LifeMode Group: Hometown

Family Foundations

Households: 1,299,600
Average Household Size: 2.71
Median Age: 39.6
Median Household Income: $43,100

WHO ARE WE?

Family and faith are the cornerstones of life in these communities. Older children, still living at home, working toward financial independence, are common within these households. Neighborhoods are stable: little household growth has occurred for more than a decade. Many residents work in the health care industry or public administration across all levels of government. Style is important to these consumers, who spend on clothing for themselves and their children, as well as on smartphones.

OUR NEIGHBORHOOD

• Family Foundations residents are a mix of married couples, single parents, grandparents, and children, young and adult.
• Average household size is slightly higher at 2.71.
• Neighborhoods are found in principal cities of major metropolitan areas throughout the South and West.
• More than two-thirds are homeowners living in single family houses built before 1970.
• Nearly three-fourths of all households have one or two vehicles at their disposal; average commute time is slightly higher.

SOCIOECONOMIC TRAITS

• More than half have either attended college or obtained a degree; one-third have only finished high school.
• Labor force participation rate is slightly lower at 58% as workers begin to retire.
• Over one-third of households currently receive Social Security benefits; just under a quarter draw income from retirement accounts.
• A strong focus is on religion and character.
• Style and appearance are important.

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**

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Male</th>
<th>Female</th>
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<tbody>
<tr>
<td>85+</td>
<td>8%</td>
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<td>80-84</td>
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<td>75-79</td>
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<td>&lt;5</td>
<td>8%</td>
<td>8%</td>
</tr>
</tbody>
</table>

**Median Age**: 39.6 years

**Indicates US**

**Race and Ethnicity**

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).

- **Hispanic**: 7.4%
- **Multiple**: 2.4%
- **Other**: 3.0%
- **Asian and Pac. Islander**: 1.1%
- **American Indian**: 0.5%
- **Black**: 12.8%
- **White**: 13.2%

**Diversity Index**: 43.5

**Median Net Worth**: $93,300

**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.

- **Housing**: 70
- **Food**: 70
- **Apparel & Services**: 67
- **Transportation**: 71
- **Health Care**: 73
- **Entertainment & Recreation**: 69
- **Education**: 64
- **Pensions & Social Security**: 67
- **Other**: 70

**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.)

- Baby and children’s products are the primary purchases made by *Family Foundations* residents.
- Shop at discount stores, such as Marshalls, Kmart, dollar stores, and take advantage of savings at Sam’s Club.
- Many have no financial investments or retirement savings.
- Magazines, particularly focusing on health and children, are popular.
- Enjoy listening to urban format radio.
- Favorite entertainment sources include television: subscribe to premium cable channels and own 3–4 TVs.
- Connected, using the Internet primarily for entertainment, chat rooms, and online gaming.

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:** $116,600
  - 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.

- **Wealth Index:** 61
- **Socioeconomic Status Index:** 77
- **Housing Affordability Index:** 174
SEGMENT DENSITY
This map illustrates the density and distribution of the Family Foundations Tapestry Segment by households.

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