LifeMode Group: Cozy Country Living

Green Acres

Households: 3,923,400
Average Household Size: 2.70
Median Age: 43.9
Median Household Income: $76,800

WHO ARE WE?
The Green Acres lifestyle features country living and self-reliance. Avid do-it-yourselfers, they maintain and remodel their homes, with all the necessary power tools to accomplish the jobs. Gardening, especially growing vegetables, is a priority, again with the right tools, tillers, tractors, and riding mowers. Outdoor living features a variety of sports: hunting and fishing, motorcycling, hiking and camping, and even golf.

OUR NEIGHBORHOOD
• This large segment is concentrated in rural enclaves in metropolitan areas.
• Primarily (not exclusively) older homes with acreage; new housing growth in the past 15 years.
• Single-family, owner-occupied housing, with a median value of $235,500.
• An older market, primarily married couples, most with no children.

SOCIOECONOMIC TRAITS
• Education: More than 60% are college educated.
• Labor force participation rate is high at 66.8% (Index 107).
• Income is derived not only from wages and salaries but also from self-employment (more than 13% of households), investments (27% of households), and increasingly, from retirement.
• They are cautious consumers with a focus on quality and durability.
• Comfortable with technology, more as a tool than a trend: banking or paying bills online is convenient; but the Internet is not viewed as entertainment.
• Economic outlook is professed as pessimistic, but consumers are comfortable with debt, primarily as home and auto loans, and investments.

Note: The Index represents the ratio of the segment rate to the US rate multiplied by 100.
Consumer preferences are estimated from data by MRI-Simmons.
**AGE BY SEX** (Esri data)

**Median Age:** 43.9  US: 38.2

- Indicates US

**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: 26.0**  US: 64.0

- Hispanic: 5.5%  US Average: 18.1%
- Multiple: 2.0%  US Average: 3.4%
- Other: 1.7%  US Average: 6.8%
- Asian and Pac. Islander: 1.6%  US Average: 5.8%
- American Indian: 0.6%  US Average: 1.0%
- Black: 3.3%  US Average: 12.8%
- White: 70.2%  US Average: 90.8%

- *Hispanic Can Be of Any Race.

**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**

- $76,800
- $56,100
- $41,200
- $30,000
- $20,000
- $10,000
- US Average: $41,200

**Median Net Worth**

- $267,700
- $93,300
- US Median: $93,300

**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.

**Housing**

- Median Earnings: $111

**Food**

- Median Earnings: $112

**Apparel & Services**

- Median Earnings: $113

**Transportation**

- Median Earnings: $113

**Health Care**

- Median Earnings: $118

**Entertainment & Recreation**

- Median Earnings: $116

**Education**

- Median Earnings: $114

**Pensions & Social Security**

- Median Earnings: $120

**Other**

- Median Earnings: $118
MARKET PROFILE  (Consumer preferences are estimated from data by MRI-Simmons.)

- Purchasing choices reflect Green Acres residents’ country life, including a variety of vehicles, from trucks and SUVs to ATVs and motorcycles, preferably late model.
- Homeowners favor DIY home improvement projects and gardening.
- Media of choice are provided by satellite service, radio, and television, also with an emphasis on country and home and garden.
- Green Acres residents pursue physical fitness vigorously, from working out on home exercise equipment to playing a variety of sports.
- Residents are active in their communities and a variety of social organizations, from charitable to veterans’ clubs.

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.

Typical Housing:
Single Family
Median Value:
$235,500
US Median: $207,300

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

POPULATION CHARACTERISTICS
Total population, average annual population change since Census 2010, and average density (population per square mile) are displayed for the market relative to the size and change among all Tapestry markets. Data estimated by Esri.

<table>
<thead>
<tr>
<th>Measure</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>900,000</td>
</tr>
<tr>
<td>Population Growth (Annual %)</td>
<td>-0.5%</td>
</tr>
<tr>
<td>Population Density (Persons per sq. mile)</td>
<td>0.9%</td>
</tr>
</tbody>
</table>

Wealth Index
0 - 350
Median: 133

Socioeconomic Status Index
0 - 350
Median: 130

Housing Affordability Index
0 - 350
Median: 152
SEGMENT DENSITY

This map illustrates the density and distribution of the Green Acres Tapestry Segment by households.