WHO ARE WE?
Southern Satellites is the second largest market found in rural settlements but within metropolitan areas located primarily in the South. This market is typically slightly older, settled married-couple families, who own their homes. Two-thirds of the homes are single-family structures; almost a third are mobile homes. Median household income and home value are below average. Workers are employed in a variety of industries, such as manufacturing, health care, retail trade, and construction, with higher proportions in mining and agriculture than the US. Residents enjoy country living, preferring outdoor activities and DIY home projects.

OUR NEIGHBORHOOD
- About 78% of households are owned.
- Married couples with no children are the dominant household type, with a number of multigenerational households (Index 112).
- Most are single-family homes (67%), with a number of mobile homes (Index 509).
- Most housing units were built in 1970 or later.
- Most households own 1 or 2 vehicles, but owning 3+ vehicles is common (Index 144).

SOCIOECONOMIC TRAITS
- Education: almost 40% have a high school diploma only (Index 140); 45% have college education (Index 73).
- Labor force participation rate is 59.1%, slightly lower than the US.
- These consumers are more concerned about cost rather than quality or brand loyalty.
- They tend to be somewhat late in adapting to technology.
- They obtain a disproportionate amount of their information from TV, compared to other media.

Households: 3,856,800
Average Household Size: 2.67
Median Age: 40.3
Median Household Income: $47,800
AGE BY SEX (Esri data)

Median Age: 40.3  US: 38.2

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: 40.1  US: 64.0

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.

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.

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.
MARKET PROFILE  (Consumer preferences are estimated from data by MRI-Simmons.)

• Usually own a truck; likely to service it themselves.
• Frequent the convenience store, usually to fill up a vehicle with gas.
• Typical household has a satellite dish.
• Work on home improvement and remodeling projects.
• Own a pet, commonly a dog.
• Participate in fishing and hunting.
• Prefer to listen to country music and watch Country Music Television (CMT).
• Read fishing/hunting and home service magazines.
• Partial to eating at low-cost family restaurants and drive-ins.
• Use Walmart for all their shopping needs (groceries, clothing, pharmacy, etc.).

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

Typical Housing: Single Family; Mobile Homes
Median Value: $128,500
US Median: $207,300

Housing Affordability Index

Socioeconomic Status Index

Wealth Index
SEGMENT DENSITY
This map illustrates the density and distribution of the Southern Satellites Tapestry Segment by households.