LifeMode Group: GenXurban

Rustbelt Traditions

Households: 2,716,800
Average Household Size: 2.47
Median Age: 39.0
Median Household Income: $51,800

WHO ARE WE?
The backbone of older industrial cities in states surrounding the Great Lakes, Rustbelt Traditions residents are a mix of married-couple families and singles living in older developments of single-family homes. While varied, the workforce is primarily white collar, with a higher concentration of skilled workers in manufacturing, retail trade, and health care. Rustbelt Traditions represents a large market of stable, hard-working consumers with modest incomes but an average net worth of nearly $400,000. Family oriented, they value time spent at home. Most have lived, worked, and played in the same area for years.

OUR NEIGHBORHOOD
- Almost half (46%) of the households are married-couple families, similar to the US (48%), most without children (also similar to the US); the slightly higher proportion of singles (Index 105) reflects the aging of the population.
- Average household size is slightly lower at 2.47.
- They are movers, slightly more mobile than the US population (Index 109), but over 70 percent of households moved into their current homes before 2010.
- Most residents live in modest, single-family homes in older neighborhoods built in the 1950s (Index 224).
- Nearly three quarters own their homes; nearly half of households have mortgages.
- A large and growing market, Rustbelt Traditions residents are located in the dense urban fringe of metropolitan areas throughout the Midwest and South.
- Most households have 1 to 2 vehicles available.

SOCIOECONOMIC TRAITS
- Most have graduated from high school or spent some time at a college or university.
- Unemployment below the US at 5.2%; labor force participation slightly higher than the US at 67%.
- While most income derived from wages and salaries, nearly 31% of households collecting Social Security and nearly 20% drawing income from retirement accounts.
- Family-oriented consumers who value time spent at home.
- Most lived, worked, and played in the same area for years.
- Budget aware shoppers that favor American-made products.
- Read newspapers, especially the Sunday editions.

Note: The Index represents the ratio of the segment rate to the US rate multiplied by 100. Consumer preferences are estimated from data by GfK MRI.
**LifeMode Group: GenXurban**

**Rustbelt Traditions**

### AGE BY SEX (Esri data)

**Median Age:** 39.0  
**US:** 38.2  

- Indicates US

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Male</th>
<th>Female</th>
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<tbody>
<tr>
<td>85+</td>
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<td>80-84</td>
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<td>75-79</td>
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### RACE AND ETHNICITY (Esri data)

The Diversity Index summarizes racial and ethnic diversity. The index shows the likelihood that two persons, chosen at random from the same area, belong to different race or ethnic groups. The index ranges from 0 (no diversity) to 100 (complete diversity).

**Diversity Index:** 46.8  
**US:** 64.0

- Hispanic: 11.3%  
- Multiple: 3.1%  
- Other: 3.4%  
- Asian and Pac. Islander: 0.9%  
- American Indian: 1.0%  
- Black: 8.8%  
- White: 12.8%

### AVERAGE HOUSEHOLD BUDGET INDEX

The index compares the average amount spent in this market's household budgets for housing, food, apparel, etc., to the average amount spent by all US households. An index of 100 is average. An index of 120 shows that average spending by consumers in this market is 20 percent above the national average. Consumer expenditures are estimated by Esri.

- **Housing:** 77  
- **Food:** 78  
- **Apparel & Services:** 76  
- **Transportation:** 78  
- **Health Care:** 80  
- **Entertainment & Recreation:** 78  
- **Education:** 76  
- **Pensions & Social Security:** 77  
- **Other:** 79

### INCOME AND NET WORTH

Net worth measures total household assets (homes, vehicles, investments, etc.) less any debts, secured (e.g., mortgages) or unsecured (credit cards). Household income and net worth are estimated by Esri.

- **Median Household Income:**
  - $56,100  
  - $93,300  
  - $51,800  
  - $98,100  
  - $0  
  - $100,000  
  - $200,000  
  - $300,000  
  - $400,000  
  - $500,000  
  - $600,000+

- **Median Net Worth:**
  - $51,800  
  - $93,300  
  - $51,800  
  - $98,100  
  - $0  
  - $100,000  
  - $200,000  
  - $300,000  
  - $400,000  
  - $500,000  
  - $600,000+

### OCCUPATION BY EARNINGS

The five occupations with the highest number of workers in the market are displayed by median earnings. Data from the Census Bureau’s American Community Survey.

- **Median Earnings:**
  - Management: 77  
  - Production: 76  
  - Office and Administrative Support: 76  
  - Transportation and Material Moving: 76  
  - Sales and Related: 76

- **Workers (Age 16+):**
  - Management  
  - Production  
  - Office and Administrative Support  
  - Transportation and Material Moving  
  - Sales and Related
MARKET PROFILE  (Consumer preferences are estimated from data by GfK MRI)

- Residents take advantage of convenience stores for fueling up and picking up incidentals.
- Watching television is a common pastime; many households have more than four TVs.
- Favorite programming ranges from ABC Family Channel, A&E, and TNT to children’s shows on Nickelodeon and the Disney Channel.
- Residents are connected; entertainment activities like online gaming dominate their Internet usage.
- Favorite family restaurants include Applebee’s, Arby’s, and Texas Roadhouse.
- Radio dials are typically tuned to classic rock stations.

<table>
<thead>
<tr>
<th>Population Characteristics</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>900,000 - 11,000,000</td>
<td>Population</td>
</tr>
<tr>
<td>-0.5% - 3.0%</td>
<td>Population Growth (Annual %)</td>
</tr>
<tr>
<td>0 - 25,000</td>
<td>Population Density (Persons per sq. mile)</td>
</tr>
</tbody>
</table>

ESRI INDEXES
Esri developed three indexes to display average household wealth, socioeconomic status, and housing affordability for the market relative to US standards.

<table>
<thead>
<tr>
<th>Wealth Index</th>
<th>Socioeconomic Status Index</th>
<th>Housing Affordability Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>70</td>
<td>97</td>
<td>194</td>
</tr>
<tr>
<td>0 - 350</td>
<td>0 - 350</td>
<td>0 - 350</td>
</tr>
</tbody>
</table>

HOUSING
Median home value is displayed for markets that are primarily owner occupied; average rent is shown for renter-occupied markets. Tenure and home value are estimated by Esri. Housing type and average rent are from the Census Bureau’s American Community Survey.
SEGMENT DENSITY
This map illustrates the density and distribution of the Rustbelt Traditions Tapestry Segment by households.