellite Television Services			\$19,985,649	\$23,481,822	\$3,496,173
Televisions			\$3,757,026	\$4,415,105	\$658,079
Satellite Dishes			\$45,379	\$53,341	\$7,962
VCRs, Video Cameras, and DVD Players			\$128,212	\$150,652	\$22,440
Miscellaneous Video Equipment			\$330,610	\$388,340	\$57,730
Video Cassettes and DVDs			\$182,546	\$214,574	\$32,028
Video Game Hardware/Accessories			\$1,017,628	\$1,195,693	\$178,065
Video Game Software			\$483,131	\$567,578	\$84,447
Rental/Streaming/Downloaded Video			\$3,420,028	\$4,019,600	\$599,572
Installation of Televisions			\$44,004	\$51,703	\$7,699
Audio (3)			\$3,708,725	\$4,358,472	\$649,747
Rental and Repair of TV/Radio/Sound Equipment			\$52,395	\$61,502	\$9,107
Pets			\$22,405,039	\$26,325,938	\$3,920,899
Toys/Games/Crafts/Hobbies (4)			\$4,238,579	\$4,981,612	\$743,033
Recreational Vehicles and Fees (5)			\$3,969,304	\$4,665,611	\$696,307
Sports/Recreation/Exercise Equipment (6)			\$8,928,384	\$10,499,522	\$1,571,138
Photo Equipment and Supplies (7)			\$1,266,426	\$1,488,220	\$221,794
Reading (8)			\$3,100,136	\$3,641,897	\$541,761
Catered Affairs (9)			\$844,461	\$992,563	\$148,102
Food			\$267,170,005	\$313,939,576	\$46,769,571
Food at Home			\$168,437,544	\$197,909,009	\$29,471,465
Bakery and Cereal Products			\$21,589,426	\$25,366,589	\$3,777,163
Meats, Poultry, Fish, and Eggs			\$36,034,647	\$42,338,275	\$6,303,628
Dairy Products			\$16,259,677	\$19,104,567	\$2,844,890
Fruits and Vegetables			\$33,085,289	\$38,871,946	\$5,786,657
Snacks and Other Food at Home (10)			\$61,468,505	\$72,227,632	\$10,759,127
Food Away from Home			\$98,732,461	\$116,030,567	\$17,298,106
Alcoholic Beverages			\$17,141,561	\$20,136,580	\$2,995,019

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