

0

**O50** 

**O51** 

**O52** 

**O53** 

054

**O55** 

# Influenced by Influencers

Young singles living in Midwest and Southern city centers



**4**.67% 2.87% **1** 





#### Who we are

#### Head of household age

Est. Household \$

\$50,000-\$74,999

25-30

648 66.7%

income

124 25.1%

Renter

481 62.2%



Type of property



Multi-family: 101+ units

2125 28.8%

Household

1 person

269 92.7%

size



Channel preference





26

68



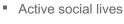




# Key features

- Career-driven
- Metropolitan lifestyles
- Digitally dependent
- Foodies
- First-time buyers











Age of children

13-18

21 2.7%

# Technology adoption



Journeymen















0 **O50 O51 O52 O53 O54 O55** 

# Influenced by Influencers

Young singles living in Midwest and Southern city centers



**4**.67% | 2.87% **1** 



## Head of household age

19–24		7.13%
25–30	648	66.68%
31–35		22.87%
36–45		1.99%
46–50		0.57%
51–65		0.51%
66–75		0.16%
76+		0.08%

# Family structure

With kids		1.08%
Married		1.00%
Single male	251	6.94%
Single female	266	8.40%
Unknown status		0.16%
Without kids		
Married		7.53%
Single male	674	43.35%
Single female	832	30.89%
Unknown status		1.64%

## Home ownership

Homeowner		17.30%
Renter	481	62.16%
Unknown	383	20.53%

#### Education

Less than high school		14.16%
High school diploma		23.39%
Some college		32.00%
Bachelor's degree		14.96%
Graduate's degree		15.50%

## Estimated household income

Less than \$15,000		8.77%
\$15,000-\$24,999	_	7.72%
\$25,000-\$34,999		11.89%
\$35,000-\$49,999		18.30%
\$50,000-\$74,999		25.08%
\$75,000-\$99,999		12.57%
\$100,000-\$124,999		5.54%
\$125,000-\$149,999		5.03%
\$150,000-\$174,999		1.18%
\$175,000-\$199,999		1.67%
\$200,000-\$249,999		0.46%
\$250,000+		1.78%

## Age of children

0–3		1.51%
4–6		0.89%
7–9		1.59%
10–12		0.48%
13–18		2.66%

### Estimated current house value

Less than \$50,000		1.72%
\$50,000-\$74,999		5.01%
\$75,000-\$99,999		8.10%
\$100,000-\$149,999		20.16%
\$150,000-\$174,999		10.93%
\$175,000-\$199,999		7.48%
\$200,000-\$249,999		11.98%
\$250,000-\$299,999		9.04%
\$300,000-\$349,999		6.32%
\$350,000-\$399,999		4.57%
\$400,000-\$499,999		5.33%
\$500,000-\$749,999		4.95%
\$750,000+		4.41%

# Length of residency

1 year or less	42	20	65.45%
2–3 years			17.44%
4–5 years			7.59%
6–7 years			3.98%
8–9 years			2.02%
10-14 years			2.40%
15–19 years			0.57%
20-24 years			0.40%
25+ years			0.16%





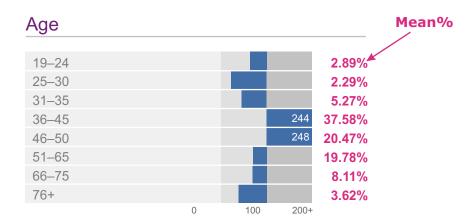
Charts provide details of the key variables used to build and describe the Mosaic groups and types.

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.