

# Sales Seasonality Report

For Sales of CY 2021

Insights and Analytics | Last Updated: 04 February, 2022

Tanger<sup>®</sup>Outlets

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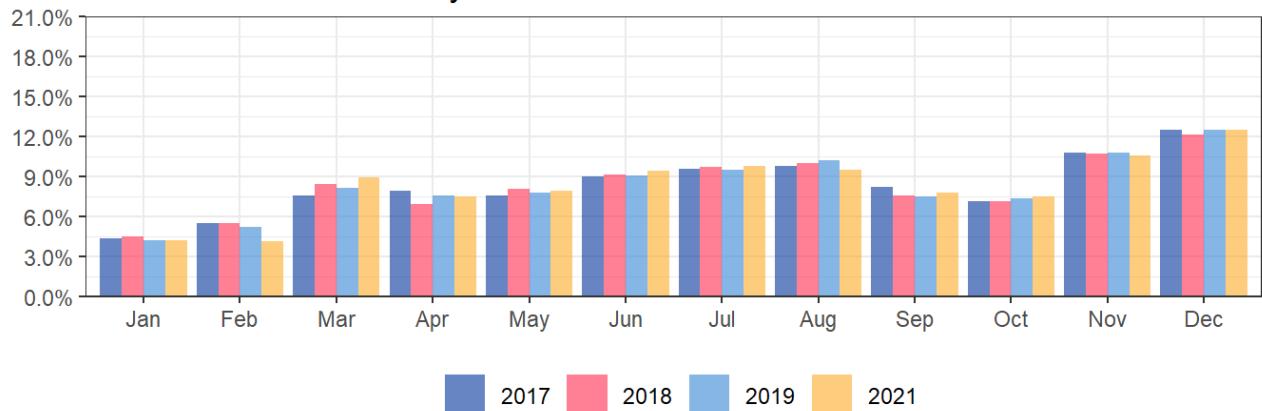
# Portfolio

## Percent by Month and Trend

Below are the sales for the and percent of sales for the portfolio

Percent of Sales by Month for Year: 2021			
	Month	Total Gross Sales	Percent of Sales
Portfolio	Jan	\$211M	4.20%
Portfolio	Feb	\$211M	4.18%
Portfolio	Mar	\$452M	8.97%
Portfolio	Apr	\$379M	7.52%
Portfolio	May	\$402M	7.97%
Portfolio	Jun	\$476M	9.45%
Portfolio	Jul	\$494M	9.80%
Portfolio	Aug	\$480M	9.53%
Portfolio	Sep	\$394M	7.82%
Portfolio	Oct	\$377M	7.48%
Portfolio	Nov	\$533M	10.58%
Portfolio	Dec	\$630M	12.50%
	total	\$5.04B	—

Percent of Gross Sales by Month



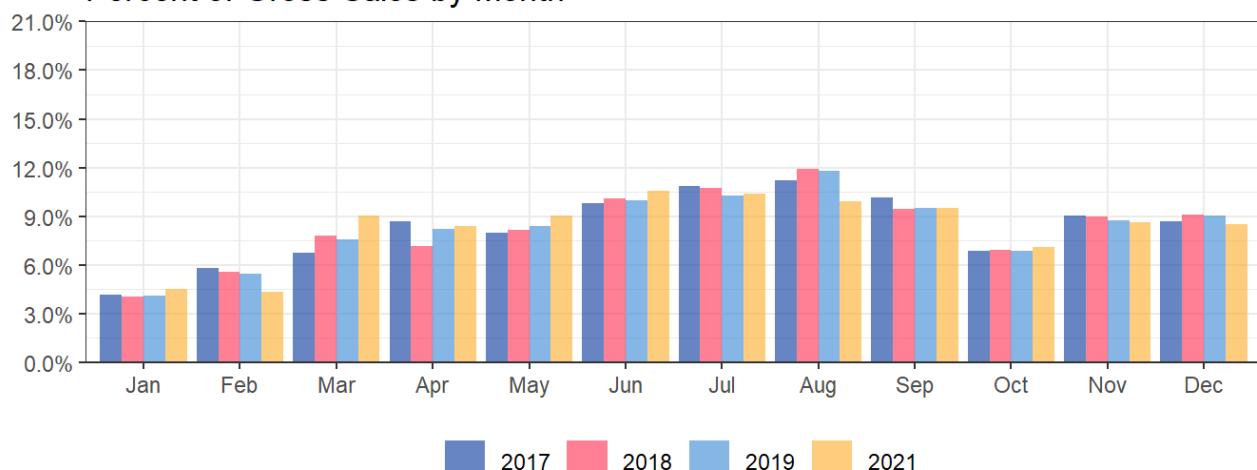
# By Center View

## Atlantic City Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Atlantic City Outlet Center	Jan	\$6M	4.52%
Atlantic City Outlet Center	Feb	\$6M	4.35%
Atlantic City Outlet Center	Mar	\$13M	9.02%
Atlantic City Outlet Center	Apr	\$12M	8.40%
Atlantic City Outlet Center	May	\$13M	9.06%
Atlantic City Outlet Center	Jun	\$15M	10.59%
Atlantic City Outlet Center	Jul	\$15M	10.38%
Atlantic City Outlet Center	Aug	\$14M	9.90%
Atlantic City Outlet Center	Sep	\$14M	9.51%
Atlantic City Outlet Center	Oct	\$10M	7.09%
Atlantic City Outlet Center	Nov	\$12M	8.64%
Atlantic City Outlet Center	Dec	\$12M	8.54%
total	—	\$142.33M	—

Percent of Gross Sales by Month

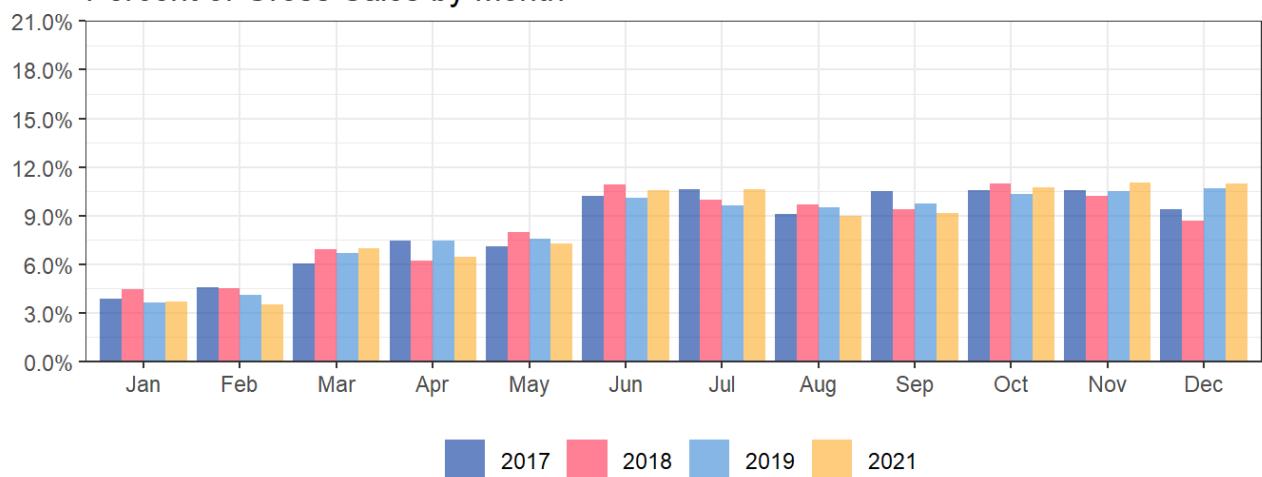


## Blowing Rock Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Blowing Rock Outlet Center	Jan	\$794K	3.69%
Blowing Rock Outlet Center	Feb	\$764K	3.55%
Blowing Rock Outlet Center	Mar	\$2M	6.97%
Blowing Rock Outlet Center	Apr	\$1M	6.45%
Blowing Rock Outlet Center	May	\$2M	7.28%
Blowing Rock Outlet Center	Jun	\$2M	10.57%
Blowing Rock Outlet Center	Jul	\$2M	10.60%
Blowing Rock Outlet Center	Aug	\$2M	8.96%
Blowing Rock Outlet Center	Sep	\$2M	9.16%
Blowing Rock Outlet Center	Oct	\$2M	10.75%
Blowing Rock Outlet Center	Nov	\$2M	11.04%
Blowing Rock Outlet Center	Dec	\$2M	10.98%
total	—	\$21.54M	—

Percent of Gross Sales by Month

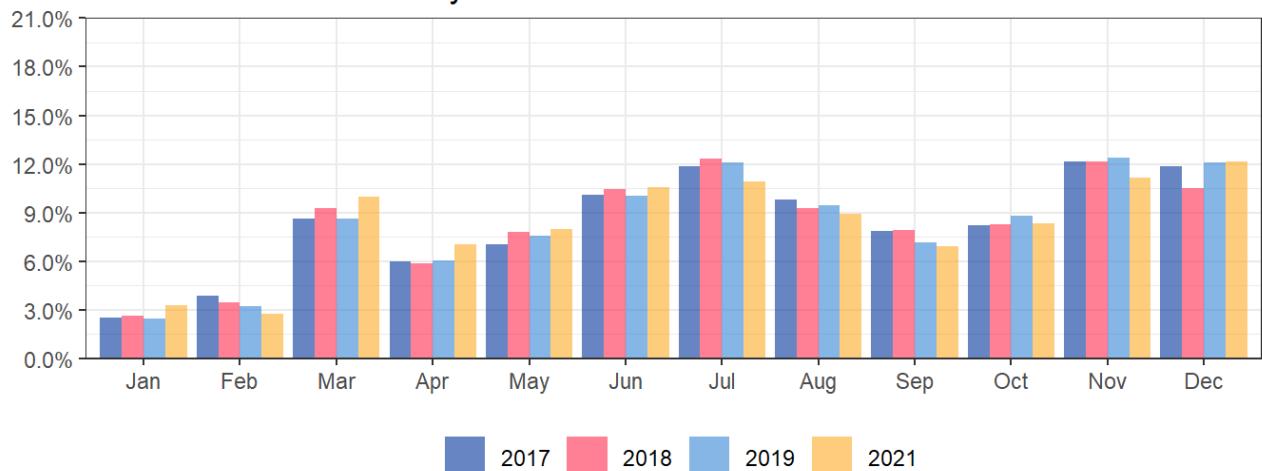


## Branson Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Branson Outlet Center	Jan	\$5M	3.27%
Branson Outlet Center	Feb	\$4M	2.75%
Branson Outlet Center	Mar	\$16M	9.96%
Branson Outlet Center	Apr	\$11M	7.06%
Branson Outlet Center	May	\$13M	8.00%
Branson Outlet Center	Jun	\$17M	10.55%
Branson Outlet Center	Jul	\$17M	10.91%
Branson Outlet Center	Aug	\$14M	8.95%
Branson Outlet Center	Sep	\$11M	6.91%
Branson Outlet Center	Oct	\$13M	8.35%
Branson Outlet Center	Nov	\$18M	11.15%
Branson Outlet Center	Dec	\$19M	12.13%
	total	—	\$157.82M
		—	—

Percent of Gross Sales by Month

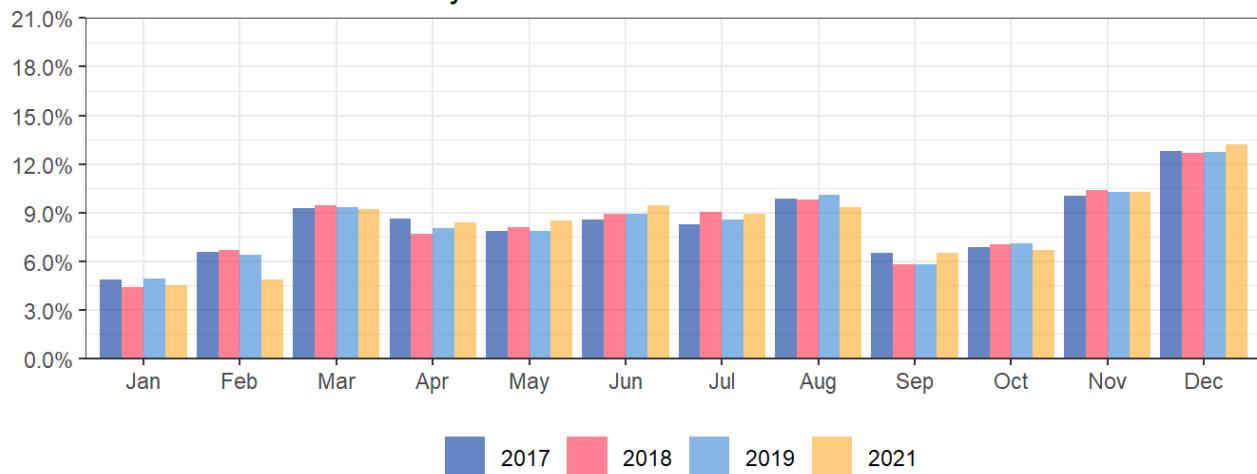


## Charleston Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Charleston Outlet Center	Jan	\$7M	4.50%
Charleston Outlet Center	Feb	\$7M	4.86%
Charleston Outlet Center	Mar	\$14M	9.23%
Charleston Outlet Center	Apr	\$13M	8.41%
Charleston Outlet Center	May	\$13M	8.53%
Charleston Outlet Center	Jun	\$14M	9.46%
Charleston Outlet Center	Jul	\$14M	8.94%
Charleston Outlet Center	Aug	\$14M	9.36%
Charleston Outlet Center	Sep	\$10M	6.52%
Charleston Outlet Center	Oct	\$10M	6.71%
Charleston Outlet Center	Nov	\$16M	10.26%
Charleston Outlet Center	Dec	\$20M	13.23%
total		\$152.90M	—

Percent of Gross Sales by Month

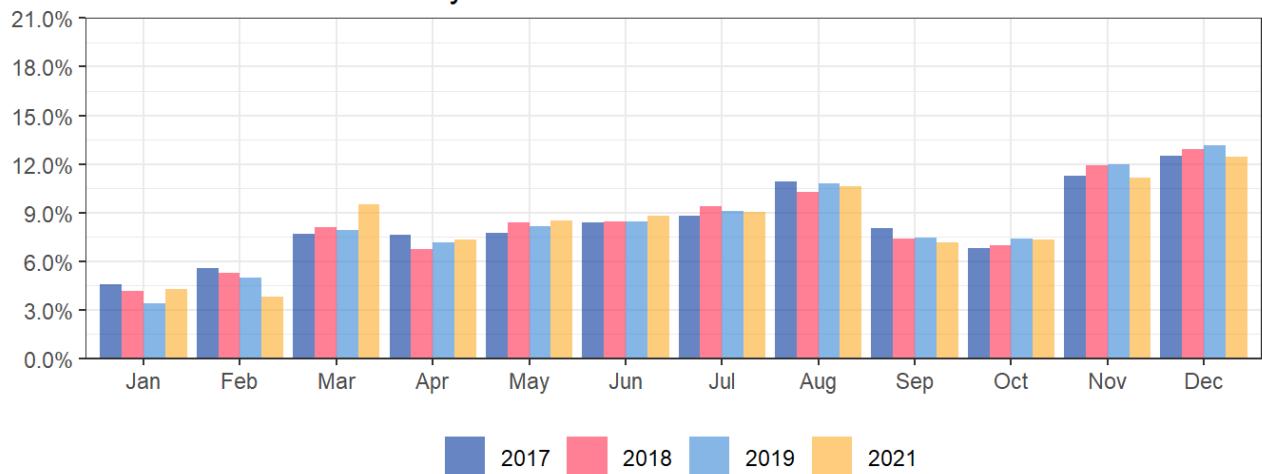


## Columbus Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Columbus Outlet Center	Jan	\$6M	4.26%
Columbus Outlet Center	Feb	\$6M	3.84%
Columbus Outlet Center	Mar	\$14M	9.49%
Columbus Outlet Center	Apr	\$11M	7.32%
Columbus Outlet Center	May	\$13M	8.49%
Columbus Outlet Center	Jun	\$13M	8.82%
Columbus Outlet Center	Jul	\$13M	9.02%
Columbus Outlet Center	Aug	\$16M	10.63%
Columbus Outlet Center	Sep	\$11M	7.18%
Columbus Outlet Center	Oct	\$11M	7.33%
Columbus Outlet Center	Nov	\$16M	11.15%
Columbus Outlet Center	Dec	\$18M	12.46%
total		\$148.04M	—

Percent of Gross Sales by Month

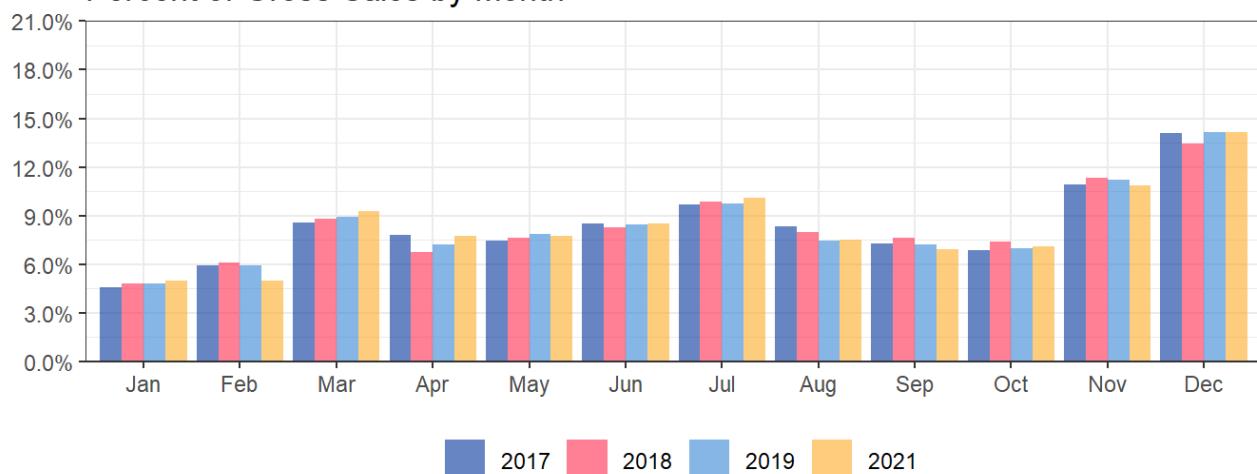


## Commerce Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Commerce Outlet Center	Jan	\$5M	4.96%
Commerce Outlet Center	Feb	\$5M	4.99%
Commerce Outlet Center	Mar	\$10M	9.29%
Commerce Outlet Center	Apr	\$8M	7.76%
Commerce Outlet Center	May	\$8M	7.77%
Commerce Outlet Center	Jun	\$9M	8.52%
Commerce Outlet Center	Jul	\$11M	10.09%
Commerce Outlet Center	Aug	\$8M	7.53%
Commerce Outlet Center	Sep	\$7M	6.93%
Commerce Outlet Center	Oct	\$7M	7.10%
Commerce Outlet Center	Nov	\$11M	10.87%
Commerce Outlet Center	Dec	\$15M	14.18%
total		\$105.01M	—

Percent of Gross Sales by Month

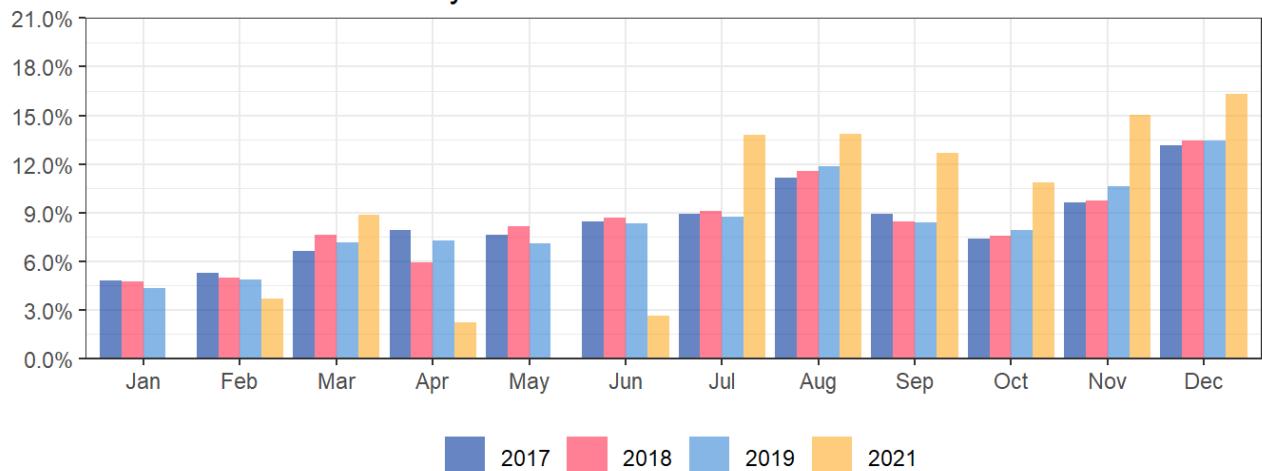


## Cookstown

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Cookstown	Jan	\$22K	0.02%
Cookstown	Feb	\$3M	3.69%
Cookstown	Mar	\$8M	8.85%
Cookstown	Apr	\$2M	2.24%
Cookstown	May	\$24K	0.03%
Cookstown	Jun	\$2M	2.65%
Cookstown	Jul	\$13M	13.77%
Cookstown	Aug	\$13M	13.88%
Cookstown	Sep	\$12M	12.69%
Cookstown	Oct	\$10M	10.86%
Cookstown	Nov	\$14M	15.03%
Cookstown	Dec	\$15M	16.29%
total	—	\$91.31M	—

Percent of Gross Sales by Month

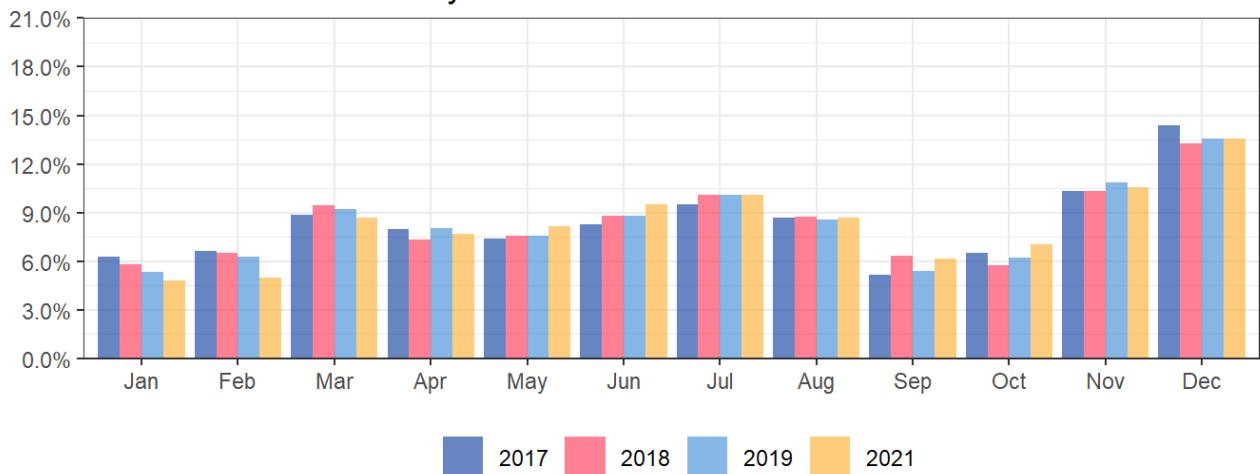


## Daytona Beach Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Daytona Beach Outlet Center	Jan	\$6M	4.80%
Daytona Beach Outlet Center	Feb	\$6M	4.99%
Daytona Beach Outlet Center	Mar	\$11M	8.70%
Daytona Beach Outlet Center	Apr	\$10M	7.71%
Daytona Beach Outlet Center	May	\$10M	8.17%
Daytona Beach Outlet Center	Jun	\$12M	9.48%
Daytona Beach Outlet Center	Jul	\$13M	10.12%
Daytona Beach Outlet Center	Aug	\$11M	8.71%
Daytona Beach Outlet Center	Sep	\$8M	6.14%
Daytona Beach Outlet Center	Oct	\$9M	7.03%
Daytona Beach Outlet Center	Nov	\$13M	10.56%
Daytona Beach Outlet Center	Dec	\$17M	13.59%
total	—	\$125.22M	—

Percent of Gross Sales by Month

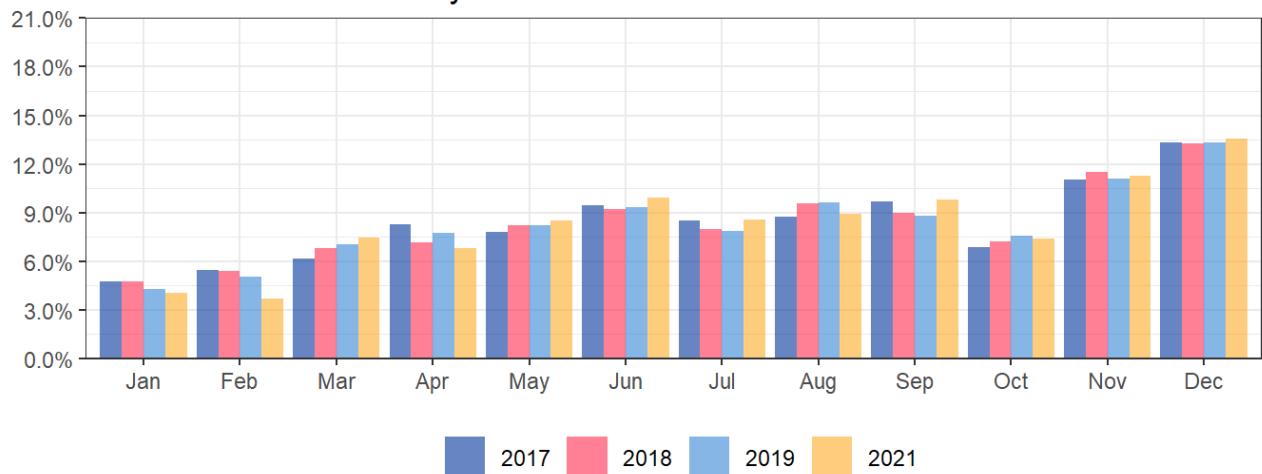


## Deer Park - The Arches

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Deer Park - The Arches	Jan	\$10M	4.07%
Deer Park - The Arches	Feb	\$9M	3.69%
Deer Park - The Arches	Mar	\$18M	7.48%
Deer Park - The Arches	Apr	\$17M	6.82%
Deer Park - The Arches	May	\$21M	8.54%
Deer Park - The Arches	Jun	\$24M	9.92%
Deer Park - The Arches	Jul	\$21M	8.59%
Deer Park - The Arches	Aug	\$22M	8.90%
Deer Park - The Arches	Sep	\$24M	9.81%
Deer Park - The Arches	Oct	\$18M	7.40%
Deer Park - The Arches	Nov	\$28M	11.24%
Deer Park - The Arches	Dec	\$33M	13.55%
total		\$246.30M	—

Percent of Gross Sales by Month

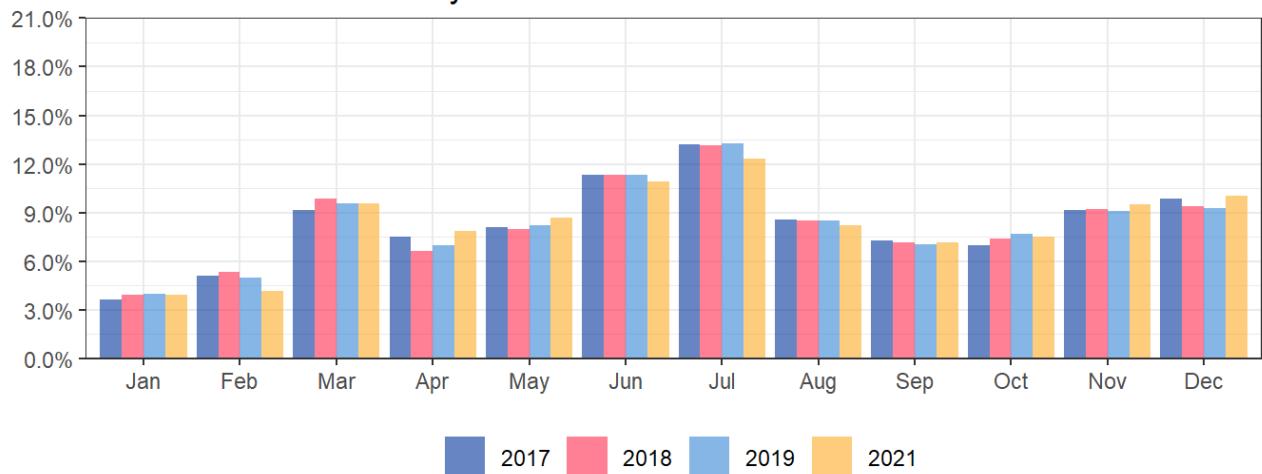


## Foley Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Foley Outlet Center	Jan	\$6M	3.95%
Foley Outlet Center	Feb	\$7M	4.19%
Foley Outlet Center	Mar	\$16M	9.55%
Foley Outlet Center	Apr	\$13M	7.85%
Foley Outlet Center	May	\$14M	8.72%
Foley Outlet Center	Jun	\$18M	10.92%
Foley Outlet Center	Jul	\$20M	12.33%
Foley Outlet Center	Aug	\$14M	8.23%
Foley Outlet Center	Sep	\$12M	7.15%
Foley Outlet Center	Oct	\$12M	7.52%
Foley Outlet Center	Nov	\$16M	9.53%
Foley Outlet Center	Dec	\$17M	10.06%
total	—	\$164.39M	—

Percent of Gross Sales by Month

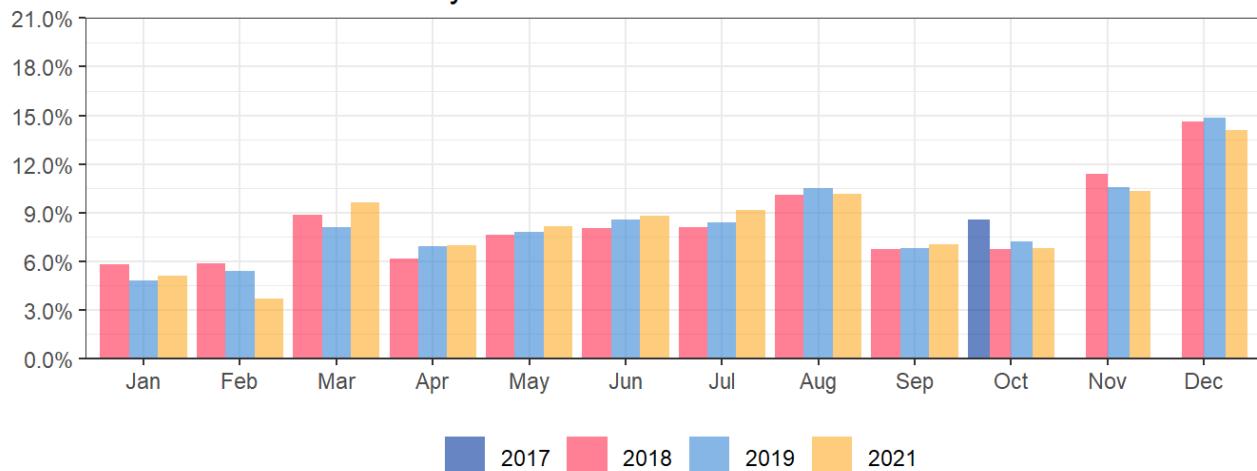


## Fort Worth Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Fort Worth Outlet Center	Jan	\$7M	5.11%
Fort Worth Outlet Center	Feb	\$5M	3.69%
Fort Worth Outlet Center	Mar	\$12M	9.64%
Fort Worth Outlet Center	Apr	\$9M	6.99%
Fort Worth Outlet Center	May	\$10M	8.19%
Fort Worth Outlet Center	Jun	\$11M	8.82%
Fort Worth Outlet Center	Jul	\$12M	9.15%
Fort Worth Outlet Center	Aug	\$13M	10.15%
Fort Worth Outlet Center	Sep	\$9M	7.02%
Fort Worth Outlet Center	Oct	\$9M	6.79%
Fort Worth Outlet Center	Nov	\$13M	10.36%
Fort Worth Outlet Center	Dec	\$18M	14.10%
total	—	\$127.36M	—

Percent of Gross Sales by Month

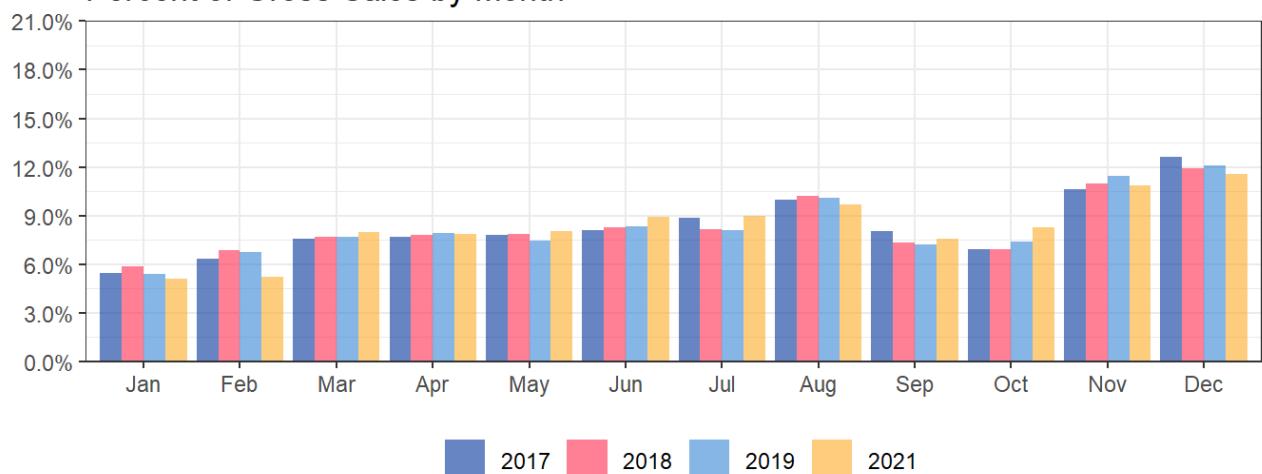


## Foxwoods Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Foxwoods Outlet Center	Jan	\$4M	5.12%
Foxwoods Outlet Center	Feb	\$4M	5.20%
Foxwoods Outlet Center	Mar	\$6M	7.96%
Foxwoods Outlet Center	Apr	\$6M	7.84%
Foxwoods Outlet Center	May	\$6M	8.02%
Foxwoods Outlet Center	Jun	\$7M	8.95%
Foxwoods Outlet Center	Jul	\$7M	8.99%
Foxwoods Outlet Center	Aug	\$7M	9.67%
Foxwoods Outlet Center	Sep	\$6M	7.57%
Foxwoods Outlet Center	Oct	\$6M	8.27%
Foxwoods Outlet Center	Nov	\$8M	10.85%
Foxwoods Outlet Center	Dec	\$9M	11.57%
total	—	\$76.29M	—

Percent of Gross Sales by Month

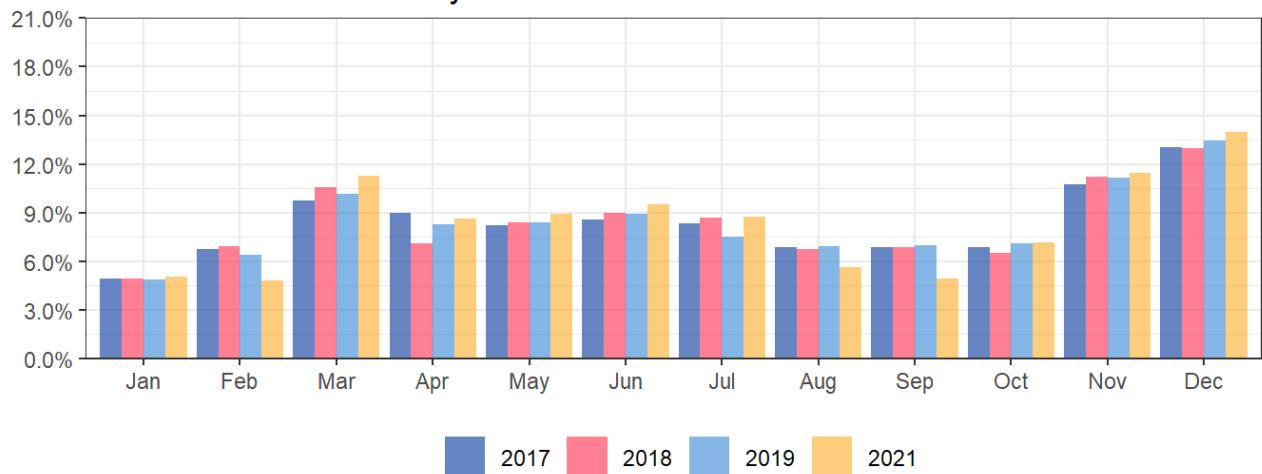


## Gonzales Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Gonzales Outlet Center	Jan	\$6M	5.06%
Gonzales Outlet Center	Feb	\$5M	4.84%
Gonzales Outlet Center	Mar	\$12M	11.26%
Gonzales Outlet Center	Apr	\$9M	8.61%
Gonzales Outlet Center	May	\$10M	8.94%
Gonzales Outlet Center	Jun	\$10M	9.49%
Gonzales Outlet Center	Jul	\$10M	8.72%
Gonzales Outlet Center	Aug	\$6M	5.63%
Gonzales Outlet Center	Sep	\$5M	4.92%
Gonzales Outlet Center	Oct	\$8M	7.14%
Gonzales Outlet Center	Nov	\$13M	11.45%
Gonzales Outlet Center	Dec	\$15M	13.95%
total		\$110.11M	—

Percent of Gross Sales by Month

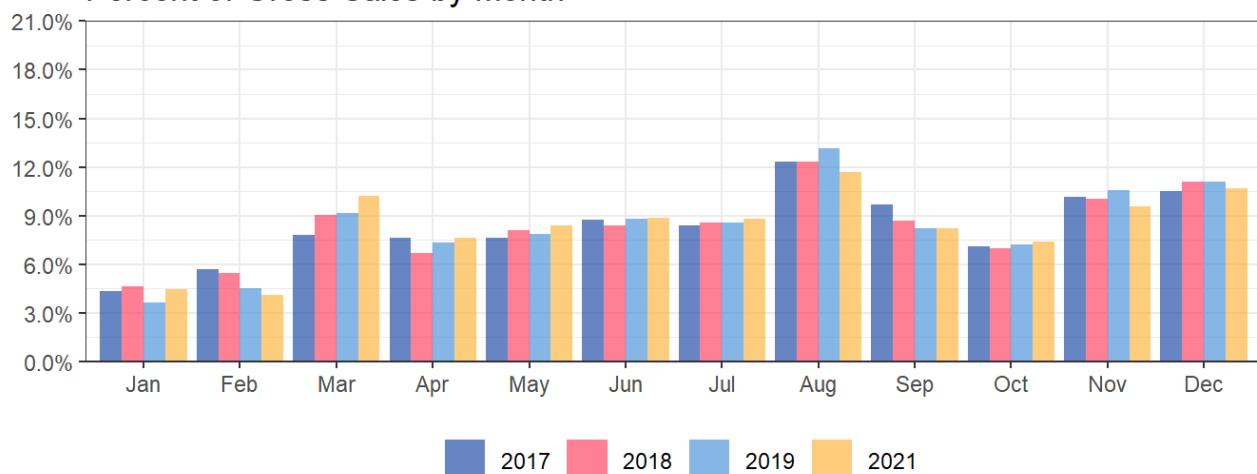


## Grand Rapids Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Grand Rapids Outlet Center	Jan	\$5M	4.47%
Grand Rapids Outlet Center	Feb	\$5M	4.13%
Grand Rapids Outlet Center	Mar	\$12M	10.19%
Grand Rapids Outlet Center	Apr	\$9M	7.64%
Grand Rapids Outlet Center	May	\$10M	8.38%
Grand Rapids Outlet Center	Jun	\$11M	8.85%
Grand Rapids Outlet Center	Jul	\$11M	8.80%
Grand Rapids Outlet Center	Aug	\$14M	11.71%
Grand Rapids Outlet Center	Sep	\$10M	8.23%
Grand Rapids Outlet Center	Oct	\$9M	7.37%
Grand Rapids Outlet Center	Nov	\$11M	9.54%
Grand Rapids Outlet Center	Dec	\$13M	10.68%
total	—	\$119.93M	—

Percent of Gross Sales by Month

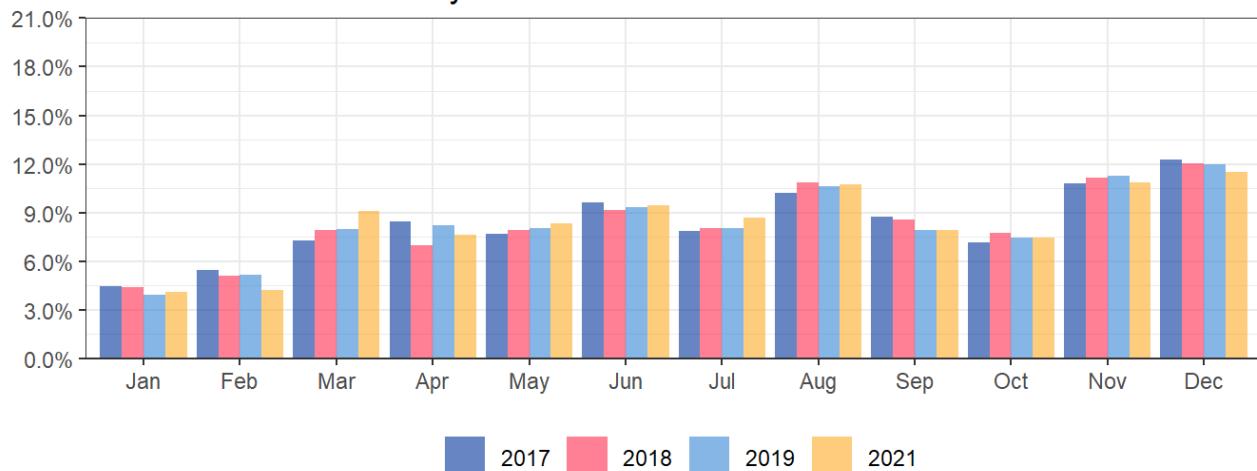


## Hershey Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Hershey Outlet Center	Jan	\$4M	4.09%
Hershey Outlet Center	Feb	\$4M	4.22%
Hershey Outlet Center	Mar	\$10M	9.08%
Hershey Outlet Center	Apr	\$8M	7.64%
Hershey Outlet Center	May	\$9M	8.31%
Hershey Outlet Center	Jun	\$10M	9.46%
Hershey Outlet Center	Jul	\$9M	8.68%
Hershey Outlet Center	Aug	\$11M	10.72%
Hershey Outlet Center	Sep	\$8M	7.94%
Hershey Outlet Center	Oct	\$8M	7.48%
Hershey Outlet Center	Nov	\$11M	10.84%
Hershey Outlet Center	Dec	\$12M	11.52%
total	—	\$105.14M	—

Percent of Gross Sales by Month

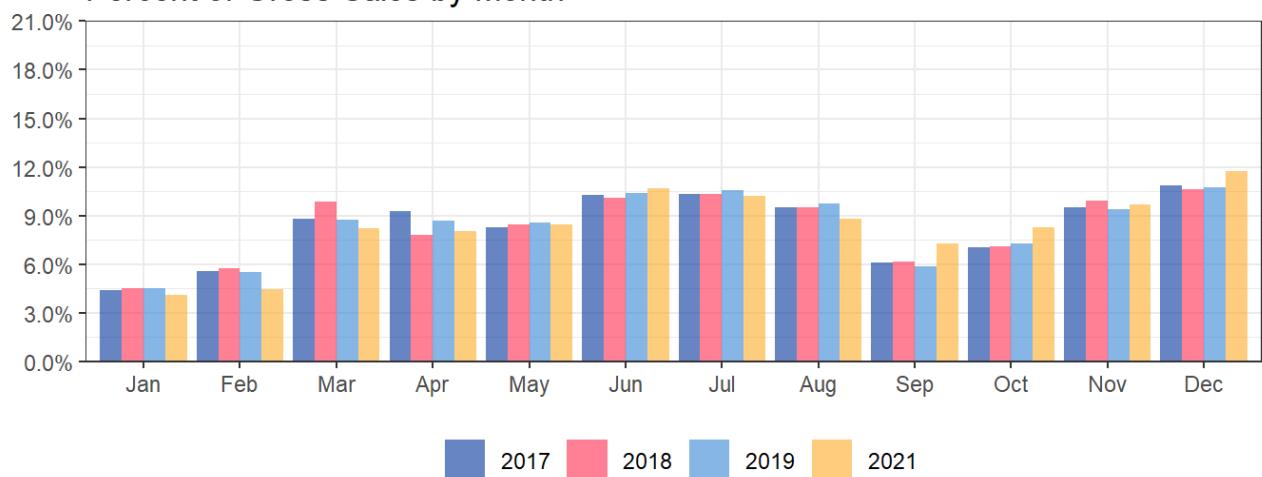


## Hilton Head Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Hilton Head Outlet Center	Jan	\$5M	4.08%
Hilton Head Outlet Center	Feb	\$6M	4.48%
Hilton Head Outlet Center	Mar	\$11M	8.21%
Hilton Head Outlet Center	Apr	\$10M	8.04%
Hilton Head Outlet Center	May	\$11M	8.48%
Hilton Head Outlet Center	Jun	\$14M	10.68%
Hilton Head Outlet Center	Jul	\$13M	10.22%
Hilton Head Outlet Center	Aug	\$11M	8.83%
Hilton Head Outlet Center	Sep	\$9M	7.29%
Hilton Head Outlet Center	Oct	\$11M	8.29%
Hilton Head Outlet Center	Nov	\$13M	9.67%
Hilton Head Outlet Center	Dec	\$15M	11.71%
total		\$129.51M	—

Percent of Gross Sales by Month

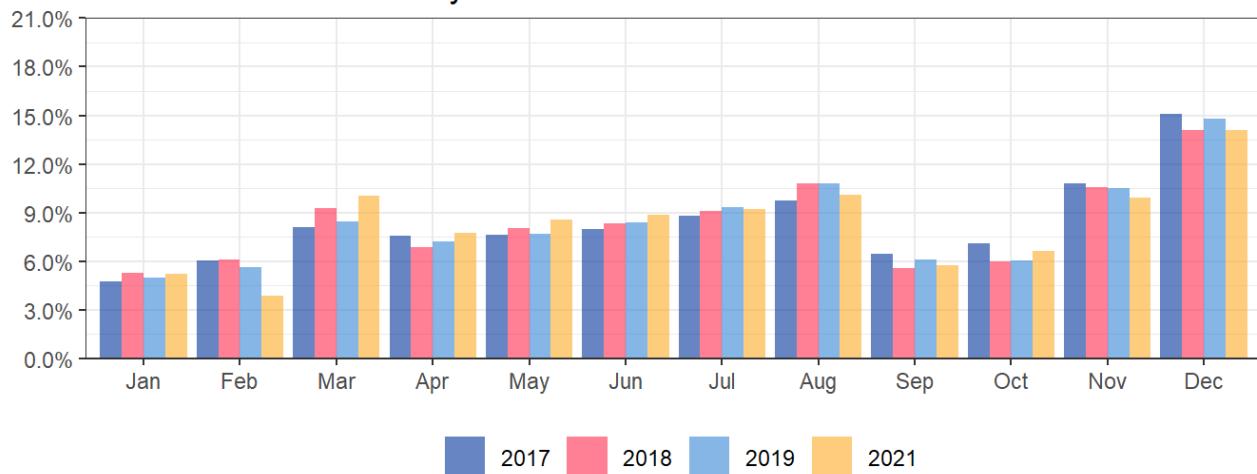


## Houston Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Houston Outlet Center	Jan	\$8M	5.24%
Houston Outlet Center	Feb	\$6M	3.85%
Houston Outlet Center	Mar	\$14M	10.04%
Houston Outlet Center	Apr	\$11M	7.76%
Houston Outlet Center	May	\$12M	8.55%
Houston Outlet Center	Jun	\$13M	8.85%
Houston Outlet Center	Jul	\$13M	9.20%
Houston Outlet Center	Aug	\$14M	10.08%
Houston Outlet Center	Sep	\$8M	5.77%
Houston Outlet Center	Oct	\$10M	6.65%
Houston Outlet Center	Nov	\$14M	9.92%
Houston Outlet Center	Dec	\$20M	14.09%
total		\$143.73M	—

Percent of Gross Sales by Month

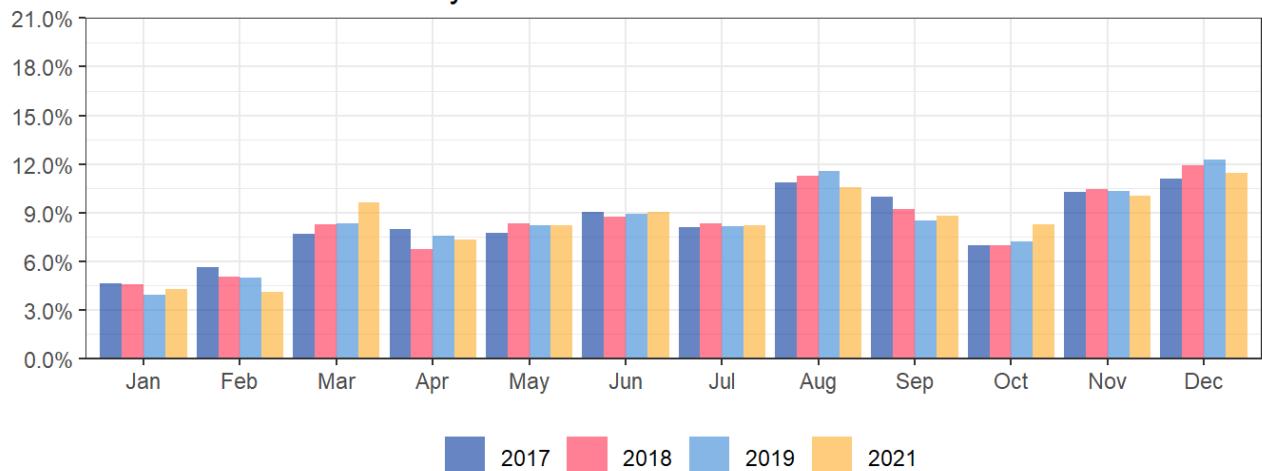


## Howell Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Howell Outlet Center	Jan	\$3M	4.27%
Howell Outlet Center	Feb	\$3M	4.13%
Howell Outlet Center	Mar	\$7M	9.65%
Howell Outlet Center	Apr	\$5M	7.37%
Howell Outlet Center	May	\$6M	8.20%
Howell Outlet Center	Jun	\$6M	9.03%
Howell Outlet Center	Jul	\$6M	8.21%
Howell Outlet Center	Aug	\$8M	10.56%
Howell Outlet Center	Sep	\$6M	8.83%
Howell Outlet Center	Oct	\$6M	8.27%
Howell Outlet Center	Nov	\$7M	10.05%
Howell Outlet Center	Dec	\$8M	11.45%
	total	—	\$71.09M

Percent of Gross Sales by Month

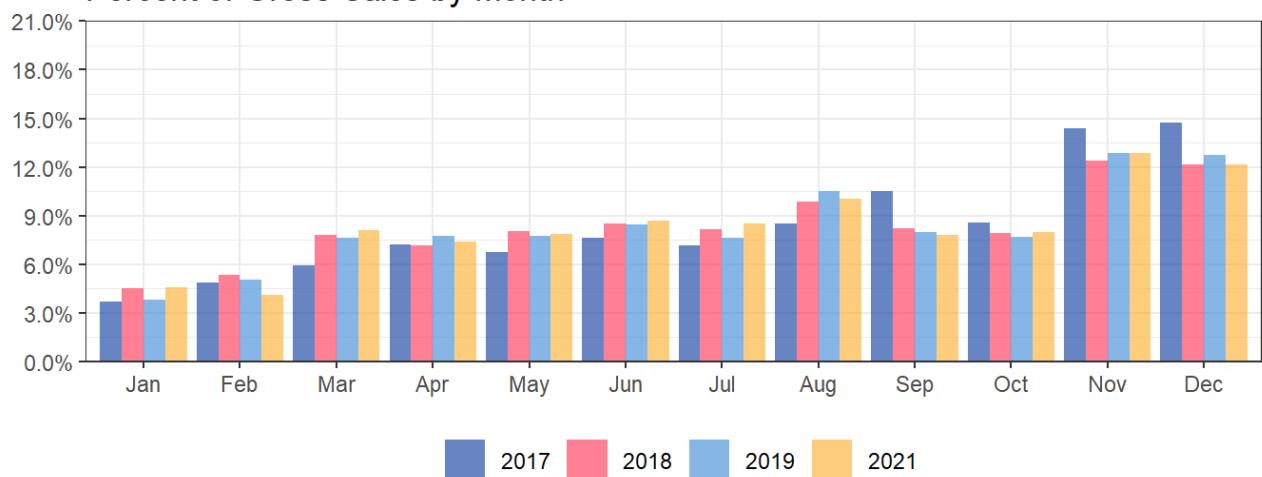


## Lancaster Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Lancaster Outlet Center	Jan	\$7M	4.57%
Lancaster Outlet Center	Feb	\$6M	4.12%
Lancaster Outlet Center	Mar	\$13M	8.08%
Lancaster Outlet Center	Apr	\$11M	7.39%
Lancaster Outlet Center	May	\$12M	7.89%
Lancaster Outlet Center	Jun	\$13M	8.67%
Lancaster Outlet Center	Jul	\$13M	8.50%
Lancaster Outlet Center	Aug	\$16M	10.05%
Lancaster Outlet Center	Sep	\$12M	7.80%
Lancaster Outlet Center	Oct	\$12M	7.95%
Lancaster Outlet Center	Nov	\$20M	12.84%
Lancaster Outlet Center	Dec	\$19M	12.14%
total		\$155.49M	—

Percent of Gross Sales by Month

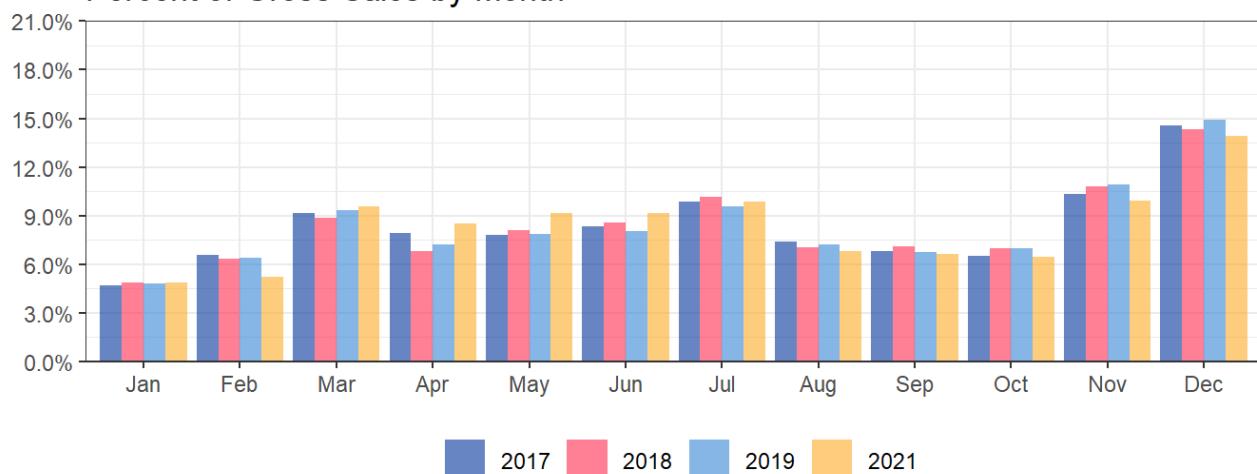


## Locust Grove Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Locust Grove Outlet Center	Jan	\$8M	4.85%
Locust Grove Outlet Center	Feb	\$8M	5.24%
Locust Grove Outlet Center	Mar	\$15M	9.54%
Locust Grove Outlet Center	Apr	\$14M	8.49%
Locust Grove Outlet Center	May	\$15M	9.16%
Locust Grove Outlet Center	Jun	\$15M	9.13%
Locust Grove Outlet Center	Jul	\$16M	9.87%
Locust Grove Outlet Center	Aug	\$11M	6.83%
Locust Grove Outlet Center	Sep	\$11M	6.64%
Locust Grove Outlet Center	Oct	\$10M	6.43%
Locust Grove Outlet Center	Nov	\$16M	9.91%
Locust Grove Outlet Center	Dec	\$22M	13.91%
total	—	\$160.10M	—

Percent of Gross Sales by Month

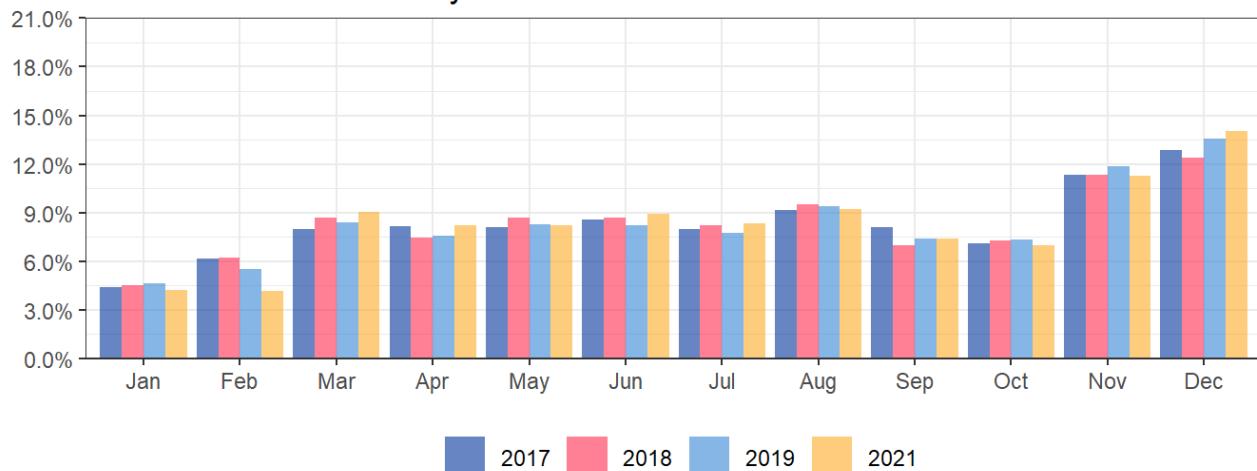


## Mebane Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Mebane Outlet Center	Jan	\$6M	4.23%
Mebane Outlet Center	Feb	\$6M	4.16%
Mebane Outlet Center	Mar	\$13M	9.07%
Mebane Outlet Center	Apr	\$12M	8.19%
Mebane Outlet Center	May	\$12M	8.20%
Mebane Outlet Center	Jun	\$13M	8.93%
Mebane Outlet Center	Jul	\$12M	8.34%
Mebane Outlet Center	Aug	\$13M	9.20%
Mebane Outlet Center	Sep	\$11M	7.42%
Mebane Outlet Center	Oct	\$10M	7.00%
Mebane Outlet Center	Nov	\$16M	11.25%
Mebane Outlet Center	Dec	\$20M	14.00%
	total	—	\$144.57M

Percent of Gross Sales by Month

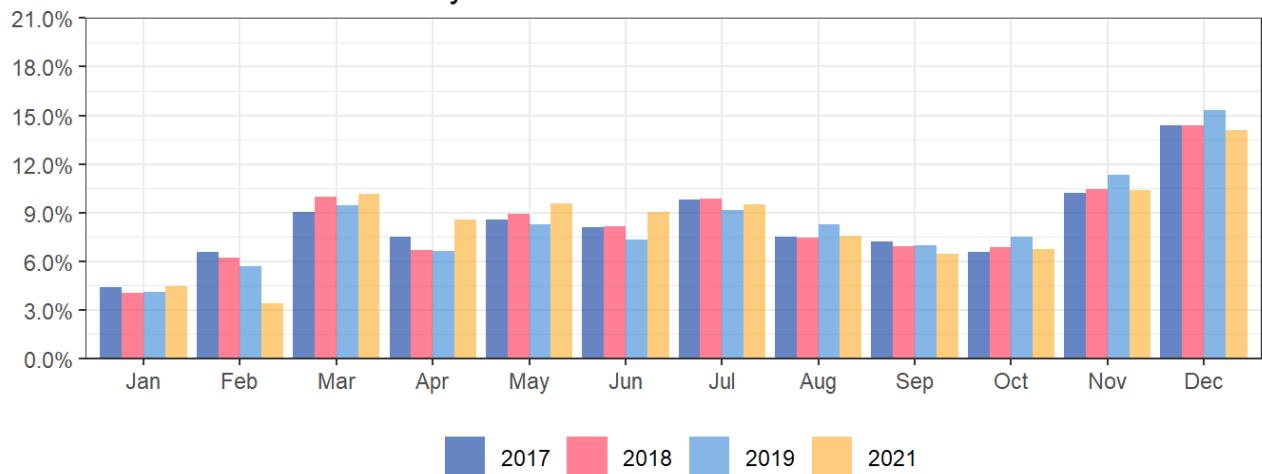


## Memphis Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Memphis Outlet Center	Jan	\$6M	4.43%
Memphis Outlet Center	Feb	\$5M	3.42%
Memphis Outlet Center	Mar	\$13M	10.15%
Memphis Outlet Center	Apr	\$11M	8.59%
Memphis Outlet Center	May	\$13M	9.59%
Memphis Outlet Center	Jun	\$12M	9.02%
Memphis Outlet Center	Jul	\$13M	9.50%
Memphis Outlet Center	Aug	\$10M	7.58%
Memphis Outlet Center	Sep	\$9M	6.48%
Memphis Outlet Center	Oct	\$9M	6.75%
Memphis Outlet Center	Nov	\$14M	10.38%
Memphis Outlet Center	Dec	\$19M	14.09%
<b>total</b>		<b>\$132.90M</b>	—

Percent of Gross Sales by Month

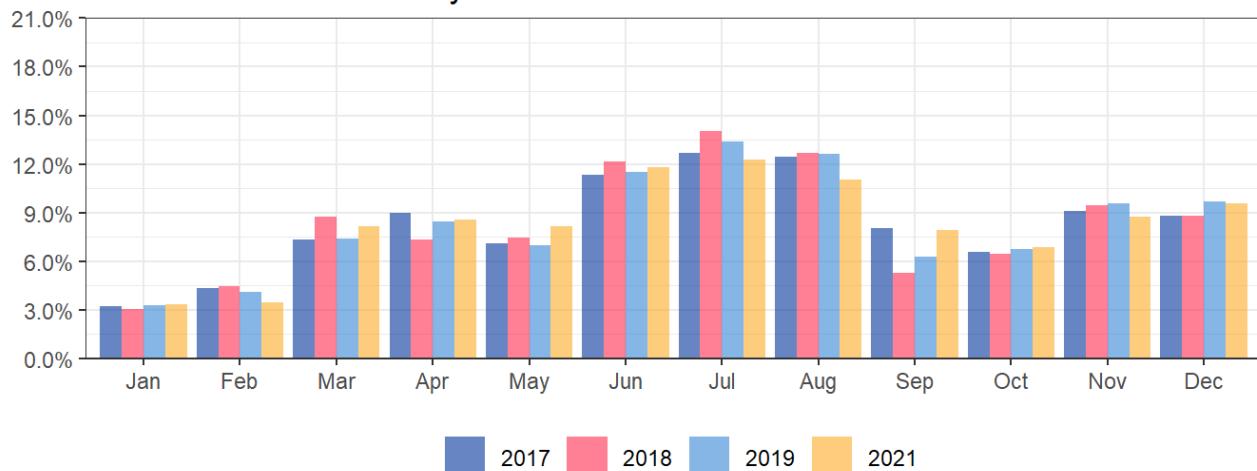


## Myrtle Beach 17 Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Myrtle Beach 17 Outlet Center	Jan	\$7M	3.37%
Myrtle Beach 17 Outlet Center	Feb	\$7M	3.47%
Myrtle Beach 17 Outlet Center	Mar	\$17M	8.16%
Myrtle Beach 17 Outlet Center	Apr	\$17M	8.59%
Myrtle Beach 17 Outlet Center	May	\$17M	8.17%
Myrtle Beach 17 Outlet Center	Jun	\$24M	11.80%
Myrtle Beach 17 Outlet Center	Jul	\$25M	12.25%
Myrtle Beach 17 Outlet Center	Aug	\$23M	11.06%
Myrtle Beach 17 Outlet Center	Sep	\$16M	7.90%
Myrtle Beach 17 Outlet Center	Oct	\$14M	6.90%
Myrtle Beach 17 Outlet Center	Nov	\$18M	8.75%
Myrtle Beach 17 Outlet Center	Dec	\$20M	9.58%
total	—	\$203.61M	—

Percent of Gross Sales by Month

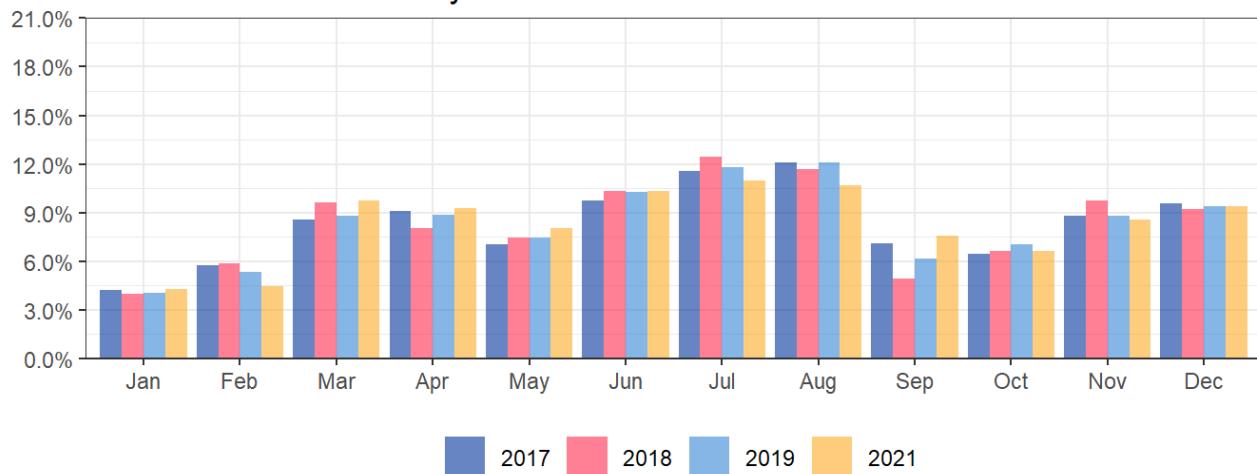


## Myrtle Beach 501 Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Myrtle Beach 501 Outlet Center	Jan	\$5M	4.29%
Myrtle Beach 501 Outlet Center	Feb	\$6M	4.47%
Myrtle Beach 501 Outlet Center	Mar	\$12M	9.72%
Myrtle Beach 501 Outlet Center	Apr	\$12M	9.30%
Myrtle Beach 501 Outlet Center	May	\$10M	8.04%
Myrtle Beach 501 Outlet Center	Jun	\$13M	10.30%
Myrtle Beach 501 Outlet Center	Jul	\$14M	10.99%
Myrtle Beach 501 Outlet Center	Aug	\$14M	10.71%
Myrtle Beach 501 Outlet Center	Sep	\$10M	7.56%
Myrtle Beach 501 Outlet Center	Oct	\$8M	6.64%
Myrtle Beach 501 Outlet Center	Nov	\$11M	8.56%
Myrtle Beach 501 Outlet Center	Dec	\$12M	9.42%
total		\$126.45M	—

Percent of Gross Sales by Month

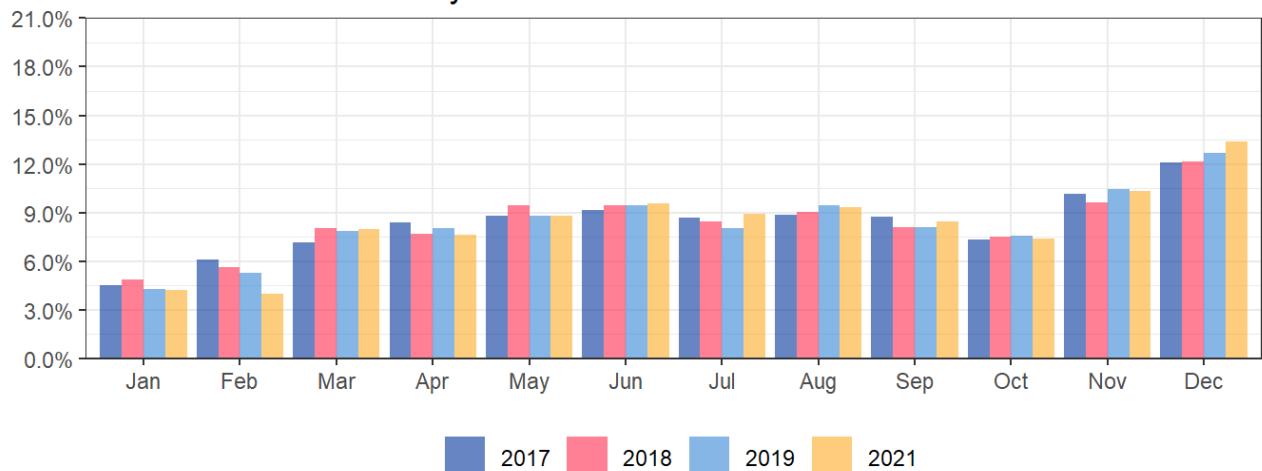


## National Harbor Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
National Harbor Outlet Center	Jan	\$7M	4.20%
National Harbor Outlet Center	Feb	\$7M	3.97%
National Harbor Outlet Center	Mar	\$14M	7.97%
National Harbor Outlet Center	Apr	\$14M	7.64%
National Harbor Outlet Center	May	\$16M	8.81%
National Harbor Outlet Center	Jun	\$17M	9.55%
National Harbor Outlet Center	Jul	\$16M	8.90%
National Harbor Outlet Center	Aug	\$17M	9.36%
National Harbor Outlet Center	Sep	\$15M	8.47%
National Harbor Outlet Center	Oct	\$13M	7.42%
National Harbor Outlet Center	Nov	\$18M	10.33%
National Harbor Outlet Center	Dec	\$24M	13.38%
total	—	\$177.38M	—

Percent of Gross Sales by Month

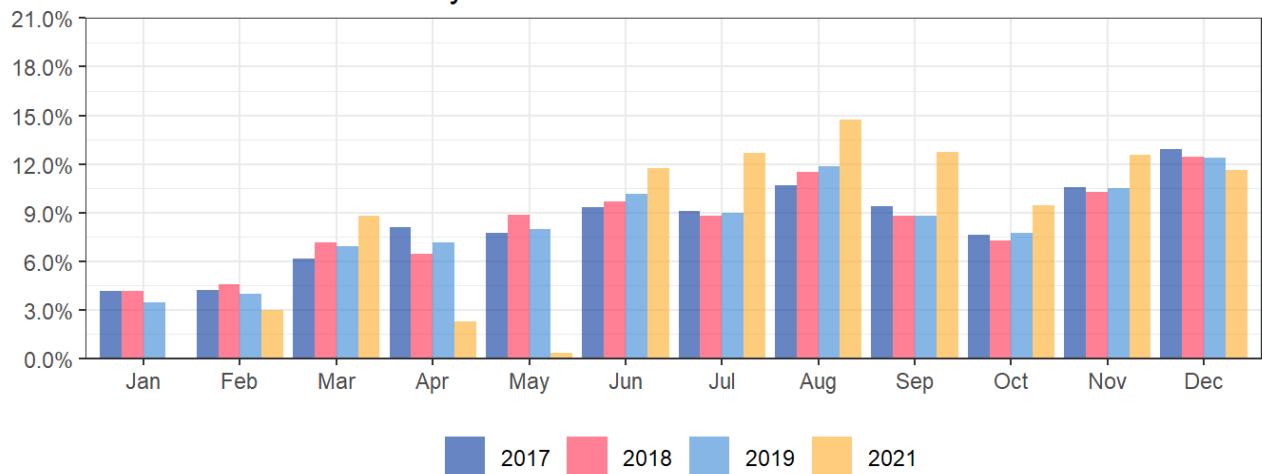


## Ottawa Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Ottawa Outlet Center	Jan	\$0	0.00%
Ottawa Outlet Center	Feb	\$4M	2.97%
Ottawa Outlet Center	Mar	\$13M	8.80%
Ottawa Outlet Center	Apr	\$3M	2.31%
Ottawa Outlet Center	May	\$487K	0.34%
Ottawa Outlet Center	Jun	\$17M	11.74%
Ottawa Outlet Center	Jul	\$18M	12.69%
Ottawa Outlet Center	Aug	\$21M	14.74%
Ottawa Outlet Center	Sep	\$18M	12.75%
Ottawa Outlet Center	Oct	\$14M	9.47%
Ottawa Outlet Center	Nov	\$18M	12.58%
Ottawa Outlet Center	Dec	\$17M	11.62%
	total	—	\$144.27M
		—	—

Percent of Gross Sales by Month

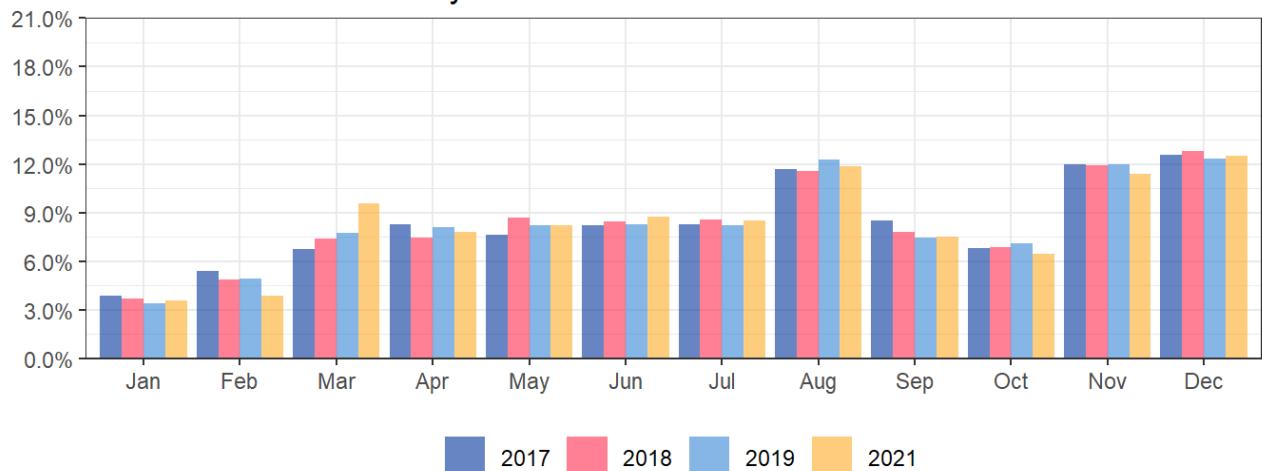


## Pittsburgh Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Pittsburgh Outlet Center	Jan	\$5M	3.60%
Pittsburgh Outlet Center	Feb	\$5M	3.89%
Pittsburgh Outlet Center	Mar	\$12M	9.54%
Pittsburgh Outlet Center	Apr	\$10M	7.81%
Pittsburgh Outlet Center	May	\$10M	8.19%
Pittsburgh Outlet Center	Jun	\$11M	8.74%
Pittsburgh Outlet Center	Jul	\$11M	8.51%
Pittsburgh Outlet Center	Aug	\$15M	11.86%
Pittsburgh Outlet Center	Sep	\$9M	7.50%
Pittsburgh Outlet Center	Oct	\$8M	6.44%
Pittsburgh Outlet Center	Nov	\$14M	11.38%
Pittsburgh Outlet Center	Dec	\$16M	12.52%
total	—	\$125.56M	—

Percent of Gross Sales by Month

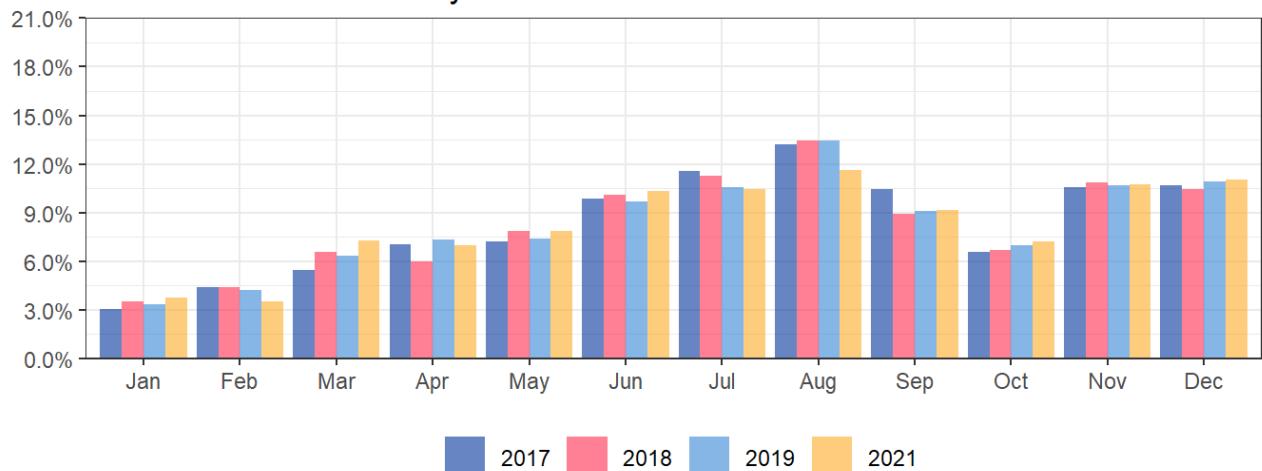


## Rehoboth Beach Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Rehoboth Beach Outlet Center	Jan	\$10M	3.74%
Rehoboth Beach Outlet Center	Feb	\$9M	3.51%
Rehoboth Beach Outlet Center	Mar	\$19M	7.29%
Rehoboth Beach Outlet Center	Apr	\$18M	7.01%
Rehoboth Beach Outlet Center	May	\$20M	7.89%
Rehoboth Beach Outlet Center	Jun	\$26M	10.30%
Rehoboth Beach Outlet Center	Jul	\$27M	10.46%
Rehoboth Beach Outlet Center	Aug	\$30M	11.62%
Rehoboth Beach Outlet Center	Sep	\$23M	9.18%
Rehoboth Beach Outlet Center	Oct	\$18M	7.21%
Rehoboth Beach Outlet Center	Nov	\$27M	10.75%
Rehoboth Beach Outlet Center	Dec	\$28M	11.04%
total	—	\$254.62M	—

Percent of Gross Sales by Month

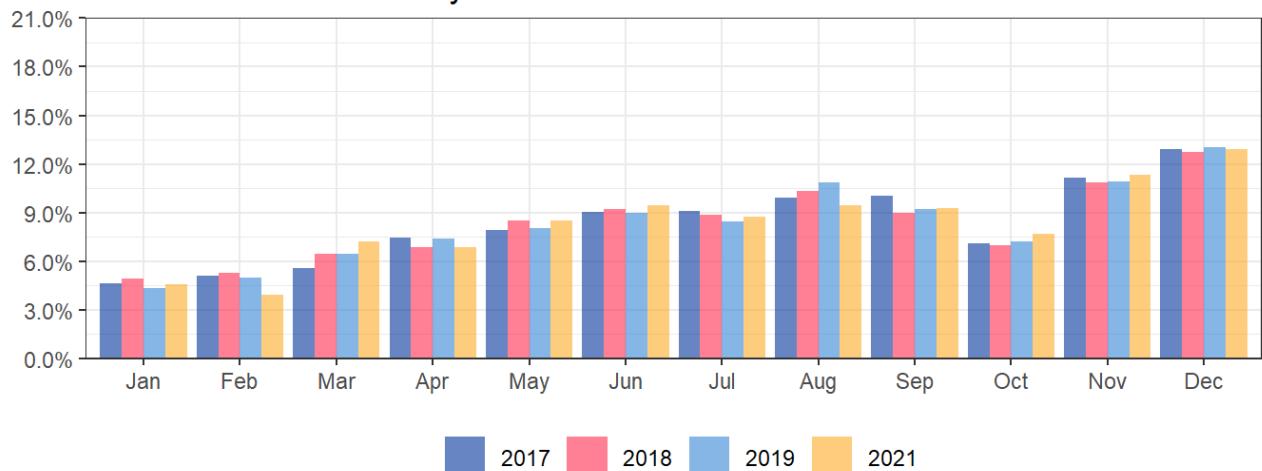


## Riverhead Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Riverhead Outlet Center	Jan	\$13M	4.55%
Riverhead Outlet Center	Feb	\$11M	3.96%
Riverhead Outlet Center	Mar	\$21M	7.22%
Riverhead Outlet Center	Apr	\$20M	6.88%
Riverhead Outlet Center	May	\$25M	8.53%
Riverhead Outlet Center	Jun	\$27M	9.46%
Riverhead Outlet Center	Jul	\$25M	8.73%
Riverhead Outlet Center	Aug	\$27M	9.47%
Riverhead Outlet Center	Sep	\$27M	9.27%
Riverhead Outlet Center	Oct	\$22M	7.66%
Riverhead Outlet Center	Nov	\$33M	11.34%
Riverhead Outlet Center	Dec	\$37M	12.94%
total	—	\$288.56M	—

Percent of Gross Sales by Month

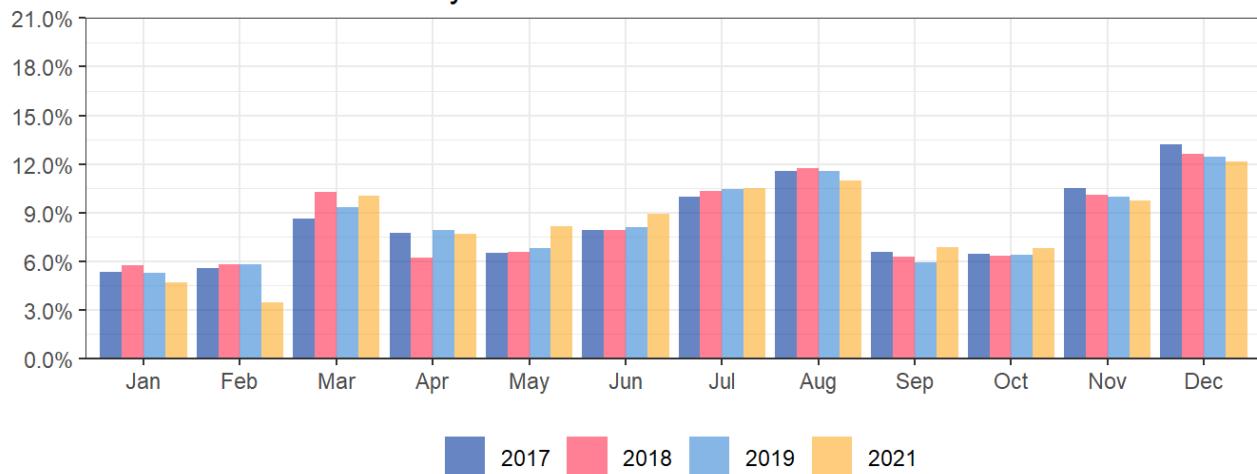


## San Marcos Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
San Marcos Outlet Center	Jan	\$8M	4.71%
San Marcos Outlet Center	Feb	\$6M	3.49%
San Marcos Outlet Center	Mar	\$16M	10.03%
San Marcos Outlet Center	Apr	\$12M	7.68%
San Marcos Outlet Center	May	\$13M	8.13%
San Marcos Outlet Center	Jun	\$14M	8.94%
San Marcos Outlet Center	Jul	\$17M	10.50%
San Marcos Outlet Center	Aug	\$18M	10.95%
San Marcos Outlet Center	Sep	\$11M	6.88%
San Marcos Outlet Center	Oct	\$11M	6.81%
San Marcos Outlet Center	Nov	\$16M	9.75%
San Marcos Outlet Center	Dec	\$20M	12.14%
total	—	\$161.47M	—

Percent of Gross Sales by Month

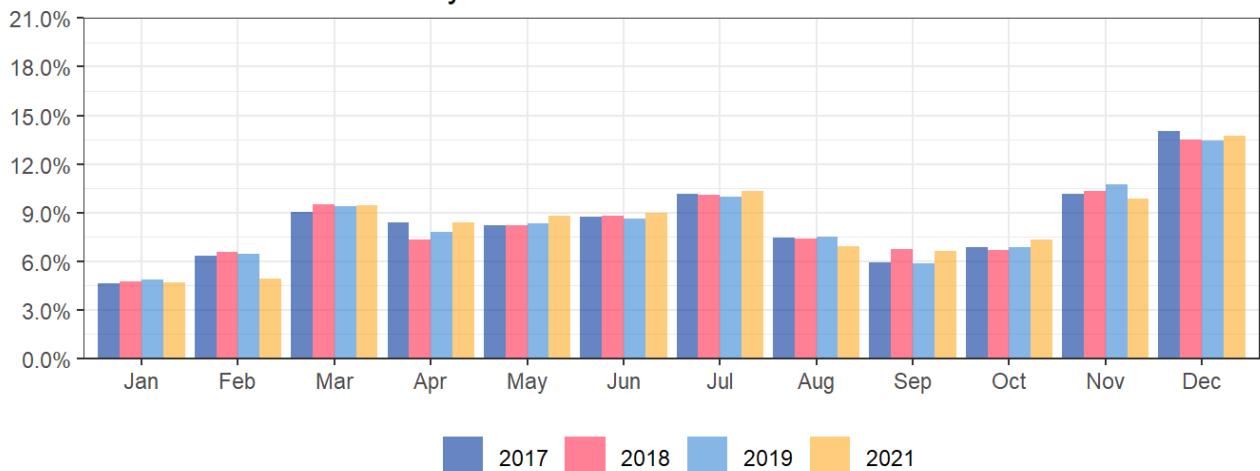


## Savannah Outlets

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Savannah Outlets	Jan	\$7M	4.68%
Savannah Outlets	Feb	\$8M	4.94%
Savannah Outlets	Mar	\$15M	9.48%
Savannah Outlets	Apr	\$13M	8.39%
Savannah Outlets	May	\$14M	8.78%
Savannah Outlets	Jun	\$14M	8.96%
Savannah Outlets	Jul	\$16M	10.31%
Savannah Outlets	Aug	\$11M	6.94%
Savannah Outlets	Sep	\$11M	6.65%
Savannah Outlets	Oct	\$12M	7.31%
Savannah Outlets	Nov	\$16M	9.86%
Savannah Outlets	Dec	\$22M	13.72%
total	—	\$159.13M	—

Percent of Gross Sales by Month

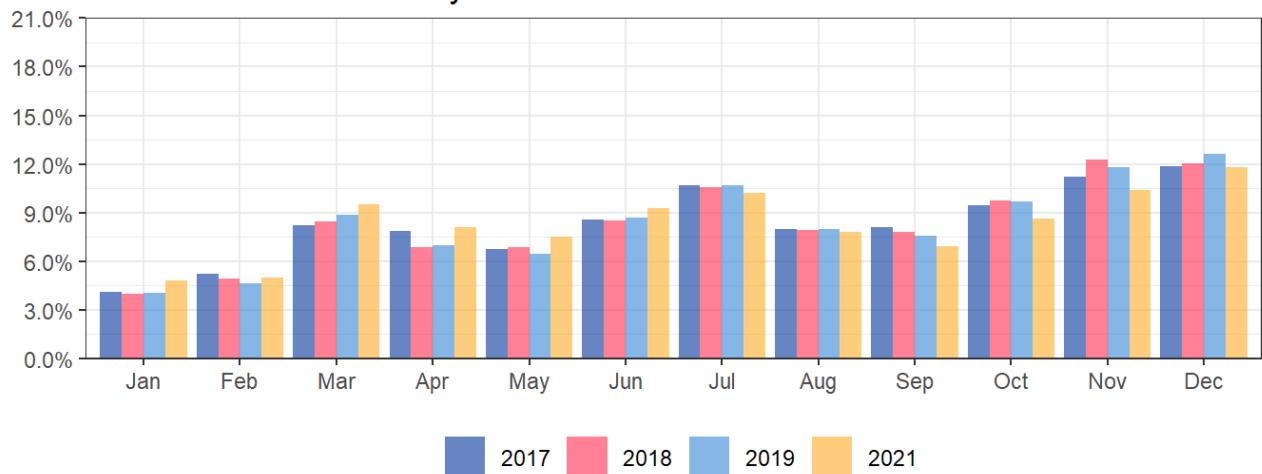


## Sevierville Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Sevierville Outlet Center	Jan	\$14M	4.82%
Sevierville Outlet Center	Feb	\$15M	5.00%
Sevierville Outlet Center	Mar	\$28M	9.52%
Sevierville Outlet Center	Apr	\$24M	8.09%
Sevierville Outlet Center	May	\$22M	7.54%
Sevierville Outlet Center	Jun	\$28M	9.28%
Sevierville Outlet Center	Jul	\$30M	10.22%
Sevierville Outlet Center	Aug	\$23M	7.80%
Sevierville Outlet Center	Sep	\$21M	6.93%
Sevierville Outlet Center	Oct	\$26M	8.61%
Sevierville Outlet Center	Nov	\$31M	10.38%
Sevierville Outlet Center	Dec	\$35M	11.81%
total		\$298.26M	—

Percent of Gross Sales by Month

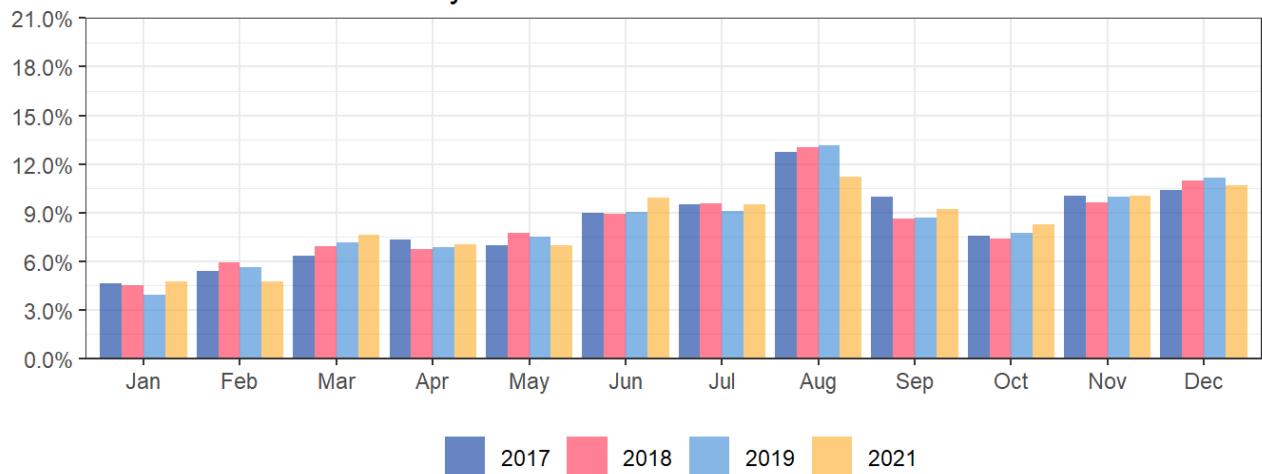


## Tilton Outlet Center

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Tilton Outlet Center	Jan	\$3M	4.77%
Tilton Outlet Center	Feb	\$3M	4.77%
Tilton Outlet Center	Mar	\$4M	7.61%
Tilton Outlet Center	Apr	\$4M	7.04%
Tilton Outlet Center	May	\$4M	6.96%
Tilton Outlet Center	Jun	\$5M	9.92%
Tilton Outlet Center	Jul	\$5M	9.51%
Tilton Outlet Center	Aug	\$6M	11.20%
Tilton Outlet Center	Sep	\$5M	9.22%
Tilton Outlet Center	Oct	\$5M	8.28%
Tilton Outlet Center	Nov	\$5M	10.03%
Tilton Outlet Center	Dec	\$6M	10.68%
total	—	\$54.68M	—

Percent of Gross Sales by Month

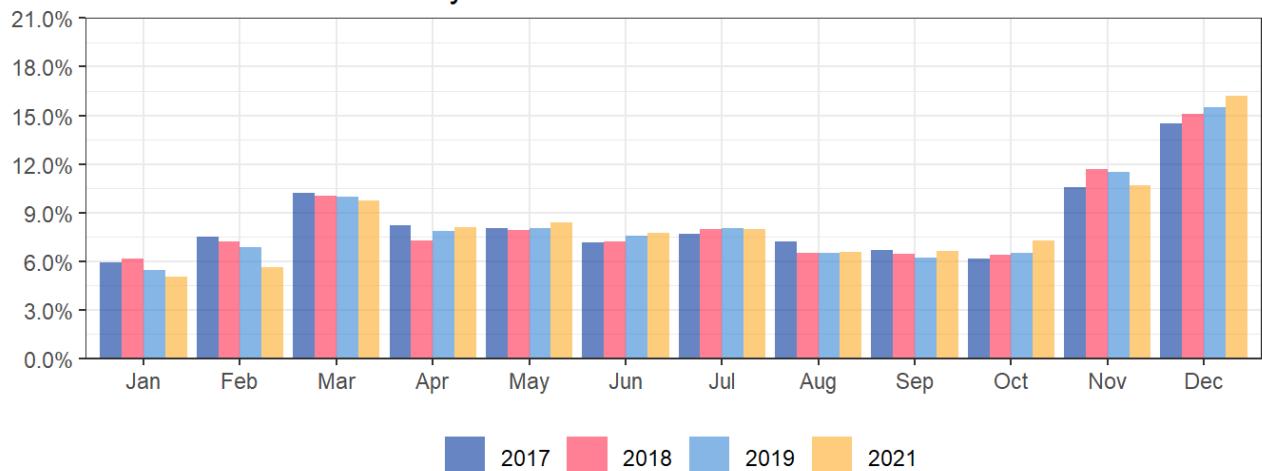


## Westgate Outlet

Percent of Sales by Month for Year: 2021

	Month	Total Gross Sales	Percent of Sales
Westgate Outlet	Jan	\$11M	5.02%
Westgate Outlet	Feb	\$12M	5.63%
Westgate Outlet	Mar	\$21M	9.77%
Westgate Outlet	Apr	\$17M	8.11%
Westgate Outlet	May	\$18M	8.41%
Westgate Outlet	Jun	\$17M	7.77%
Westgate Outlet	Jul	\$17M	7.96%
Westgate Outlet	Aug	\$14M	6.56%
Westgate Outlet	Sep	\$14M	6.62%
Westgate Outlet	Oct	\$16M	7.28%
Westgate Outlet	Nov	\$23M	10.68%
Westgate Outlet	Dec	\$35M	16.18%
total		\$215.43M	—

Percent of Gross Sales by Month



# Appendix

## Data Source

This report is built from the Sales data present with the Warehouse (data extracted from MRI).

```
select dimd.fulldate, dimc.CENTERNAME, dimc.BldgGroupName, dimc.[BLDGID],
       diml.TenantName, diml.ChainName, diml.leasid
      ,dime.PORTID, fas.ISTEMP, fas.IsCurrentlyOpen, fas.ISNONREPORTING,
        fas.IsOpenForFullYear, diml.zPopUpProgram, lastlsf,
        [CurrentYearSales1M]

from warehouse.dbo.FactAdjustedSales fas
  left join warehouse.dbo.DimLease diml on fas.LeaseKey = diml.LeaseKey
  left join warehouse.dbo.DimCenter dimc on fas.CenterKey = dimc.CenterKey
  left join warehouse.dbo.DimTenant dimt on fas.TenantKey = dimt.TenantKey
  left join warehouse.dbo.DimEntity dime on fas.EntityKey = dime.EntityKey
  left join warehouse.dbo.DimDate dimd on fas.dateKey = dimd.DateKey
where fas.DateKey > 20161231
--and lastlsf > 0
order by CENTERNAME, fas.datekey desc, tenantname
```

## Methodology

The report uses full year sales data. The percent of sales by month are calculated from the ratio of total gross sale for that month divided by the total sales for that calendar year.

### Exclusions/Inclusions

- Charlotte is excluded from the portfolio view
- Canadian Centers are included.
- Temp tenants are included
- Tenants >20,000 sf are included
- Non-reporting tenants are included

## Refresh Information

This report was last run on **04 February, 2022**.

The using data from **CY 2021**

Code is available upon request.

**Tanger**Outlets