

F22 F23

Families Matter Most

Young, established families in scenic suburbs leading active, family-focused lives







Key features

- Sprawling families
- Married with kids
- Family vacations
- Social connectors
- Financially comfortable
- Settled homes





Who we are

Head of household age

31-35

328 38.3%

Est. Household \$ income

\$75,000-\$99,999

178 27.7%

Home ownership

Homeowner

103 84.2%

Household size

107 98.8%

Type of

property

Single family

2 persons

145 41.1%

Age of children

0 - 3

548 47.2%

Channel preference







111







Technology adoption



Wizards











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Head of household age

| 19–24 | 248 | 11.32% |
|-------|-----|--------|
| 25–30 | | 19.36% |
| 31–35 | 328 | 38.34% |
| 36–45 | | 24.17% |
| 46–50 | | 4.44% |
| 51–65 | | 1.85% |
| 66–75 | | 0.38% |
| 76+ | | 0.13% |

Family structure

| With kids | | |
|----------------|-----|--------|
| Married | 257 | 94.32% |
| Single male | | 1.93% |
| Single female | | 1.43% |
| Unknown status | | 0.01% |
| Without kids | | |
| Married | | 2.29% |
| Single male | | 0.00% |
| 0: 1 (1 | | 0.02% |
| Single female | | 0.0270 |

Home ownership

| Homeowner | | 84.24% |
|-----------|--|--------|
| Renter | | 9.17% |
| Unknown | | 6.59% |

Education

| Less than high school | | 8.17% |
|-----------------------|--|--------|
| High school diploma | | 16.36% |
| Some college | | 47.57% |
| Bachelor's degree | | 18.63% |
| Graduate's degree | | 9.28% |

Estimated household income

| Less than \$15,000 | | 2.33% |
|---------------------|--|--------|
| \$15,000-\$24,999 | | 2.30% |
| \$25,000-\$34,999 | | 2.86% |
| \$35,000-\$49,999 | | 9.45% |
| \$50,000-\$74,999 | | 28.84% |
| \$75,000-\$99,999 | | 27.66% |
| \$100,000-\$124,999 | | 14.95% |
| \$125,000-\$149,999 | | 6.36% |
| \$150,000-\$174,999 | | 2.42% |
| \$175,000-\$199,999 | | 1.18% |
| \$200,000-\$249,999 | | 0.76% |
| \$250,000+ | | 0.90% |
| | | |

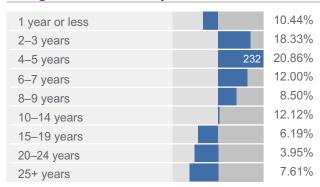
Age of children

| 0–3 | 548 | 47.17% |
|-------|-----|--------|
| 4–6 | 557 | 46.16% |
| 7–9 | 396 | 46.80% |
| 10–12 | 346 | 34.94% |
| 13–18 | 230 | 29.52% |

Estimated current house value

| Less than \$50,000 | | 0.07% |
|---------------------|--|--------|
| \$50,000-\$74,999 | | 0.48% |
| \$75,000-\$99,999 | | 2.01% |
| \$100,000-\$149,999 | | 15.12% |
| \$150,000-\$174,999 | | 12.60% |
| \$175,000-\$199,999 | | 13.10% |
| \$200,000-\$249,999 | | 21.60% |
| \$250,000-\$299,999 | | 14.26% |
| \$300,000-\$349,999 | | 8.20% |
| \$350,000-\$399,999 | | 5.04% |
| \$400,000-\$499,999 | | 4.52% |
| \$500,000-\$749,999 | | 2.67% |
| \$750,000+ | | 0.33% |
| | | |

Length of residency







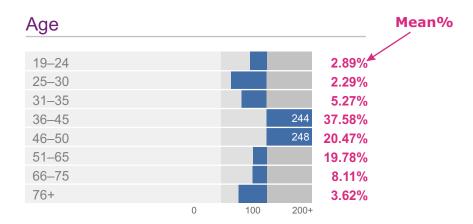
Charts provide details of the key variables used to build and describe the Mosaic groups and types.

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.