

San Carlos Prepared by Esri

| Demographic Summary | 2024 | 2029 |
|-------------------------|----------|----------|
| Population | 10,317 | 10,243 |
| Population 18+ | 6,793 | 6,975 |
| Households | 2,419 | 2,435 |
| Median Household Income | \$37,656 | \$43,953 |

| Product/Consumer Behavior | Expected Number of Adults or HHs | Percent of Adults/HHs | MPI |
|---|-------------------------------------|--------------------------|-----|
| Apparel (Adults) | Audite of Tille | 7122107,11110 | |
| Bought Men's Clothing/12 Mo | 3,863 | 56.9% | 90 |
| Bought Women's Clothing/12 Mo | 3,616 | 53.2% | 102 |
| Bought Shoes/12 Mo | 4,908 | 72.3% | 96 |
| bought Shoes, 12 Plo | 4,300 | 72.570 | 30 |
| Bought Fine Jewelry/12 Mo | 1,683 | 24.8% | 114 |
| Bought Watch/12 Mo | 1,056 | 15.5% | 117 |
| Bought Witten, 12 110 | 1,030 | 13.3 % | 11, |
| Automobiles (Households) | | | |
| HH Owns or Leases Any Vehicle | 2,059 | 85.1% | 94 |
| HH Bought or Leased New Vehicle/12 Mo | 165 | 6.8% | 74 |
| · | | | |
| Automotive Aftermarket (Adults) | | | |
| Bought Gasoline/6 Mo | 5,910 | 87.0% | 97 |
| Bought or Changed Motor Oil/12 Mo | 3,804 | 56.0% | 105 |
| Had Vehicle Tune-Up/12 Mo | 1,537 | 22.6% | 94 |
| · | , | | |
| Beverages (Adults) | | | |
| Drank Non-Diet (Regular) Cola/6 Mo | 3,266 | 48.1% | 129 |
| Drank Beer or Ale/6 Mo | 1,907 | 28.1% | 73 |
| | · | | |
| Cameras (Adults) | | | |
| Own Digital Point and Shoot Camera/Camcorder | 436 | 6.4% | 66 |
| Own Digital SLR Camera or Camcorder | 406 | 6.0% | 57 |
| Printed Digital Photos/12 Mo | 1,349 | 19.9% | 76 |
| | | | |
| Cell Phones (Adults/Households) | | | |
| Bought Cell Phone/12 Mo | 2,775 | 40.9% | 113 |
| Have a Smartphone | 6,280 | 92.4% | 98 |
| Have Android Phone (Any Brand) Smartphone | 3,268 | 48.1% | 125 |
| Have Apple iPhone Smartphone | 3,120 | 45.9% | 80 |
| HH Owns 1 Cell Phone | 784 | 32.4% | 108 |
| HH Owns 2 Cell Phones | 909 | 37.6% | 95 |
| HH Owns 3+ Cell Phones | 634 | 26.2% | 92 |
| HH Has Cell Phone Only (No Landline Telephone) | 1,655 | 68.4% | 95 |
| | | | |
| Computers (Households) | | | |
| HH Owns Computer | 1,683 | 69.6% | 83 |
| HH Owns Desktop Computer | 772 | 31.9% | 82 |
| HH Owns Laptop or Notebook | 1,363 | 56.3% | 81 |
| HH Owns Apple/Mac Brand Computer | 305 | 12.6% | 51 |
| HH Owns PC/Non-Apple Brand Computer | 1,529 | 63.2% | 90 |
| HH Purchased Most Recent Home Computer at Store | 722 | 29.8% | 80 |
| HH Purchased Most Recent Home Computer Online | 505 | 20.9% | 76 |
| HH Spent \$1-499 on Most Recent Home Computer | 358 | 14.8% | 107 |
| HH Spent \$500-999 on Most Recent Home Computer | 334 | 13.8% | 73 |
| HH Spent \$1K-1499 on Most Recent Home Computer | 162 | 6.7% | 59 |
| HH Spent \$1500-1999 on Most Recent Home Computer | 50 | 2.1% | 51 |
| HH Spent \$2K+ on Most Recent Home Computer | 77 | 3.2% | 52 |

Data Note: An MPI (Market Potential Index) measures the relative likelihood of the adults or households in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

Source: These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by MRI-Simmons in a nationally representative survey of U.S. households. Esri forecasts for 2024 and 2029.

©2024 Esri Page 1 of 4



San Carlos Prepared by Esri

| | Expected Number of | Percent of | |
|--|--------------------|------------|---|
| Product/Consumer Behavior | Adults or HHs | Adults/HHs | M |
| Convenience Stores (Adults) | | | |
| Shopped at C-Store/6 Mo | 4,865 | 71.6% | 1 |
| Bought Brewed Coffee at C-Store/30 Days | 845 | 12.4% | 1 |
| Bought Cigarettes at C-Store/30 Days | 795 | 11.7% | 1 |
| Bought Gas at C-Store/30 Days | 3,258 | 48.0% | 1 |
| Spent \$1-19 at C-Store/30 Days | 335 | 4.9% | |
| Spent \$20-39 at C-Store/30 Days | 509 | 7.5% | |
| Spent \$40-50 at C-Store/30 Days | 477 | 7.0% | |
| Spent \$51-99 at C-Store/30 Days | 400 | 5.9% | |
| Spent \$100+ at C-Store/30 Days | 2,174 | 32.0% | |
| Entertainment (Adults) | | | |
| Attended Movie/6 Mo | 2,467 | 36.3% | |
| Went to Live Theater/12 Mo | 317 | 4.7% | |
| Went to Bar or Night Club/12 Mo | 805 | 11.9% | |
| Dined Out/12 Mo | 3,106 | 45.7% | |
| Gambled at Casino/12 Mo | 793 | 11.7% | |
| Visited Theme Park/12 Mo | 901 | 13.3% | |
| Viewed Movie (Video-on-Demand)/30 Days | 521 | 7.7% | |
| Viewed TV Show (Video-on-Demand)/30 Days | 326 | 4.8% | |
| Used Internet to Download Movie/30 Days | 314 | 4.6% | |
| Downloaded Individual Song/6 Mo | 1,325 | 19.5% | |
| Used Internet to Watch Movie/30 Days | 1,878 | 27.6% | |
| Used Internet to Watch TV Program/30 Days | 1,164 | 17.1% | |
| Played (Console) Video or Electronic Game/12 Mo | 872 | 12.8% | |
| Played (Portable) Video or Electronic Game/12 Mo | 521 | 7.7% | |
| Financial (Adults) | | | |
| Have 1st Home Mortgage | 1,868 | 27.5% | |
| Used ATM or Cash Machine/12 Mo | 3,965 | 58.4% | |
| Own Any Stock | 470 | 6.9% | |
| Own U.S. Savings Bonds | 323 | 4.8% | |
| Own Shares in Mutual Fund (Stocks) | 482 | 7.1% | |
| Own Shares in Mutual Fund (Bonds) | 301 | 4.4% | |
| Have Interest Checking Account | 2,067 | 30.4% | |
| Have Non-Interest Checking Account | 2,407 | 35.4% | |
| Have Savings Account | 4,162 | 61.3% | |
| Have 401(k) Retirement Savings Plan | 1,091 | 16.1% | |
| Own or Used Any Credit/Debit Card/12 Mo | 5,950 | 87.6% | |
| Avg \$1-110 Monthly Credit Card Expenditures | 846 | 12.5% | |
| Avg \$111-225 Monthly Credit Card Expenditures | 697 | 10.3% | |
| Avg \$226-450 Monthly Credit Card Expenditures | 594 | 8.7% | |
| Avg \$451-700 Monthly Credit Card Expenditures | 423 | 6.2% | |
| Avg \$701-1000 Monthly Credit Card Expenditures | 286 | 4.2% | |
| Avg \$1001-2000 Monthly Credit Card Expenditures | 419 | 6.2% | |
| Avg \$2001+ Monthly Credit Card Expenditures | 344 | 5.1% | |
| Did Banking Online/12 Mo | 3,113 | 45.8% | |
| Did Banking by Mobile Device/12 Mo | 2,785 | 41.0% | |

Data Note: An MPI (Market Potential Index) measures the relative likelihood of the adults or households in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

Source: These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by MRI-Simmons in a nationally representative survey of U.S. households. Esri forecasts for 2024 and 2029.

©2024 Esri Page 2 of 4



San Carlos Prepared by Esri

| HH Used Chicken (Fresh or Frozen)/6 Mo HH Used Turkey (Fresh or Frozen)/6 Mo HH Used Tirkey (Fresh or Frozen)/6 Mo HH Used Fish or Seafood (Fresh or Frozen)/6 Mo HH Used Fresh Fruit or Vegetables/6 Mo 2,1 HH Used Gresh Fruit or Vegetables/6 Mo 2,1 HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo 4, Home (Households) HH Did Home Improvement/12 Mo HH Did Home Improvement/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance 3, Personally Carry Any Med/Hosp/Accident Insur Hh Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Owns Any Pet HH Owns Cat HH Owns Orcelit Rather Than Wait: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | er of Perc | ent of |
|--|--------------|--------|
| HH Used Bread/6 Mo HH Used Chicken (Fresh or Frozen)/6 Mo HH Used Turkey (Fresh or Frozen)/6 Mo HH Used Tish or Seafood (Fresh or Frozen)/6 Mo HH Used Fresh Fruit or Vegetables/6 Mo HH Used Fresh Fruit or Vegetables/6 Mo 2,4 HH Used Fresh Fruit or Vegetables/6 Mo HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo HH Owseholds HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Alfo Med/Hosp/Accident Insur Personally Carry Any Med/Hosp/Accident Insur Renter Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Cat HH Owns Og Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy and American Is Important: 4-Agr Cmpl Buy and Sead on Quality Not Price: 4-Agr Cmpl Buy and Gredit Rather Than Wait: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | HHs Adults | s/HHs |
| HH Used Chicken (Fresh or Frozen)/6 Mo HH Used Turkey (Fresh or Frozen)/6 Mo HH Used Tirkey (Fresh or Frozen)/6 Mo HH Used Frish or Seafood (Fresh or Frozen)/6 Mo 1, HH Used Fresh Fruit or Vegetables/6 Mo 2, HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo 4, Home (Households) HH Did Home Improvement/12 Mo HH Durchased Low Ticket HH Furnishing/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance 3, Personally Carry Any Med/Hosp/Accident Insur Personally Carry Any Med/Hosp/Accident Insur HH Has 2 Vehicles Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Owns Any Pet HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Cat HH Owns Cat HH Owns Cat HH Owns On Quality Not Price: 4-Agr Cmpl Buy in Gredit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | | |
| HH Used Turkey (Fresh or Frozen)/6 Mo HH Used Frish or Seafood (Fresh or Frozen)/6 Mo HH Used Fresh Fruit or Vegetables/6 Mo 2,1 HH Used Fresh Milk/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk 2,7 Exercise at Club 2+ Times/Wk 3,0 Used Vitamins or Dietary Supplements/6 Mo 4,2 Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Personally Carry Any Med/Hosp/Accident Insur Personally Carry Any Med/Hosp/Accident Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Any Pet HH Owns Cat HH Owns Any Pet HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Any Pet HH Owns Cat HH Owns Cat HH Owns Cat HH Owns Any Pet HH Owns Cat HH Owns Any Pet HH Owns Cat HH Owns Any Pet HH Owns Cat HH Owns | ,291 | 94.7% |
| HH Used Fish or Seafood (Fresh or Frozen)/6 Mo HH Used Fresh Fruit or Vegetables/6 Mo 2,1 HH Used Fresh Fruit or Vegetables/6 Mo 2,1 HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo Households HDid Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased By Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Cat HH Owns | ,840 | 76.1% |
| HH Used Fresh Fruit or Vegetables/6 Mo HH Used Fresh Milk/6 Mo 2,4 HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk 2,7 Exercise at Club 2+ Times/Wk 2,7 Exercise at Club 2+ Times/Wk 2,8 Exercise at Club 2+ Times/Wk 3,0 Used Vitamins or Dietary Supplements/6 Mo 4,7 Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Iow Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Sourrently Carry Life Insurance Qersonally Carry Any Med/Hosp/Accident Insur Sourrently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Any Pet HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Ow | | 19.6% |
| HH Used Fresh Milk/6 Mo HH Used Organic Food/6 Mo Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo HOme (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Isig Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 1 Vehicles Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy Gare Cardia Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr | ,391 | 57.5% |
| Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo HOuseholds) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Any Med/Hosp/Accident Insur Fersonally Carry Any Med/Hosp/Accident Insur Fersonally Carry Any Med/Hosp/Accident Insur Fersonally Carry Any Med/Hosp/Accident Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | | 85.5% |
| Health (Adults) Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo HOUSE (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5,0 Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Any Pet HOwns Cat HH Owns C | | 82.9% |
| Exercise at Home 2+ Times/Wk Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered W/Auto Insurance HH Has 2 Vehicles Covered W/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Owns Any Pet HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Bought Digital Book/12 Mo | | 17.3% |
| Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo 4,: Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5,4 Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Any Pet HH Owns Cat HH As 2 Vehicles Covered w/Auto Insurance 2 | | |
| Exercise at Club 2+ Times/Wk Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo 4,: Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5,4 Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Any Pet HH Owns Cat HH As 2 Vehicles Covered w/Auto Insurance 2 | ,562 | 37.7% |
| Visited Doctor/12 Mo Used Vitamins or Dietary Supplements/6 Mo 4,: Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5,4 Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 1 Vehicles Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | 486 | 7.2% |
| Used Vitamins or Dietary Supplements/6 Mo Home (Households) HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Formally Carry Any Med/Hosp/Accident Insur Formally Carry Any Med/Hosp/Accident Insur Formally Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Cat HH Owns Any Pet HH Owns Cat | | 75.1% |
| HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5, Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Any Pet HOwns Any Pet HOwns Any Pet HOwns Any Pet HOwns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based Digital Book/12 Mo | • | 60.7% |
| HH Did Home Improvement/12 Mo HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur 5, Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Howns Any Pet HOwns Any Pet HOwns Any Pet HOwns Any Pet HOwns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based Digital Book/12 Mo | | |
| HH Used Maid/Prof Cln Svc (+ Furn/Carpet)/12 Mo HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Has 3 + Vehicles Covered w/Auto Insurance HH Owns Any Pet HOwns Any Pet HOwns Cat HH Owns Cat HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based Inglia Book/12 Mo | 726 | 30.0% |
| HH Purchased Low Ticket HH Furnishing/12 Mo HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance HH General More Personal Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based Not Digital Book/12 Mo | | 23.3% |
| HH Purchased Big Ticket HH Furnishing/12 Mo HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance 3,, Personally Carry Any Med/Hosp/Accident Insur 5,, Homeowner Carries Home/Personal Property Insurance 3, Renter Carries Home/Pers Property Insurance 4, HH Has 1 Vehicle Covered w/Auto Insurance 5, HH Has 2 Vehicles Covered w/Auto Insurance 6, HH Has 3+ Vehicles Covered w/Auto Insurance 7, HH Howns Any Pet 7, HOwns Cat 7, HOwns Cat 7, HOwns Cat 8, HH Owns Dog 9, Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 9, Buying American Is Important: 4-Agr Cmpl 9, Buy Based on Quality Not Price: 4-Agr Cmpl 9, Buy Based on Quality Not Price: 4-Agr Cmpl 9, Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9, Will Pay More for Env Safe Prods: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based on Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Buy Based 0, Price Not Brands: 4-Agr Cmpl 9, Bu | | 19.6% |
| HH Bought Small Kitchen Appliance/12 Mo HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance 3, Personally Carry Any Med/Hosp/Accident Insur 5, Homeowner Carries Home/Personal Property Insurance 3, Renter Carries Home/Pers Property Insurance 8 HH Has 1 Vehicle Covered w/Auto Insurance 9 HH Has 2 Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 Pets (Households) HH Owns Any Pet 9 HH Owns Cat 9 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 9 Buying American Is Important: 4-Agr Cmpl 9 Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based On Price Not Brands: 4-Agr Cmpl 9 Buy Based On Price Not Brands: 4-Agr Cmpl 9 Buy Based On Price Not Brands: 4-Agr Cmpl 9 Buy Based On Price Not Brands: 4-Agr Cmpl 9 Buy Based On Price Not Brands: 4-Agr Cmpl 9 Buy Bought Digital Book/12 Mo | | |
| HH Bought Large Kitchen Appliance/12 Mo Insurance (Adults/Households) Currently Carry Life Insurance 3, Personally Carry Any Med/Hosp/Accident Insur 5, Homeowner Carries Home/Personal Property Insurance 3, Renter Carries Home/Pers Property Insurance 8 HH Has 1 Vehicle Covered w/Auto Insurance 9 HH Has 2 Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Owns Any Pet 9 HH Owns Any Pet 1, HH Owns Cat 9 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 9 Buying American Is Important: 4-Agr Cmpl 9 Buy assed on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Price Not Brands: 4-Agr Cmpl 9 Buy Bought Digital Book/12 Mo | | 23.4% |
| Insurance (Adults/Households) Currently Carry Life Insurance 3, Personally Carry Any Med/Hosp/Accident Insur 5, Homeowner Carries Home/Personal Property Insurance 3, Renter Carries Home/Pers Property Insurance 8 HH Has 1 Vehicle Covered w/Auto Insurance 8 HH Has 2 Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Has 3+ Vehicles Covered w/Auto Insurance 9 HH Owns Any Pet 9 HH Owns Any Pet 1, HH Owns Cat 9 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 9 Buying American Is Important: 4-Agr Cmpl 9 Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Based In Price Not Brands: 4-Agr Cmpl 9 Buy Bought Digital Book/12 Mo | | 25.0% |
| Currently Carry Life Insurance Personally Carry Any Med/Hosp/Accident Insur Fersonally Carry Any Med/Hosp/Accident Insur Fersonally Carries Home/Personal Property Insurance Renter Carries Home/Pers Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy assed on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based In Pice Not Brands: 4-Agr Cmpl Buy Bought Digital Book/12 Mo | 337 | 13.9% |
| Personally Carry Any Med/Hosp/Accident Insur Homeowner Carries Home/Personal Property Insurance Renter Carries Home/Pers Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Buy Based In Policy Based On Price Not Brands: 4-Agr Cmpl Buy Based In Policy Based On Price Not Brands: 4-Agr Cmpl Buy Based In Policy Based On Price Not Brands: 4-Agr Cmpl Buy Based In Policy Based On Price Not Brands: 4-Agr Cmpl Buy Based In Policy Based On Price Not Brands: 4-Agr Cmpl Bought Digital Book/12 Mo | | |
| Homeowner Carries Home/Personal Property Insurance Renter Carries Home/Pers Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | ,398 | 50.0% |
| Renter Carries Home/Pers Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | ,415 | 79.7% |
| Renter Carries Home/Pers Property Insurance HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl | ,466 | 51.0% |
| HH Has 1 Vehicle Covered w/Auto Insurance HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet 1,, HH Owns Cat 6 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2,, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based Not Brands: 4-Agr Cm | | 12.1% |
| HH Has 2 Vehicles Covered w/Auto Insurance HH Has 3+ Vehicles Covered w/Auto Insurance Pets (Households) HH Owns Any Pet 1,,, HH Owns Cat 6 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1,, Buying American Is Important: 4-Agr Cmpl 2,, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based Igital Book/12 Mo | 874 | 36.1% |
| Pets (Households) HH Owns Any Pet 1,, HH Owns Cat 6 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2,, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based Igital Book/12 Mo | | 26.0% |
| HH Owns Any Pet 1,7 HH Owns Cat 6 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1,7 Buying American Is Important: 4-Agr Cmpl 2,7 Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based 0 Buy Ba | | 22.7% |
| HH Owns Any Pet 1,7 HH Owns Cat 6 HH Owns Dog 9 Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1,7 Buying American Is Important: 4-Agr Cmpl 2,7 Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based 0 Buy Ba | | |
| HH Owns Cat HH Owns Dog Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Reading (Adults) Bought Digital Book/12 Mo | 217 | E0 20/ |
| Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Reading (Adults) Bought Digital Book/12 Mo | • | 50.3% |
| Psychographics (Adults) Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Reading (Adults) Bought Digital Book/12 Mo | | 25.5% |
| Represents adults who "completely agree" with the statement: Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Based 9 Buy B | 996 | 41.2% |
| Am Interested in How to Help Env: 4-Agr Cmpl 1, Buying American Is Important: 4-Agr Cmpl 2, Buy Based on Quality Not Price: 4-Agr Cmpl 9 Buy on Credit Rather Than Wait: 4-Agr Cmpl 9 Only Use Coupons Brands Usually Buy: 4-Agr Cmpl 9 Will Pay More for Env Safe Prods: 4-Agr Cmpl 9 Buy Based on Price Not Brands: 4-Agr Cmpl 9 Buy Bas | | |
| Buying American Is Important: 4-Agr Cmpl Buy Based on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl 2,0 Reading (Adults) Bought Digital Book/12 Mo | 002 | 15.00/ |
| Buy Based on Quality Not Price: 4-Agr Cmpl Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl 2,0 Reading (Adults) Bought Digital Book/12 Mo | , | 15.9% |
| Buy on Credit Rather Than Wait: 4-Agr Cmpl Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl 2,6 Reading (Adults) Bought Digital Book/12 Mo | • | 34.9% |
| Only Use Coupons Brands Usually Buy: 4-Agr Cmpl Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl 2,0 Reading (Adults) Bought Digital Book/12 Mo | | 13.6% |
| Will Pay More for Env Safe Prods: 4-Agr Cmpl Buy Based on Price Not Brands: 4-Agr Cmpl Reading (Adults) Bought Digital Book/12 Mo | 882 | 13.0% |
| Buy Based on Price Not Brands: 4-Agr Cmpl 2,0 Reading (Adults) Bought Digital Book/12 Mo | 677 | 10.0% |
| Reading (Adults) Bought Digital Book/12 Mo | 658 | 9.7% |
| Bought Digital Book/12 Mo | | 29.9% |
| Bought Digital Book/12 Mo | | |
| 3 3 , | 940 | 13.8% |
| Dought hardcover book/12 Mo | | 22.0% |
| | , | |
| | · | 29.1% |
| , , , , , | | 11.8% |
| | ,573 ,645 | 52.6% |

Data Note: An MPI (Market Potential Index) measures the relative likelihood of the adults or households in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

Source: These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by MRI-Simmons in a nationally representative survey of U.S. households. Esri forecasts for 2024 and 2029.

©2024 Esri Page 3 of 4



San Carlos Prepared by Esri

| | Expected Number of | Percent of | |
|--|--------------------|------------|---|
| Product/Consumer Behavior | Adults or HHs | Adults/HHs | M |
| Restaurants (Adults) | | | |
| Went to Family Restrnt/SteakHse/6 Mo | 4,778 | 70.3% | |
| Went to Family Restrnt/SteakHse 4+ Times/30 Days | 1,697 | 25.0% | 1 |
| Went to Fast Food/Drive-In Restaurant/6 Mo | 6,191 | 91.1% | 1 |
| Went to Fast Food/Drive-In Rest 9+ Times/30 Days | 3,017 | 44.4% | 1 |
| Ordered Eat-In Fast Food/6 Mo | 1,897 | 27.9% | |
| Ordered Home Delivery Fast Food/6 Mo | 871 | 12.8% | |
| Take-Out/Drive-Thru/Curbside Fast Food/6 Mo | 3,720 | 54.8% | 1 |
| Ordered Take-Out/Walk-In Fast Food/6 Mo | 1,206 | 17.8% | |
| Television & Electronics (Adults/Households) | | | |
| Own Tablet | 3,530 | 52.0% | |
| Own E-Reader | 727 | 10.7% | |
| Own E-Reader/Tablet: Apple iPad | 1,675 | 24.7% | |
| HH Owns Internet Connectable TV | 840 | 34.7% | |
| Own Portable MP3 Player | 514 | 7.6% | |
| HH Owns 1 TV | 367 | 15.2% | |
| HH Owns 2 TVs | 615 | 25.4% | |
| HH Owns 3 TVs | 601 | 24.8% | 1 |
| HH Owns 4+ TVs | 558 | 23.1% | 1 |
| HH Subscribes to Cable TV | 565 | 23.4% | |
| HH Subscribes to Fiber Optic TV | 48 | 2.0% | |
| HH Owns Portable GPS Device | 410 | 16.9% | |
| HH Purchased Video Game System/12 Mo | 142 | 5.9% | |
| HH Owns Internet Video Device for TV | 1,134 | 46.9% | |
| Travel (Adults) | | | |
| Took Domestic Trip in Continental U.S./12 Mo | 3,079 | 45.3% | |
| Took 3+ Domestic Non-Business Trips/12 Mo | 829 | 12.2% | |
| Spent \$1-999 on Domestic Vacations/12 Mo | 737 | 10.8% | |
| Spent \$1K-1499 on Domestic Vacations/12 Mo | 341 | 5.0% | |
| Spent \$1500-1999 on Domestic Vacations/12 Mo | 146 | 2.1% | |
| Spent \$2K-2999 on Domestic Vacations/12 Mo | 263 | 3.9% | |
| Spent \$3K+ on Domestic Vacations/12 Mo | 295 | 4.3% | |
| Used Intrnt Travel Site for Domestic Trip/12 Mo | 275 | 4.0% | |
| Took Foreign Trip (Incl Alaska & Hawaii)/3 Yrs | 1,170 | 17.2% | |
| Took 3+ Foreign Trips by Plane/3 Yrs | 117 | 1.7% | |
| Spent \$1-999 on Foreign Vacations/12 Mo | 208 | 3.1% | |
| Spent \$1K-2999 on Foreign Vacations/12 Mo | 143 | 2.1% | |
| Spent \$3K+ on Foreign Vacations/12 Mo | 182 | 2.7% | |
| Used General Travel Site: Foreign Trip/3 Yrs | 187 | 2.8% | |
| Spent Night at Hotel or Motel/12 Mo | 2,817 | 41.5% | |
| Took Cruise of More Than One Day/3 Yrs | 412 | 6.1% | |
| Member of Frequent Flyer Program | 855 | 12.6% | |
| Trember of frequencity of frogram | | | |

Data Note: An MPI (Market Potential Index) measures the relative likelihood of the adults or households in the specified trade area to exhibit certain consumer behavior or purchasing patterns compared to the U.S. An MPI of 100 represents the U.S. average.

Source: These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by MRI-Simmons in a nationally representative survey of U.S. households. Esri forecasts for 2024 and 2029.

©2024 Esri Page 4 of 4