

**H26** 

**H27** 

**H28** 

**H29** 

Progressive Assortment

Mature couples with comfortable and active lives in established suburbs



**1.50%** 1.76% **1.76%** 





#### Who we are

#### Head of household age



Type of property

Single family

101 93.6%

Household

3 persons

118 19.5%

size











119

# Key features

- Bilingual
- Ethnically diverse
- Urban-centric
- Comfortable spending
- Sports fans
- Comfortable lifestyles





# Est. Household \$ income

51-65

143 40.7%

\$75,000-\$99,999

148 23.0%

#### Home ownership

Homeowner

105 85.8%

# Age of children

13-18

93 | 12.0%

# Channel preference



112



50



Technology adoption



Wizards











**H26 H27 H28 H29** Н

# Progressive Assortment Mature couples with comfortable and active lives in established suburbs



**1.50%** 1.76% **1.76%** 

#### Head of household age

19–24	3.08%
25–30	3.25%
31–35	6.76%
36–45	16.90%
46–50	10.37%
51–65	40.68%
66–75	12.01%
76+	6.95%

## Family structure

With kids	
Married	38.12%
Single male	1.95%
Single female	1.80%
Unknown status	0.44%
Without kids	
Married	43.76%
Single male	6.02%
Single female	2.90%

### Home ownership

Homeowner	85.85%
Renter	10.29%
Unknown	3.87%

#### Education

Less than high school		13.89%
High school diploma		32.53%
Some college		30.05%
Bachelor's degree		15.49%
Graduate's degree		8.04%

#### Estimated household income

Less than \$15,000		3.08%
\$15,000-\$24,999		3.55%
\$25,000-\$34,999		4.81%
\$35,000-\$49,999		10.63%
\$50,000-\$74,999		23.74%
\$75,000-\$99,999		23.01%
\$100,000-\$124,999		12.23%
\$125,000-\$149,999		10.41%
\$150,000-\$174,999		2.94%
\$175,000-\$199,999		2.74%
\$200,000-\$249,999		1.36%
\$250,000+		1.50%

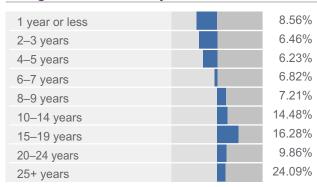
# Age of children

0–3	6.80%
4–6	6.04%
7–9	6.82%
10–12	6.79%
13–18	11.95%

### Estimated current house value

Less than \$50,000		0.03%
\$50,000-\$74,999		0.11%
\$75,000-\$99,999		0.32%
\$100,000-\$149,999		2.21%
\$150,000-\$174,999		3.44%
\$175,000-\$199,999		5.33%
\$200,000-\$249,999		12.96%
\$250,000-\$299,999		13.33%
\$300,000-\$349,999		12.03%
\$350,000-\$399,999		10.58%
\$400,000-\$499,999		15.54%
\$500,000-\$749,999	217	20.74%
\$750,000+		3.38%

## Length of residency







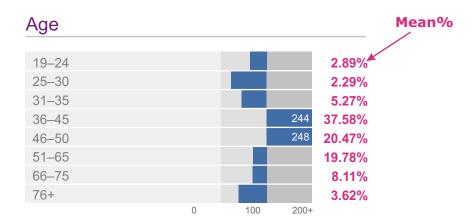
Charts provide details of the key variables used to build and describe the Mosaic groups and types.

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.