

J34

J35

J36

Settled and Sensible

Mature, established couples with adult children and singles in suburban and rural neighborhoods



1.58% 1.86% **1.86%**



Key features

- Humble living
- Stable lifestyle
- Limited financial savings
- Modest spending
- Retired
- Limited internet activity





Who we are

Head of household age



51-65

143 40.8%

Est. Household \$ income

\$35,000-\$49,999

198 23.3%

Home ownership



Homeowner

114 93.6%

Type of property



107 99.0%

Household size



107 | 30.2%

Age of children

0 - 3

55 4.8%

Channel preference







102







Technology adoption



Novices











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Head of household age

19–24		2.78%
25–30		3.12%
31–35		3.37%
36–45		8.31%
46–50		6.58%
51–65		40.77%
66–75		21.10%
76+		13.98%

Family structure

With kids		
Married		18.24%
Single male		0.65%
Single female		0.91%
Unknown status	202	0.93%
Without kids		
Without kids Married		48.13%
	7	48.13% 10.44%
Married		

Home ownership

Homeowner		93.55%
Renter		3.06%
Unknown		3.39%

Education

Less than high school		9.24%
High school diploma		52.59%
Some college		24.96%
Bachelor's degree		9.10%
Graduate's degree		4.11%

Estimated household income

Less than \$15,000		7.92%
\$15,000-\$24,999		10.42%
\$25,000-\$34,999	204	15.22%
\$35,000-\$49,999		23.29%
\$50,000-\$74,999		26.53%
\$75,000-\$99,999		12.00%
\$100,000-\$124,999		2.51%
\$125,000-\$149,999		1.30%
\$150,000-\$174,999		0.37%
\$175,000-\$199,999		0.15%
\$200,000-\$249,999		0.14%
\$250,000+		0.13%

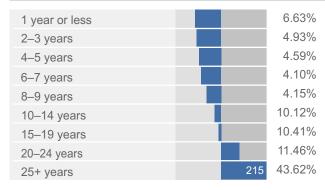
Age of children

0–3	4.77%
4–6	3.82%
7–9	3.64%
10–12	4.04%
13–18	4.73%

Estimated current house value

Less than \$50,000	387	9.40%
\$50,000-\$74,999	493	20.83%
\$75,000-\$99,999	446	24.33%
\$100,000-\$149,999	222	29.39%
\$150,000-\$174,999		6.27%
\$175,000-\$199,999		3.63%
\$200,000-\$249,999		3.60%
\$250,000-\$299,999		1.62%
\$300,000-\$349,999		0.59%
\$350,000-\$399,999		0.26%
\$400,000-\$499,999		0.06%
\$500,000-\$749,999		0.02%
\$750,000+		0.01%

Length of residency







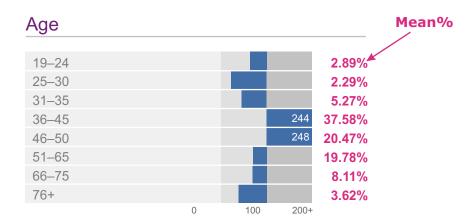
Charts provide details of the key variables used to build and describe the Mosaic groups and types.

For each group and type, the charts show the **Means** and **Index** for each variable.

Understanding Means and Index

Means show the percentage of this group or type with a particular characteristic.

For example, consider the Age composition of Group D:



This shows that:

2.89% of Group D are aged 19-24

2.29% of Group D are aged 25-30

5.27% of Group D are aged 31–35

37.58% of Group D are aged 36-45

20.47% of Group D are aged 46–50

19.78% of Group D are aged 51-65

8.11% of Group D are aged 66–75

3.62% of Group D are aged 76+

The **Index** provides further insight by comparing the characteristics of a Mosaic group/type with all households in the USA.

An Index of 100 is the average.

An **Index greater than 100** shows that this variable is over-represented when compared with the average.

An **Index less than 100** shows that this variable is under-represented when compared with the average.



The chart shows the Index value from 0 to 200. If the Index value is greater than 200, the bar is shown as 200 along with the exact Index.