

CLARITAS PRIZM PREMIER SEGMENT NARRATIVES 2020

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INTRODUCTION TO CLARITAS PRIZM PREMIER

Claritas has remained at the forefront of segmentation development due to our willingness to adapt our data modeling techniques to keep pace with the geodemographic data available through the U.S. Census Bureau and other sources. Improvements created by Claritas in statistical techniques, combined with new data sources and changes instituted by the Census starting in the year 2010, offered Claritas the rare opportunity to build a unique solution for consumer segmentation. The result is the Claritas PRIZM Premier system, which delivers a more complete picture of household consumption in today's complex marketplace.

This document includes a high-level overview of the techniques used to create the PRIZM® Premier segmentation system. More detailed information about model development, segment assignments, and Urbanicity can be found in the *Claritas PRIZM Premier Methodology Document*.

Overview

With PRIZM Premier, Claritas continues to provide a seamless transition between household-level segmentation and traditional geodemographics by delivering the same segments at all levels. Having the ability to downshift from geodemographic to household-level data makes it possible for marketers to move effortlessly from market planning and media strategy to customer acquisition, cross-selling, and retention while using the same language to describe their consumers.

PRIZM Premier classifies every U.S. household into one of 68 consumer segments based on the household's purchasing preferences. PRIZM Premier offers a complete set of ancillary databases and links to third-party data, allowing marketers to use data outside of their own customer files to pinpoint products and services that their best customers are most likely to use, as well as locate their best customers on the ground. PRIZM Premier enables marketers to create a complete portrait of their customers to better understand, find and engage with their best clients and prospects.

The external links of PRIZM Premier allow for company-wide integration of a single customer concept. Beyond coding customer records for consumer targeting applications, Claritas provides estimates of markets and trade areas for location analytics and profile databases for behaviors ranging from leisure time preferences to shopping to eating to favorite magazines and TV shows, all of which can help craft ad messaging and media strategy. Components of the PRIZM Premier system can be grouped by the stage of customer analysis, as shown in the following table:

CUSTOMER ANALYSIS STAGE	PRIZM PREMIER COMPONENT USED
Coding customer records	Household-level coding Geodemographic coding and/or fill in
Comparing coded customer records to trade area(s)	Current-year segment distributions Five-year segment distributions PRIZM Premier Z6 (Delivery Point Code) segment distributions
Determining segment characteristics for demographics, lifestyle, media, and other behaviors	Household Demographic Profiles Neighborhood Demographic Profiles Claritas Technology Behavior Track Profiles Claritas Energy Behavior Track Profiles Claritas Financial Product Profiles

CUSTOMER ANALYSIS STAGE	PRIZM PREMIER COMPONENT USED
	Claritas Insurance Product Profiles Claritas Income Producing Assets/Net Worth Profiles Claritas TV Behavior Profiles Claritas Online Behavior Profiles Additional profiles as created by Claritas PRIZM Premier Links Network Custom surveys or databases

Model Development

PRIZM Premier was developed using Claritas’ proprietary methodology that allows marketers to seamlessly shift from ZIP Code level to block group level to ZIP+4 level, all the way down to the individual household level—all with the same set of 68 segments. This single set of segments affords marketers the benefits of household-level precision in applications such as direct mail, while at the same time maintaining the broad market linkages, usability, and cost-effectiveness of geodemographics for applications such as market sizing and location analysis.

Statistical Techniques

In 1980 and 1990, Claritas statisticians rebuilt PRIZM by essentially repeating the same steps they performed when Claritas pioneered geodemographic segmentation in 1976. They aggressively analyzed the data, isolated key factors, and developed a new clustering system. The development of each new system provided an opportunity to evaluate and implement improvements as they became available, but the underlying segmentation technique was clustering.

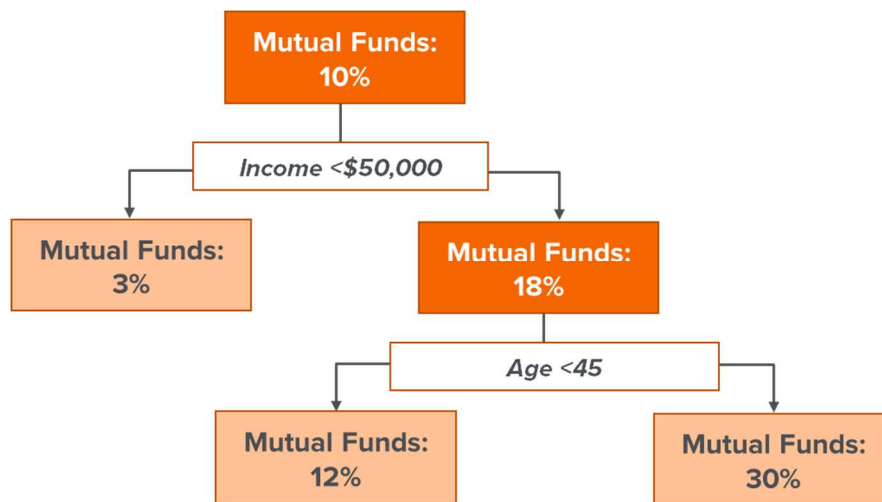
Since the 1970s, the most popular of the clustering techniques has been K-means clustering. The final number of clusters desired is specified to the algorithm (this is the origin of the “K” in K-means) and the algorithm then partitions the observations into K-number of clusters as determined by their location in n-dimensional space, as dictated by demographic factors. Membership in a cluster is determined by the proximity to the group center, or mean, in space (hence the origin of the “mean” in K-means).

For any type of clustering process to work well, the statistician must correctly identify the important dimensions before implementing the clustering process. For marketing purposes, obvious drivers are age and income. However, appropriate levels for each of these critically important dimensions still need to be chosen. For example, does the dimension of income create better differentiation at \$35,000 or \$50,000? How does choosing between these two values of the same dimension change the clustering outcome? These choices are important, because when the clustering iterations end and yield an answer, marketers are left with clusters of households that have been organized by their proximity to each other by the demographic metrics that were chosen. This answer may or may not be meaningful to the original task of creating groups that differ in their behaviors—in large part because behavior measures were not incorporated into the clustering technique itself.

With PRIZM, Claritas broke with traditional clustering algorithms to embrace a new technology that yields better segmentation results. PRIZM Premier was created using this same proprietary method called Multivariate Divisive Partitioning (MDP). MDP borrows and extends a tree partitioning method that creates the segments based on demographics that matter most to households’ behaviors.

The most common tree partitioning technique, Classification and Regression Trees (CART), involves a more modeling-oriented process than clustering. Described simply, statisticians begin with a single behavior they wish to predict and start with all participating households in a single segment. Predictor variables, such as income, age, or presence of children, are analyzed to find the variable—and the appropriate value of that variable—that divides the single segment into two that have the greatest difference for that behavior. Additional splitting takes place until all effective splits have been made or the size of the segment created falls below a target threshold.

In the example that follows, the CART process starts with all of the survey respondents in one segment for the behavior of interest—in this case, owning mutual funds. Of this particular respondent pool, 10 percent report owning mutual funds. Next, the CART routine searches for the demographic variable—and the value of that demographic variable—that creates the two segments that are most different on the behavior of interest. Our example shows that dividing the first group by an income of \$50,000 yields two segments—one with mutual fund use of 3 percent and the second with mutual fund use of 18 percent. We can divide the second segment again, with the result that a split based on an age of 45 yields two more segments—one with mutual fund use of 12 percent and the other with mutual fund use of 30 percent.



If the process stops here, we have a segmentation system with three segments—one with 3% of its members owning mutual funds, a second with 12% of its members owning mutual funds, and the third with 30% of members owning mutual funds. However, this resulting segmentation system does not provide useful information about any other behaviors—it’s optimized only for owning mutual funds. This is one of the limitations of the CART technique: it generates an optimal model for only a single behavior. Because PRIZM Premier is a multi-purpose segmentation system, optimization across a broader range of behaviors is necessary. Claritas made several modifications to the CART process, resulting in the MDP technique, for which a patent is pending. These modifications extended the basic CART process to simultaneously optimize across hundreds of distinct behaviors at once. This advancement allowed Claritas to take full advantage of the thousands of behaviors and hundreds of demographic predictor variables available at different geographic levels, including the household level. The MDP process was

run hundreds of times, with varying sets of behaviors, predictor variables, and a number of other parameters, to ensure that the resulting segments represent behaviorally important groupings.

Data Sources

In addition to a unique statistical technique, Claritas employed an unprecedented number of data sources and data levels in the development of PRIZM Premier. Geodemographic data, the mainstay of previous segmentation systems, included Census demographics and ZIP+4-level demographics summarized from compiled lists.

As with the prior version of PRIZM, Claritas once again used household-level demographics in the development process of PRIZM Premier. To each of the over 900,000 customer records in the development database already coded with Census demographics, summarized ZIP+4 demographics, and custom Claritas measures, Claritas appended a compiled list of household demographics from the Epsilon™ Targeting TotalSource Plus™ file. The resulting database was used to design and evaluate systems built with four different sources of data: self-reported household, compiled list-based household, ZIP+4, and block group.

New Assignment Data for Claritas PRIZM Premier

In addition to the geodemographic and behavioral data that was used in the development of previous versions of PRIZM, two new inputs were added to the PRIZM Premier model: a measure of a household's liquid assets and a technology score which measures a household's use of technology in their daily activities. These two measures play a key role in determining the PRIZM Premier segment assignment for a household or geography.

The first is Claritas Income Producing Assets Indicators, a proprietary Claritas model that estimates the liquid assets of a household based on responses to the Claritas Financial Track survey of financial behaviors. Financial Track is the largest financial survey in the industry, collecting actual dollar measures from each survey respondent. From the survey base, information for nearly 250,000 households (rolling three years of quarterly surveys) is anonymized, summarized, and used to construct balance information for a variety of financial products and services that are core to Income-Producing Assets (IPA). No individual respondent survey data is released as part of the PRIZM Premier model.

Strongly correlated to age and income, IPA measures liquid wealth such as cash, checking accounts, savings products such as savings accounts, money market accounts and CDs, investment products such as stock and mutual funds, retirement accounts, and other asset classes that are relatively easy to redeem and move—and for which marketers can readily compete. Note that the asset classifications used in developing PRIZM Premier differ slightly from those offered in the stand-alone Claritas Income Producing Assets Indicators product. PRIZM Premier segments are classified in one of seven IPA categories: **Millionaires IPA, Elite IPA, High IPA, Above Average IPA, Moderate IPA, Below Average IPA, and Low IPA.**

The second feature introduced with PRIZM Premier is a measure of technology use that identifies the extent to which a household has embraced technology in their everyday lives. A technology model was developed utilizing more than 100 technology related behaviors from several Claritas and third-party surveys. These behaviors included use of specific devices, as well as specific activities engaged in by the household across various devices and channels. The technology use of each segment within the

new PRIZM Premier system is described in terms of how the households within the segment scored relative to the average technology score. PRIZM Premier segments are classified in one of five Tech Use categories: **Highest Tech, Above Average Tech, Average Tech, Below Average Tech, or Lowest Tech** to define their use of technology.

PRIZM Premier incorporates these IPA indicators and tech scores, along with household characteristics, such as income, age, and family composition, and neighborhood characteristics, such as housing stock and home ownership, to create 68 segments. These segments are numbered according to socioeconomic rank (which takes into account characteristics such as income, education, occupation and home value) and are grouped into 11 Lifestage groups and 14 social groups. Social groups are based on urbanicity and socioeconomic rank. Lifestage groups are based on age, socioeconomic rank, and the presence of children at home.

CLARITAS PRIZM PREMIER LIFESTAGE GROUPS

Claritas PRIZM Premier Lifestage classifications provide a different way to look at groups of PRIZM Premier segments. While PRIZM Premier Social Groups are based on both affluence and Claritas Urbanization, PRIZM Premier Lifestage Groups account for affluence and a combination of householder age and household composition.

Within three Lifestage classes—Younger Years, Family Life, and Mature Years—the 68 segments are further grouped into 11 Lifestage Groups. Each Lifestage Group's combination of the three variables—affluence, householder age, and presence of children at home—help paint a more vivid picture of the likely lifestyle of the segments in that group. For example, the three Lifestage Groups that comprise the class Younger Years share the characteristic that the majority of households are young and childless.

What differentiates Y1: Midlife Success, from Y2: Young Achievers, is the age at which residents have achieved this level of affluence. Similarly, the four groups of segments that make up Family Life have children in common, while segments categorized as Mature Years are mostly empty nesters. The most affluent family segments fall into F1: Accumulated Wealth, which includes Networked Neighbors, Country Squires, and Winner's Circle.

The Matrix on the following page can be found on the PRIZM Premier Posters. It organizes the segments by their predominant Social Group on horizontal axis Income from Higher to Lower on the vertical axis.

YOUNGER YEARS

FAMILY LIFE

MATURE YEARS

↑ HIGH
\$
↓ LOW

Y1 MIDLIFE SUCCESS

- 04 Young Digerati
- 13 Upward Bound
- 21 The Cosmopolitans
- 25 Up-and-Comers
- 31 Connected Bohemians
- 34 Young & Influential
- 35 Urban Achievers

F1 ACCUMULATED WEALTH

- 02 Networked Neighbors
- 05 Country Squires
- 06 Winner's Circle
- 10 Executive Suites
- 11 Fast-Track Families
- 14 Kids & Cul-de-Sacs
- 15 New Homesteaders
- 16 Beltway Boomers

M1 AFFLUENT EMPTY NESTS

- 01 Upper Crust
- 03 Movers & Shakers
- 07 Money & Brains
- 08 Gray Power
- 09 Big Fish, Small Pond
- 12 Cruisin' to Retirement

Y2 YOUNG ACHIEVERS

- 40 Aspiring A-Listers
- 47 Striving Selfies
- 48 Generation Web
- 50 Metro Grads
- 54 Struggling Singles

F2 YOUNG ACCUMULATORS

- 23 Township Travelers
- 26 Home Sweet Home
- 27 Big Sky Families
- 29 White Picket Fences
- 30 Pools & Patios

M2 CONSERVATIVE CLASSICS

- 17 Urban Elders
- 18 Mayberry-ville
- 19 American Dreams
- 20 Empty Nests
- 22 Middleburg Managers
- 24 Pickup Patriarchs
- 28 Country Casuals

Y3 STRIVING SINGLES

- 55 Red, White & Blue
- 59 New Melting Pot
- 60 Small-Town Collegiates
- 63 Low-Rise Living
- 64 Family Thrifts
- 65 Young & Rustic
- 66 New Beginnings

F3 MAINSTREAM FAMILIES

- 33 Second City Startups
- 37 Bright Lights, Li'l City
- 39 Kid Country, USA
- 44 Country Strong
- 51 Campers & Camo

M3 CAUTIOUS COUPLES

- 32 Traditional Times
- 36 Toolbelt Traditionalists
- 38 Hometown Retired
- 41 Domestic Duos
- 43 City Roots
- 46 Heartlanders
- 49 American Classics
- 52 Simple Pleasures
- 53 Lo-Tech Singles

F4 SUSTAINING FAMILIES

- 42 Multi-Culti Mosaic
- 45 Urban Modern Mix
- 56 Multi-Culti Families
- 61 Second City Generations
- 68 Bedrock America

M4 SUSTAINING SENIORS

- 57 Back Country Folks
- 58 Golden Ponds
- 62 Crossroad Villagers
- 67 Park Bench Seniors

PREDOMINANTLY UNDER AGE 45, SINGLES AND COUPLES MOSTLY WITHOUT CHILDREN

PREDOMINANTLY MIDDLE-AGED FAMILIES WITH CHILDREN IN THE HOUSEHOLD

PREDOMINANTLY AGE 55 AND ABOVE, EMPTY-NEST COUPLES AND MATURE SINGLES

YOUNGER YEARS (Y)

Segments in Younger Years (Y) consist of mostly singles and couples who are typically under 45 years old and generally have no children in the household. Residents may feel they are too young to have children and/or are approaching middle age and choose not to have them. At the household level, around age 45 is the cutoff for most segments. Among these younger segments, only those explicit in their definition for lack of children or with low indices for presence of children tend to be included in Younger Years.

Y1: Midlife Success



The seven segments in Midlife Success typically are filled with childless singles and couples in their thirties and forties. The wealthiest of the Younger Years class, this group is home to many college-educated residents who make six-figure incomes at executive and professional jobs but also extends to more middle-class segments. Most of these segments are found in urban and suburban communities, and consumers here are big fans of the latest technology, financial products, aerobic exercise, and travel.

- 04 [Young Digerati](#)
- 13 [Upward Bound](#)
- 21 [The Cosmopolitans](#)
- 25 [Up-and-Comers](#)
- 31 [Connected Bohemians](#)
- 34 [Young & Influential](#)
- 35 [Urban Achievers](#)

Y2: Young Achievers



Young Achievers is a Lifestage group made up of a lower midscale segments found in urban and metro neighborhoods. A blend of family types, Young Achievers are also a mix of homeowners and renters. They are above average in their use of technology, often researching their upcoming purchases online.

- 40 [Aspiring A-Listers](#)
- 47 [Striving Selfies](#)
- 48 [Generation Web](#)
- 50 [Metro Grads](#)
- 54 [Struggling Singles](#)

Y3: Striving Singles



The seven segments in Striving Singles make up the most downscale of the Younger Years class. Found in both cities and rural settings, these households typically have low incomes, often under \$30,000 a year, from service jobs or part-time work they take on while going to college. As consumers, the residents in these segments score high for outdoor sports, movies and music, fast food, and inexpensive cars.

- 55 [Red, White & Blue](#)
- 59 [New Melting Pot](#)
- 60 [Small-Town Collegiates](#)
- 63 [Low-Rise Living](#)
- 64 [Family Thrifts](#)
- 65 [Young & Rustic](#)
- 66 [New Beginnings](#)

FAMILY LIFE (F)

Family Life (F) is composed of segments that are middle-aged and either defined by presence of children in the household or have high indices for households with children under age 18. They may be married couples or single parents. At the household level, presence of children is the primary driver for many segments in this class. While this class also includes segments where the presence of children is not explicit at the household level, in general they do show high indices for that characteristic.

F1: Accumulated Wealth



The eight segments in Accumulated Wealth contain the wealthiest families, mostly college-educated, white-collar Baby Boomers living in sprawling homes beyond the nation's beltways. These large family segments are filled with upscale professionals who have the disposable cash and sophisticated tastes to indulge their children with electronic toys, computer games, and top-of-the-line sporting equipment. The adults in these households are also a prime audience for print media, expensive cars and frequent vacations, often to theme parks as well as European destinations.

- 02 [Networked Neighbors](#)
- 05 [Country Squires](#)
- 06 [Winner's Circle](#)
- 10 [Executive Suites](#)
- 11 [Fast-Track Families](#)
- 14 [Kids & Cul-de-Sacs](#)
- 15 [New Homesteaders](#)
- 16 [Beltway Boomers](#)

F2: Young Accumulators



Compared to the Accumulated Wealth group, the five segments in Young Accumulators are slightly younger and less affluent than their upscale peers. Adults typically have college educations and work a mix of white-collar managerial and professional jobs. Found mostly in suburban and exurban areas, the large families in Young Accumulators have fashioned comfortable, upscale lifestyles in their mid-sized homes. They favor outdoor sports, kid-friendly technology and adult toys like campers, powerboats, and motorcycles. Their media tastes lean towards cable networks targeted to children and teenagers.

- 23 [Township Travelers](#)
- 26 [Home Sweet Home](#)
- 27 [Big Sky Families](#)

29 [White Picket Fences](#)

30 [Pools & Patios](#)

F3: Mainstream Families



Mainstream Families refers to a collection of five segments of middle class and working-class families. Residents in this exurban group share similar consumption patterns, living in modestly priced homes and ranking high for outdoor activities. Mainstream Families maintain lifestyles befitting large families in the nation's small towns: lots of sports, electronic toys, groceries in bulk, and televised media.

33 [Second City Startups](#)

37 [Bright Lights, Li'l City](#)

39 [Kid Country, USA](#)

44 [Country Strong](#)

51 [Campers & Camo](#)

F4: Sustaining Families



Sustaining Families is the least affluent of the Family Life groups, an assortment of segments that range from working-class to decidedly downscale. These segments are primarily found in urban neighborhoods. Most adults hold blue-collar and service jobs, earning wages that relegate their families to small, older apartments or houses. And their lifestyles are similarly modest: households here are into playing games and sports, shopping at discount chains and convenience stores, and tuning into nearly everything that airs on TV and radio.

42 [Multi-Culti Mosaic](#)

45 [Urban Modern Mix](#)

56 [Multi-Culti Families](#)

61 [Second City Generations](#)

68 [Bedrock America](#)

MATURE YEARS (M)

Mature Years (M) includes segments whose residents are primarily empty-nesters or those with children in their late teens, away at college or rebounding back to mom and dad's home. At the household level, the primary driver is age, not necessarily the absence of children. Segments that are uniquely child-centered tend to be younger and are grouped under Family Years while those under age 45 and without children are grouped in Younger Years, leaving the last group of segments for the Mature Years.

M1: Affluent Empty Nests



Americans in the Mature Years tend to be over 45 years old and living in houses that have empty-nesters. The six wealthiest segments in this group are classified Affluent Empty Nests, and they feature upscale couples who are college educated and hold executive and professional positions. While their neighborhoods are found across a variety of landscapes, they are most common in suburban neighborhoods with large, older homes. With their children out of the house, these consumers have plenty of disposable cash to finance active lifestyles rich in travel, cultural events, exercise equipment, and business media. These folks are also community activists who write politicians, volunteer for environmental groups, and vote regularly in elections.

- 01 [Upper Crust](#)
- 03 [Movers & Shakers](#)
- 07 [Money & Brains](#)
- 08 [Gray Power](#)
- 09 [Big Fish, Small Pond](#)
- 12 [Cruisin' to Retirement](#)

M2: Conservative Classics



College educated, over 55 years old and upper-middle class, the seven segments in Conservative Classics offer a portrait of quiet comfort. These childless singles and couples live in older suburban homes. For leisure at home, they enjoy gardening, reading books, watching public television, and entertaining neighbors over barbecues. When they go out, it's often to a local museum, the theater, or a casual-dining restaurant.

- 17 [Urban Elders](#)
- 18 [Mayberry-ville](#)
- 19 [American Dreams](#)
- 20 [Empty Nests](#)
- 22 [Middleburg Managers](#)
- 24 [Pickup Patriarchs](#)
- 28 [Country Casuals](#)

M3: Cautious Couples



Another large group of Mature Years segments is Cautious Couples, featuring an over-55-year-old mix of singles, couples, and widows. Widely scattered throughout the nation, the residents in these seven segments typically are working-class, with some college education and a high rate of homeownership. Given their blue-collar roots, Cautious Couples today pursue sedate lifestyles. They have high rates for reading, travel, eating out at family restaurants, and pursuing home-based hobbies like coin collecting and gardening.

- 32 [Traditional Times](#)
- 36 [Toolbelt Traditionalists](#)
- 38 [Hometown Retired](#)
- 41 [Domestic Duos](#)
- 43 [City Roots](#)
- 46 [Heartlanders](#)
- 49 [American Classics](#)
- 52 [Simple Pleasures](#)
- 53 [Lo-Tech Singles](#)

M4: Sustaining Seniors



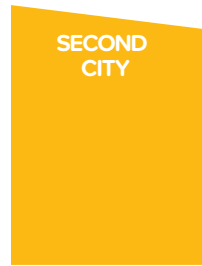
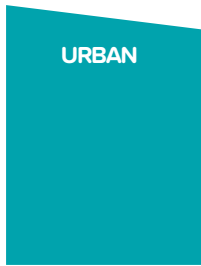
Sustaining Seniors consists of four segments filled with older, economically challenged Americans. Primarily found in small towns and rural areas, they all score high for having residents who are over 65 years old and who have household incomes under \$40,000. Many are single or widowed, have modest educational achievement, and live in older apartments or small homes. On their fixed incomes, they lead low-key, home-centered lifestyles. They're big on watching TV, gardening, sewing, and woodworking. Their social life often revolves around activities at veterans' clubs and fraternal organizations.

- 57 [Back Country Folks](#)
- 58 [Golden Ponds](#)
- 62 [Crossroad Villagers](#)
- 67 [Park Bench Seniors](#)

CLARITAS PRIZM PREMIER SOCIAL GROUPS

The 14 social groups of Claritas PRIZM Premier are based on Urbanicity class and affluence, two important variables used in the production of PRIZM® Premier. First, segments are placed in one of four urbanicity class categories. Within each of these categories, all the segments are then sorted into groups based on affluence, another powerful demographic predictor of consumer behavior. All of the 68 segments are grouped into one of these 14 social groups. At the top of both the affluence and density scales is Social Group **U1: Urban Uptown**, in which residents live in urban areas and are very affluent. At the opposite extreme is Social Group **T4: Rustic Living**, in which residents live in rural areas with a more downscale lifestyle.

The Matrix on the following page can be found on the PRIZM Premier Posters. It organizes the segments by their predominant Social Group on horizontal axis Income from Higher to Lower on the vertical axis.



HIGH ↑ ↓ LOW	U1 URBAN UPTOWN 04 Young Digerati 07 Money & Brains 19 American Dreams 21 The Cosmopolitans	S1 ELITE SUBURBS 01 Upper Crust 02 Networked Neighbors 03 Movers & Shakers	C1 SECOND CITY SOCIETY 22 Middleburg Managers 33 Second City Startups 37 Bright Lights, Li'l City	T1 LANDED GENTRY 05 Country Squires 09 Big Fish, Small Pond 11 Fast-Track Families 15 New Homesteaders	
	U2 MIDTOWN MIX 17 Urban Elders 31 Connected Bohemians 35 Urban Achievers 40 Aspiring A-Listers	S2 THE AFFLUENTIALS 06 Winner's Circle 08 Gray Power 10 Executive Suites 12 Cruisin' to Retirement 13 Upward Bound 14 Kids & Cul-de-Sacs 16 Beltway Boomers	C2 CITY CENTERS 47 Striving Selfies 48 Generation Web 49 American Classics 53 Lo-Tech Singles 54 Struggling Singles	T2 COUNTRY COMFORT 18 Mayberry-ville 23 Township Travelers 24 Pickup Patriarchs 27 Big Sky Families 28 Country Casuals 29 White Picket Fences	
	U3 URBAN CORES 42 Multi-Culti Mosaic 43 City Roots 45 Urban Modern Mix 56 Multi-Culti Families 63 Low-Rise Living	S3 MIDDLEBURBS 20 Empty Nests 25 Up-and-Comers 26 Home Sweet Home 30 Pools & Patios	C3 MICRO-CITY MIX 59 New Melting Pot 61 Second City Generations 64 Family Thrifts 66 New Beginnings 67 Park Bench Seniors	T3 MIDDLE AMERICA 32 Traditional Times 38 Hometown Retired 39 Kid Country, USA 44 Country Strong 46 Heartlanders 51 Campers & Camo 52 Simple Pleasures	
		S4 INNER SUBURBS 34 Young & Influential 36 Toolbelt Traditionalists 41 Domestic Duos 50 Metro Grads		T4 RUSTIC LIVING 55 Red, White & Blue 57 Back Country Folks 58 Golden Ponds 60 Small-Town Collegiates 62 Crossroad Villagers 65 Young & Rustic 68 Bedrock America	
		HIGH DENSITY POPULATION CENTERS IN MAJOR METROPOLITAN AREAS	MODERATELY DENSE NEIGHBORHOODS BY THE URBAN OR SECOND CITY CORE	MODERATELY DENSE POPULATION CENTERS OF SMALLER CITIES AND LARGER TOWNS	SMALL TOWN AND RURAL AREAS, AS WELL AS LOW DENSITY SUBURBS ON THE EXURBAN FRINGE

URBAN (U)

Urban (U) Social Groups have population density centiles mostly between 85 and 99. They include both the downtown areas of major cities and surrounding neighborhoods. Households in this classification live within the classic high-density neighborhoods found in the heart of America's largest cities. While almost always anchored by the downtown central business district, these areas often extend beyond the city limits and into surrounding jurisdictions to encompass most of America's earliest suburban expansions.

U1: Urban Uptown



The four segments in Urban Uptown are home to the nation's wealthiest urban consumers. Members of this social group tend to be upscale to wealthy, mostly without kids. Although this group is diverse in terms of housing styles, residents share an upscale urban perspective that's reflected in their shopping behaviors and activities. Urban Uptown consumers tend to frequent the arts, shop at exclusive retailers, drive luxury imports, travel abroad, and spend heavily on computer and wireless technology.

- 04 [Young Digerati](#)
- 07 [Money & Brains](#)
- 19 [American Dreams](#)
- 21 [The Cosmopolitans](#)

U2: Midtown Mix



Diversity is the hallmark of Midtown Mix, a group of mostly younger, midscale urban renters. It's the most tech savvy of the urban social groups and consists of a mix of singles and couples. In Midtown Mix, the households are dominated by consumers who pursue active social lives - frequenting bars, health clubs, and restaurants at high rates, listening to progressive music, driving small imports, and acquiring the latest consumer electronics.

- 17 [Urban Elders](#)
- 31 [Connected Bohemians](#)
- 35 [Urban Achievers](#)
- 40 [Aspiring A-Listers](#)

U3: Urban Cores



The segments of Urban Cores are characterized by relatively modest incomes, education, and rental apartments; however, affordable housing is part of the allure for the group's young singles and aging retirees. Urban Cores is one of the least affluent social groups, and surveys indicate a fondness for both ethnic and mainstream media and products.

- 42 [Multi-Culti Mosaic](#)
- 43 [City Roots](#)
- 45 [Urban Modern Mix](#)
- 56 [Multi-Culti Families](#)
- 63 [Low-Rise Living](#)

SUBURBAN (S)

Suburban (S) areas have population density centiles between 40 and 90 and are clearly dependent on urban areas or second cities. Unlike Second Cities, they are not the population center of their surrounding community, but rather a continuation of the density decline as you move out from the city center. While some Suburbs may be employment centers, their lifestyles and commuting patterns will be more tied to Urban or Second City cores.

S1: Elite Suburbs



The most affluent suburban social group, Elite Suburbs is a world of six-figure incomes, post-graduate degrees, single-family homes, and managerial and professional occupations. Befitting their lofty salaries, S1 members are big consumers of large homes, expensive clothes, luxury cars, and foreign travel. Despite representing a small portion of the U.S. population, they hold a large share of the nation's personal net worth.

- 01 [Upper Crust](#)
- 02 [Networked Neighbors](#)
- 03 [Movers & Shakers](#)

S2: The Affluentials



The seven segments in The Affluentials are one socioeconomic rung down from the Elite Suburbs, with a significant drop in median income; but their residents still enjoy comfortable, suburban lifestyles. The median income and IPA in S2 are well above the U.S. median values, and the members of this social group are a mix of families, couples and singles who tend to have college degrees and white-collar jobs. As consumers, The Affluentials are big fans of health foods, computer equipment, consumer electronics, and the full range of big-box retailers.

- 06 [Winner's Circle](#)
- 08 [Gray Power](#)
- 10 [Executive Suites](#)
- 12 [Cruisin' to Retirement](#)
- 13 [Upward Bound](#)
- 14 [Kids & Cul-de-Sacs](#)
- 16 [Beltway Boomers](#)

S3: Middleburbs



The four segments that comprise Middleburbs share a middle class, suburban perspective, but the similarity ends there. The group includes a mix of ages and interests. Mostly homeowners, the presence of children varies across the segments. The members of Middleburbs tend to have plenty of discretionary income to visit nightclubs and casual-dining restaurants, shop at midscale department stores, and travel often.

- 20 [Empty Nests](#)
- 25 [Up-and-Comers](#)
- 26 [Home Sweet Home](#)
- 30 [Pools & Patios](#)

S4: Inner Suburbs



The four segments in the Inner Suburbs social group are concentrated in the inner-ring suburbs of major metro areas where residents tend to be high school educated, unmarried, and downscale. There's diversity in this group, with segments divided evenly between homeowners and renters, and filled with households that are either young or aging in place. The behaviors of the S4

segments vary as well, from younger, more tech savvy segments to more mature segments that are slower to adopt new technology.

34 [Young & Influential](#)

36 [Toolbelt Traditionalists](#)

41 [Domestic Duos](#)

50 [Metro Grads](#)

SECOND CITY (C)

Second Cities (C) are less densely populated than urban areas with population density centiles typically between 40 and 85. While similar to suburban population densities, Second Cities are the population center of their surrounding community. As such, many are concentrated within America's smaller cities and larger towns. This class also includes satellite cities or higher density suburbs encircling major metropolitan centers, typically with far greater affluence than their small city cousins.

C1: Second City Society



Among second-tier cities, Second City Society stands at the top of the heap as a social group consisting of the wealthiest families who live outside the nation's metropolitan core. The three segments in this group are dominated by homeowners with executive jobs and large homes. In the marketplace, they spend big on digital and wireless technology, business and cultural media, casual-dining restaurants, upscale retailers, foreign travel, and luxury cars.

22 [Middleburg Managers](#)

33 [Second City Startups](#)

37 [Bright Lights, Li'l City](#)

C2: City Centers



The five segments in the C2 social group consist of a mix of Americans, old and young, homeowners and renters, families and singles, who've settled in the nation's satellite cities. What they share is a middle-class status, educations that include at least some college, and a lifestyle heavy on leisure and recreation. The members of City Centers tend to be big fans of home-centered activities: Internet surfing, video renting, TV viewing, and playing games and musical instruments. Outside their homes, they go to movies, museums, and bowling alleys at high rates.

47 [Striving Selfies](#)

48 [Generation Web](#)

- 49 [American Classics](#)
- 53 [Lo-Tech Singles](#)
- 54 [Struggling Singles](#)

C3: Micro City Mix



Micro-City Mix was created via the predominantly downscale residents living in the affordable housing found throughout the nation's smaller cities. A diverse social group, these five segments contain a mix of old and young families, with and without kids. Many of the workers hold blue-collar jobs and their marketplace behaviors reflect the segments' varied lifestyles.

- 59 [New Melting Pot](#)
- 60 [Small-Town Collegiates](#)
- 64 [Family Thrifts](#)
- 66 [New Beginnings](#)
- 67 [Park Bench Seniors](#)

TOWN & RURAL (T)

Town & Rural (T) Social Groups have population density centiles under 40. This Social Group includes exurbs, towns, farming communities and a wide range of other rural areas. The town aspect of this class covers the thousands of small towns and villages scattered among the rural heartland, as well as the low-density areas far beyond the outer beltways and suburban rings of America's major metros. Households in these exurban segments live among higher densities and are more affluent than their rural neighbors.

T1: Landed Gentry



Widely scattered throughout the nation, the four segments in the Landed Gentry social group consist of wealthy Americans who migrated to smaller towns beyond the nation's beltways. Many of the households contain Boomer families and couples with college degrees, expansive homes, and professional jobs. With their upscale incomes, they can afford to spend heavily on consumer electronics, wireless and computer technology, luxury cars, powerboats, books and magazines, children's toys, and exercise equipment.

- 05 [Country Squires](#)
- 09 [Big Fish, Small Pond](#)
- 11 [Fast-Track Families](#)

T2: Country Comfort



The six segments in Country Comfort are filled with predominantly upper-middle class homeowners. In their placid towns and scenic bedroom communities, these Americans tend to be married, with or without children. They enjoy comfortable upscale lifestyles, exhibiting high indices for outdoor activities like gardening, barbecuing and playing golf, as well as home-based activities such as woodworking and crafts. Reflecting their rural, family environment, they prefer trucks, SUVs, and minivans to cars.

18 [Mayberry-ville](#)

23 [Township Travelers](#)

24 [Pickup Patriarchs](#)

27 [Big Sky Families](#)

28 [Country Casuals](#)

29 [White Picket Fences](#)

T3: Middle America



The seven segments in Middle America are filled with middle class to lower-middle class homeowners living in small towns and remote exurbs. Typically found in scenic settings throughout the nation's heartland, Middle Americans are a mix of couples and families. Like many residents of remote communities, these conservative consumers tend to prefer traditional rural pursuits: fishing, hunting, making crafts, antique collecting, watching television, and meeting at civic and veterans' clubs for recreation and companionship. Friday nights are for celebrating high school sports.

32 [Traditional Times](#)

38 [Hometown Retired](#)

39 [Kid Country, USA](#)

44 [Country Strong](#)

46 [Heartlanders](#)

51 [Campers & Camo](#)

52 [Simple Pleasures](#)

T4: Rustic Living



The seven segments in Rustic Living represent the nation's most isolated towns and rural villages. As a group, T4 residents have relatively modest incomes, aging homes, and blue-collar occupations. Many of the residents, a mix of young singles and seniors, are unmarried, and they've watched scores of their neighbors migrate to the city. In their remote communities, these consumers spend their leisure time in such traditional small-town activities as fishing and hunting, attending social activities at the local church and veterans club, and enjoying country music and car racing.

- 55 [Red, White & Blue](#)
- 57 [Back Country Folks](#)
- 58 [Golden Ponds](#)
- 60 [Small-Town Collegiates](#)
- 62 [Crossroad Villagers](#)
- 65 [Young & Rustic](#)
- 68 [Bedrock America](#)

INTERPRETING CLARITAS PRIZM PREMIER DEMOGRAPHICS

Claritas provides a series of demographic descriptors used to classify the segments across core dimensions. While demographics form the basis for every segment assignment, not every segment falls neatly into only one category for each demographic. Detailed information about the predominant values for each of the demographic descriptors can be found in the Claritas PRIZM Premier Segment Descriptors Release Notes.

PRIZM PREMIER SEGMENT NARRATIVES

PRIZM Premier Segments are listed in this document in ascending order based on their segment number (01 - 68). Each segment will have an icon for associated Lifestage Group and Social Group, a descriptive caption, demographic description, a segment narrative, behavioral highlights, Lifestage Group and Social Group Identification (as shown in the example below).

Segment Number and Segment Name

Segment Descriptive Caption



Age Range Tenure Income Producing Asset Class Technology Use

Paragraph describing the PRIZM Premier segment. Information may include: Householder (Head-of-Household) demographic characteristics, household characteristics, socio economic data and/or select behaviors.

Owns X Make Vehicle • Shops at X Store • Goes skiing/snowboarding • Flies X Airline • Uses X website • Eats at X Restaurant • Listens to X Radio format



Lifestage Group: Code- Group Name (Predominant Lifestage)

Social Group: Code- Group Name (Predominant Social Group)

01 Upper Crust



Wealthy Mature without Kids

Age 65+ Homeowners Millionaires IPA Above Average Tech

The nation's most exclusive address, Upper Crust is a haven for wealthy empty-nesting couples over the age of 65. This segment has a high concentration of residents earning over \$100,000 a year and many possess a postgraduate degree. They have an opulent standard of living - driving expensive cars, frequently eating out at upscale restaurants, and traveling to destinations like Europe.

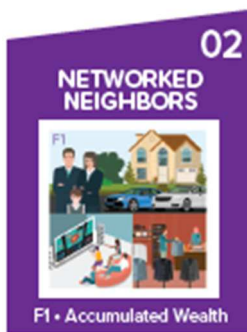
Owns a Lexus • Eats at California Pizza Kitchen • Shops at Chico's • Contributes to public radio, TV, etc. • Visits Europe • Watches White House Correspondents' Dinner • Listens to All News

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: S1- Elite Suburbs \(Suburban\)](#)



02 Networked Neighbors



Wealthy Middle Age Mostly with Kids

Age 35-54 Mostly Owners Millionaires IPA Highest Tech

Networked Neighbors is a family portrait of suburban wealth, a place of expensive homes and manicured lawns, high-end cars and vacations to tropical getaways. This lifestyle is characterized by married couples with children, high technology use, graduate degrees, and six-figure incomes earned by corporate executives, managers, and business professionals.

Owns an Audi • Eats at Chipotle • Shops at Bloomingdale's • Follows NHL or local team on Twitter • Visits Hawaii • Uses fantasy sports sites/apps • Listens to Alternative

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: S1- Elite Suburbs \(Suburban\)](#)



03 Movers & Shakers



Wealthy Older Mostly without Kids

Age 45-64 Mostly Owners Millionaires IPA Above Average Tech

Movers & Shakers is home to America's business class, a wealthy suburban world of dual-income couples who are highly educated, typically between the ages of 45 and 64. Given its high percentage of executives and white-collar professionals, there's a decided business bent to this segment as they enjoy reading business publications like the Wall Street Journal, visits to investment websites, and reading the business section of the newspaper via portable media devices.

Owns a BMW • Eats at PF Chang's • Shops at Neiman Marcus • Attends European soccer games • Uses National car rental • Uses iPad to read the newspaper • Listens to ABC News

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: S1- Elite Suburbs \(Suburban\)](#)



04 Young Digerati



Wealthy Younger Mostly with Kids

Age 25-44 Homeowners Millionaires Above Average Tech

Young Digerati are tech-savvy and live in fashionable neighborhoods on the urban fringe. Affluent and highly educated, Young Digerati communities are typically filled with trendy homes and condos that are owned rather than rented. They believe in living ecofriendly lifestyles and enjoy dining at organic/health food restaurants, coffee houses and other trendy establishments.

Owns an Audi • Eats at California Pizza Kitchen • Shops at Crate & Barrel • Attends college sports events • Flies United • Uses Yelp • Listens to Adult Alternative

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: U1- Urban Uptown \(Urban\)](#)



05 Country Squires



Wealthy Middle Age Family Mix

Age <55 Mostly Owners Elite IPA Above Average Tech

The wealthiest residents in exurban America live in Country Squires, an oasis for affluent Baby Boomers who've fled the city for the charms of small-town living. In their bucolic communities noted for their recently built homes on sprawling properties, the families of executives live in six-figure comfort. Their shopping habits tend to focus on apparel such as business attire, athletic footwear, and children's clothing.

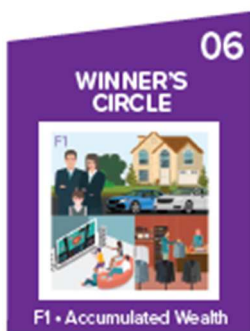
Owns a Subaru • Eats at Panera • Shops for men's business attire • Attends minor league baseball games • Flies Delta • Buys sporting event tickets online • Listens to Mainstream Rock

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: T1- Landed Gentry \(Town & Rural\)](#)



06 Winner's Circle



Wealthy Middle Age Mostly with Kids

Age 35-54 Mostly Owners Elite IPA Above Average Tech

Among the wealthy widely suburban lifestyles, Winner's Circle is the youngest, a collection of mostly 35- to 54-year-old couples with large families in new-money subdivisions. Surrounding their homes are the signs of upscale living - recreational parks, golf courses, and upscale malls. With a median income over \$100,000, Winner's Circle residents are big spenders who like to travel, eat at quick service restaurants, shop at clothing boutiques, and attend sporting events.

Owns an Acura • Eats at Chipotle • Shops at Anthropologie • Attends college sports events • Flies Southwest • Uses fantasy sports sites/apps • Uses Apple music streaming services

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



07 Money & Brains



Wealthy Older Mostly without Kids

Age 55+ Homeowners Millionaires IPA Average Tech

The residents of Money & Brains seem to have it all - high incomes, advanced degrees, and sophisticated tastes to match their credentials. These city dwellers are generally married couples with few children who live in fashionable homes on small, manicured lots with expensive cars in the driveway. These environmentally-conscious individuals like to donate to political causes, the arts, and public radio.

Owns a Mercedes • Eats at Cheesecake Factory • Shops at Bloomingdales • Contributes to public radio, TV, etc. • Visits Europe • Visits app/internet for restaurant info • Listens to All News

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: U1- Urban Uptown \(Urban\)](#)



08 Gray Power



Wealthy Mature without Kids

Age 65+ Homeowners Millionaires IPA Below Average Tech

Gray Power consists of wealthy older couples typically living just beyond the nation's beltways. While some in this segment hold white-collar jobs, many are already retired and enjoying their comfortable homes and apartments within a short distance of downtown restaurants and activities. These individuals like to travel, as well as follow men's and women's golf on television.

Owns a Cadillac • Eats at Bonefish Grill • Shops at Chico's • Attends PGA/LPGA events • Cruises on Royal Caribbean • Visits [cruise critic.com](#) • Listens to Adult Standards

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



09 Big Fish, Small Pond



Upscale Mature without Kids

Age 65+ Homeowners Elite IPA Average Tech

Older, upper-class professionals with postgraduate degrees, the members of Big Fish, Small Pond are often among the leading citizens of their small-town communities. These upscale, empty-nesting couples enjoy the trappings of success, including maintaining large investment portfolios, dining at upscale sit-down restaurants, and using travel agents to book frequent vacations to various destinations.

Owns a Lexus • Eats at Carrabba's • Shops at Pier 1 Imports • Interested in men's tennis • Visits Alaska • Visits Angie's List site/app • Listens to CBS Conservative

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: T1- Landed Gentry \(Town & Rural\)](#)



10 Executive Suites



Upscale Middle Age Mostly with Kids

Age 35-54 Homeowners Elite IPA Above Average Tech

The residents of Executive Suites tend to be prosperous and active professionals who are above average in their use of technology, following sports on Instagram and Twitter. Executive Suites use the internet to purchase tickets for sporting events and often stop at quick service restaurants for a bite to eat.

Owns a Mazda • Eats at Chipotle • Shops at Express/Express for Men • Follows sports on Instagram and Twitter • Stays at the DoubleTree • Buys sporting events tickets online • Listens to Sports Radio

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



11 Fast-Track Families



Upscale Middle Age Family Mix

Age 35-54 Mostly Owners High IPA Average Tech

Fast-Track Families lead busy, active lives often centered around the schedules and interests of their children. Always on the go, they are frequent quick service restaurant diners, drive SUVs, and tend to shop for sporting goods and activewear clothing when they are not busy hunting and skiing.

Owns a GMC • Eats at Qdoba • Shops at Cabela's • Goes hunting • Visits Canada • Uses fantasy sports sites/apps • Listens to Mainstream Rock

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: T1- Landed Gentry \(Town & Rural\)](#)



12 Cruisin' to Retirement



Upscale Older Mostly without Kids

Age 55+ Mostly Owners Elite IPA Average Tech

With their children mostly grown and out of the house, these older couples are Cruisin' to Retirement. They remain in the neighborhoods where they raised their families, enjoying the suburban lifestyle. They watch golf on television, listen to talk radio, and read the travel section of the weekend paper to determine where to visit on their frequent trips.

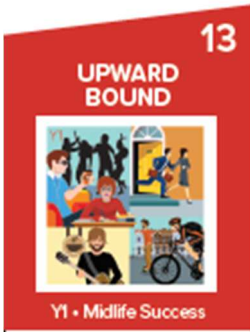
Owns a Lexus • Eats at Bonefish Grill • Shops at Chico's • Attends minor league baseball games • Uses Alamo car rental • Visits Angie's List site/app • Listens to Talk/Personality

[Lifestage Group: M1- Affluent Empty Nests \(Mature Years\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



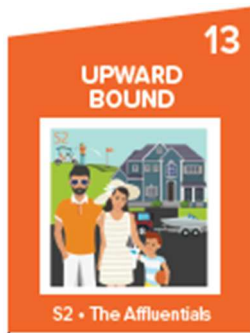
13 Upward Bound



Upscale Younger Family Mix

Age 25-44 Mix Elite IPA Above Average Tech

Upward Bound are often upscale families boasting dual incomes, college degrees, and newer homes. Residents of Upward Bound are above average technology users who use computers and mobile devices for banking, TV and music streaming services, and online research.

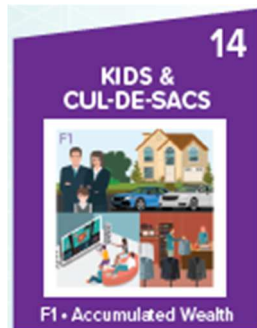


Owns a Volkswagen • Eats at Cold Stone Creamery • Shops at Anthropologie • Plays tennis • Visits Chicago • Views dating sites/apps on Smartphone • Uses Spotify streaming services

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)

14 Kids & Cul-De-Sacs



Upscale Middle Age Family Mix

Age <55 Mostly Owners Below Average IPA Above Average Tech

Upscale, suburban and second city, married couples with children - that's the skinny on Kids & Cul-de-Sacs, an enviable lifestyle of families in recently built subdivisions. This segment is a refuge for college-educated, white-collar professionals with management jobs and upscale incomes. Their nexus of education, affluence, and children translates into large outlays for family-oriented products and services, be it sports equipment, toys, or baby furniture.

Owns an Infiniti • Eats at Auntie Anne's • Shops at Dick's Sporting Goods • Attends minor league hockey games • Flies Southwest • Watches Great American Baking Show • Listens to Adult Hits

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



15 New Homesteaders



Upscale Middle Age Mostly with Kids

Age 35-54 Mostly Owners Elite IPA Above Average Tech

Middle-age, upscale families seeking to escape suburban sprawl find refuge in New Homesteaders, a collection of small rustic townships. With post-graduate education and management positions, these dual-income couples have fashioned comfortable, child-centered lifestyles; their garages are filled with sporting goods and equipment, their houses with the latest technological gadgets which they use for online shopping and following their favorite sports teams.

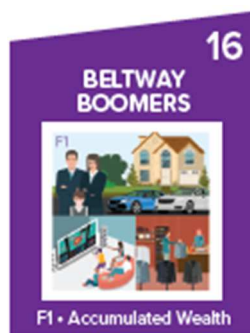
Owns a Nissan • Eats at Mellow Mushroom • Shops at Finish Line • Follows college sports on Instagram and Twitter • Stays at the Holiday Inn • Watches NCAA Basketball tournament • Listens to Sports Radio

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: T1- Landed Gentry \(Town & Rural\)](#)



16 Beltway Boomers



Upscale Middle Age Mostly without Kids

Age <55 Mostly Owners Below Average IPA Above Average Tech

The members of the postwar Baby Boom are all grown up. One segment of this huge cohort, college-educated, upscale, and home-owning, is found in Beltway Boomers. Many of these Boomers are just starting to see their children leave their comfortable suburban and second city subdivisions while continuing to plan for their own retirement. In their free time, Beltway Boomers enjoy frequenting sit-down restaurants, reading newspapers online, and shopping at upscale department stores.

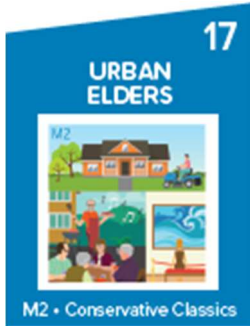
Owns an Acura • Eats at Hooter's • Shops at Neiman Marcus • Attends pro Boxing events • Visits Orlando • Uses job search sites/apps • Listens to Mainstream Rock

[Lifestage Group: F1- Accumulated Wealth \(Family Life\)](#)

[Social Group: S2- The Affluentials \(Suburban\)](#)



17 Urban Elders



Midscale Older Mostly without Kids

Age 55+ Renters Above Average IPA Above Average Tech

Urban Elders, a segment located in the downtown neighborhoods of such metros as New York, Chicago, Las Vegas, and Miami, are more likely to be renters than other households in their age cohort. They enjoy the cultural options available to them in their communities, frequently attending marathons, art museum exhibits, and other local events.

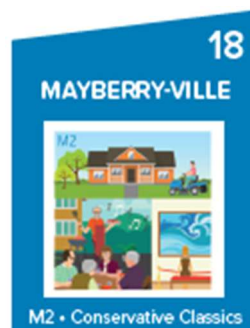
Owns a Mercedes • Eats at California Pizza Kitchen • Shops at Bloomingdale's • Attends marathon events • Flies JetBlue • Watches State of the Union and Tony Awards • Listens to All News

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: U2- Midtown Mix \(Urban\)](#)



18 Mayberry-Ville



Upscale Older Mostly without Kids

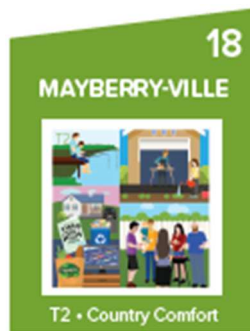
Age 55+ Homeowners Elite IPA Below Average Tech

Like the old Andy Griffith Show set in a quaint picturesque burg, Mayberry-ville harks back to an old-fashioned way of life. In these rural areas, upscale couples prefer outdoor activities like boating and hunting during the day, while staying home to watch sports and home improvement shows on TV at night. Overall, their use of technology trails that of others at their same asset level.

Owns a Subaru • Eats at Cracker Barrel • Shops at Pier 1 Imports • Contributes to public radio, TV, etc. • Stays at Fairfield Inn • Uses satellite internet connection • Listens to CBS Conservative

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)



19 American Dreams



Upper Midscale Middle Age Mostly without Kids

Age <55 Mostly Owners Moderate IPA Average Tech

American Dreams residents are found in upper middle-class neighborhoods in urban areas. They enjoy shopping at upscale department stores, attending college sporting events, and vacationing in cities such as Los Angeles and Las Vegas.

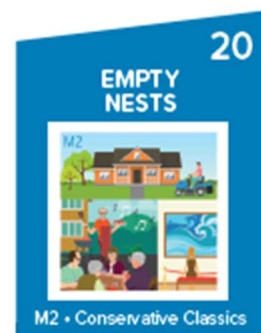
Owns a Mercedes • Eats at Boston Market • Shops at Nordstrom Rack • Attends college sports events • Visits Las Vegas • Watches This is Life with Lisa Ling • Listens to Rhythmic Oldies

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: U1- Urban Uptown \(Urban\)](#)



20 Empty Nests



Upper Midscale Mature without Kids

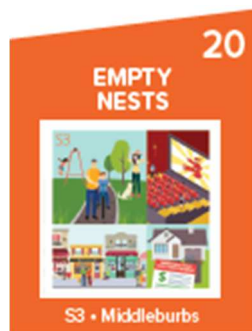
Age 65+ Mostly Owners Elite IPA Below Average Tech

With their grown-up children out of the house, Empty Nests is composed of upper middle-income older Americans who pursue active, and activist, lifestyles. Most residents are over 65 years old, but they show no interest in a rest-home retirement. They enjoy golf, eating out at sit-down restaurants, and contributing to organizations that support military veterans and political causes that they champion.

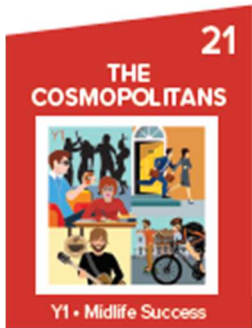
Owns a Buick • Eats at Bonefish Grill • Shops at Chico's • Follows PGA/LPGA • Cruises on Royal Caribbean • Watches Preakness and Tony Awards • Listens to Adult Standards

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: S3- Middleburbs \(Suburban\)](#)



21 The Cosmopolitans



Upscale Younger Family Mix

Age 25-44 Homeowners Moderate IPA Below Average Tech

Educated and upscale, The Cosmopolitans are urbane couples in America's fast-growing cities. Concentrated in major metro areas, a vibrant social scene surrounds their older homes. These residents tend to live an eco-friendly lifestyle and enjoy eating at organic/health food establishments.

Owns a BMW • Eats at organic/health food restaurants • Shops at Saks Fifth Avenue • Attends NBA games • Flies Alaskan Airlines • Uses Yelp • Listens to Sports Radio

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: U1- Urban Uptown \(Urban\)](#)



22 Middleburg Managers



Upscale Younger Family Mix

Age 25-44 Mostly Owners Elite IPA Average Tech

Middleburg Managers tend to be upper middle-class with solid white-collar jobs and graduate-level educations. Established in their suburban and second city lifestyles, they enjoy attending sporting events with their families when they aren't traveling frequently for business. They are thrifter with their spending, despite an upscale income, investing in a college savings plan and their future retirement.

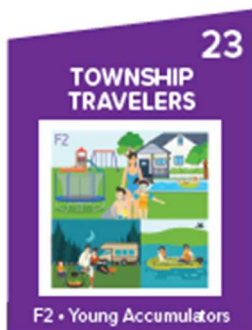
Owns a Mercedes • Eats at Mellow Mushroom • Shops at Nordstrom • Attends professional hockey matches • Visits Canada • Visits NHL and team sites • Listens to Rock

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: C1- Second City Society \(Second City\)](#)



23 Township Travelers



Upper Midscale Middle Age Family Mix

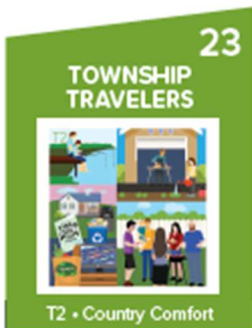
Age <55 Homeowners Low IPA Average Tech

Homeowners in Township Travelers exhibit a blend of behaviors representative of their solid incomes and small-town environment. While this segment is tech savvy and likes to use the internet for things such as fantasy sports and online banking, they also enjoy listening to college sports on the radio, shopping at sporting goods stores, and attending minor league baseball games.

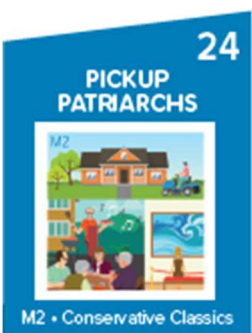
Owns a Hyundai • Eats at Texas Roadhouse • Shops at Sam's Club • Attends Speedway Motorsports events • Stays at Embassy Suites • Listens to radio via internet/apps • Uses TuneIn streaming services

[Lifestage Group: F2- Young Accumulators \(Family Life\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)



24 Pickup Patriarchs



Upscale Older Mostly without Kids

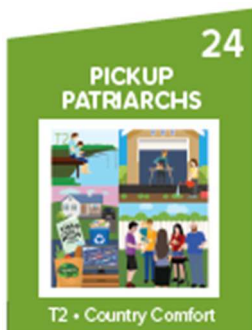
Age 45-64 Mostly Owners High IPA Average Tech

Pickup Patriarchs, an upscale segment found in exurban areas, are country chic. Although they live in small towns, they tend to have more suburban tastes. As many members of this segment have children out of the house and in college, they use their free time to attend minor league baseball games and engage in home improvements.

Owns a GMC • Eats at Cracker Barrel • Shops at Hobby Lobby • Attends minor league baseball games • Visits Chicago • Views consumer reviews on internet/apps • Listens to Sports Radio

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)



25 Up-And-Comers



Upper Midscale Younger Family Mix

Age 25-44 Mix Low IPA Above Average Tech

Up-and-Comers are younger families, some with children and some just beginning to get married. Found in suburban areas and second cities, these mobile adults, mostly age 25 to 44, are college graduates who travel frequently for both work and pleasure, and also enjoy using the latest in technology. Many are planning for changes in the near future, including going back to school, buying a home, and paying off student loan debt.

Owns a BMW • Eats at Jimmy John's • Shops at H&M • Plays tennis • Flies Delta • Watches CNN decades miniseries • Listens to Urban One

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: S3- Middleburbs \(Suburban\)](#)



26 Home Sweet Home



Upper Midscale Older without Kids

Age 55+ Mostly Owners Below Average IPA Above Average Tech

Widely scattered across the nation's suburbs and second cities, the residents of Home Sweet Home tend to be upper-midscale households living in mid-sized homes. The adults in the segment, mostly over 55, have gone to college and hold professional and white-collar jobs. These folks listen to radio on their computers via streaming services, attend International Speedway events, and are likely to visit casino bars and nightclubs.

Owns a Subaru • Eats at Panera • Shops at Stein Mart • Follows sports on Instagram and Twitter • Visits casinos • Purchases CDs via the internet • Listens to Christian Adult Contemporary

[Lifestage Group: F2- Young Accumulators \(Family Life\)](#)

[Social Group: S3- Middleburbs \(Suburban\)](#)



27 Big Sky Families



Upscale Middle Age Mostly with Kids

Age 35-54 Mostly Owners High IPA Average Tech

Scattered in placid towns across the American heartland, Big Sky Families is a segment of middle-aged rural families. Residents enjoy country music and all types of team sports and outdoor activities, especially hunting. These families attend high school sports events and wear their team logo apparel to show their team spirit.

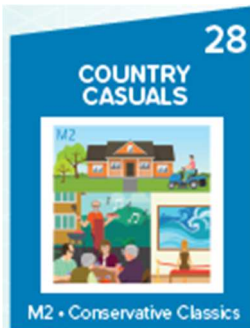


Owns a Ram • Eats at Logan's Roadhouse • Shops at Cabela's • Attends high school sports events • Stays at Holiday Inn • Uses DISH Network TV & Online • Listens to Sports Radio

[Lifestage Group: F2- Young Accumulators \(Family Life\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)

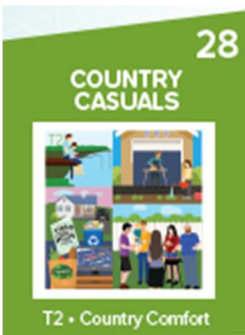
28 Country Casuals



Upper Midscale Older Mostly without Kids

Age 55+ Homeowners High IPA Below Average Tech

There's a laid-back atmosphere in Country Casuals, a collection of older, upper-midscale empty-nest households. Today, these Baby-Boom couples enjoy outdoor activities, like hunting, and buying locally grown food but are not likely to be up-to-date on technology.



Owns a GMC • Eats at Hardee's • Shops at Dillard's • Goes hunting • Flies Allegiant Air • Watches NASCAR • Listens to Adult Standards

[Lifestage Group: M2- Conservative Classics \(Mature Years\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)

29 White Picket Fences



Midscale Middle Age Family Mix

Age <55 Mix Low IPA Above Average Tech

Residents in White Picket Fences look a lot like the stereotypical American household of a generation ago: midscale couples with children. But the current version reflects changing patterns, with some parents just beginning to start families while others approach the empty-nest stage as their children age. They enjoy grabbing a quick bite at Sonic or Zaksby's, attending college basketball games, and shopping at stores like Family Dollar and Dillard's.

Owns a Kia • Eats at Sonic • Shops at Dollar General • Follows sports on Instagram and Twitter • Visits Chicago • Uses Sling TV for streaming • Listens to New Country

[Lifestage Group: F2- Young Accumulators \(Family Life\)](#)

[Social Group: T2- Country Comfort \(Town & Rural\)](#)



30 Pools & Patios



Upper Midscale Younger Mostly with Kids

Age 25-44 Mostly Owners Low IPA Above Average Tech

Pools & Patios is a segment of upper midscale suburban and second city families. In these stable neighborhoods graced with backyard pools and patios, residents work as white-collar managers and professionals as they approach the prime years of their careers. They are above average technology users, paying bills via smartphone, reading newspapers on their tablets, and shopping online.

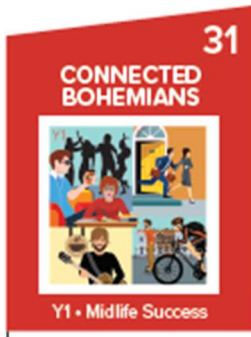
Owns a Mitsubishi • Eats at Wingstop • Shops at New York & Company • Attends Major League Soccer matches • Visits Mexico • Uses Samsung Galaxy tablet to read newspaper • Listens to Spanish Adult Hits

[Lifestage Group: F2- Young Accumulators \(Family Life\)](#)

[Social Group: S3- Middleburbs \(Suburban\)](#)



31 Connected Bohemians



Midscale Younger Mostly without Kids

Age 25-44 Renters Moderate IPA Highest Tech

A collection of mobile urbanites, Connected Bohemians represent the nation's most liberal lifestyles. Its residents are a progressive mix of tech savvy, young singles, couples, and families ranging from students to professionals. They are the early adopters who are quick to check out the latest movie, nightclub and technology. You can find them going to comedy clubs and rap concerts, snowboarding, and eating out at organic restaurants.

Owns a Subaru • Eats at organic/health food restaurants • Shops at Nordstrom • Attends college sports events • Visits New York City • Uses Yelp • Uses Spotify streaming services

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: U2- Midtown Mix \(Urban\)](#)



32 Traditional Times



Upper Midscale Mature without Kids

Age 65+ Mostly Owners Elite IPA Below Average Tech

Traditional Times is the kind of lifestyle where small-town couples nearing or entering retirement are beginning to enjoy their first empty-nest years. Typically age 65 and older, these upper midscale Americans pursue an active lifestyle. They spend their free time following golf, keeping current by reading the paper, and frequenting shops such as Chico's and Stein Mart.

Owns a Cadillac • Eats at Bonefish Grill • Shops at Chico's • Follows PGA/LPGA • Visits Alaska • Watches golf • Listens to ABC Conservative

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)



33 Second City Startups



Upper Midscale Younger Mostly with Kids

Age 25-44 Mix Low IPA Average Tech

In Second City Startups, young to middle-aged families have settled in neighborhoods within smaller cities and metro area suburbs. These families are ethnically diverse with media consumption reflecting cultural variety. They enjoy eating at quick service restaurants and following the NBA and Mexican league soccer.

Owns a Nissan • Eats at Jack in the Box • Shops at Burlington • Attends Bowl games • Visits casinos • Uses DIRECTV streaming services • Listens to Mexican Regional

[Lifestage Group: F3- Mainstream Families \(Family Life\)](#)

[Social Group: C1- Second City Society \(Second City\)](#)



34 Young & Influential



Upper Midscale Younger Mostly without Kids

Age 25-44 Renters Low IPA Highest Tech

Young & Influential is a segment of college educated mainly 25-44-year-old adults who are influential in their communities and social networks and are very tech savvy. The segment is a common address for middle-class singles and couples who are more preoccupied with balancing work and leisure pursuits and who live in apartment complexes surrounded by ball fields, health clubs, and casual-dining restaurants.

Owns an Infiniti • Eats at Mellow Mushroom • Shops at HomeGoods • Attends minor league hockey games • Visits Washington, DC • Uses Hulu for streaming • Uses radio.com streaming services

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: S4- Inner Suburbs \(Suburban\)](#)



35 Urban Achievers



Midscale Middle Age Mostly without Kids

Age <55 Mostly Owners Moderate IPA Average Tech

Urban Achievers are midscale, middle-aged, ethnically diverse homeowners in urban neighborhoods with established careers and college degrees. They are active participants in their communities and strong supporters of college sports and Major League soccer.

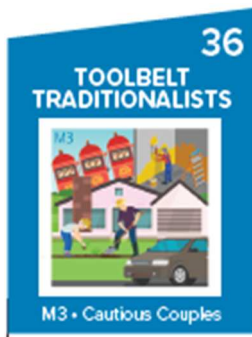


Owns a Mazda • Eats at Wingstop • Shops at New York & Company • Attends college sports events • Flies JetBlue • Watches Univision • Listens to Spanish Contemporary

[Lifestage Group: Y1- Midlife Success \(Younger Years\)](#)

[Social Group: U2- Midtown Mix \(Urban\)](#)

36 Toolbelt Traditionalists



Upper Midscale Older Mostly without Kids

Age 55+ Mostly Owners Below Average IPA Average Tech

Like many other older segments, Toolbelt Traditionalists have empty nests. If something needs to be fixed, they are likely to do the work themselves with their own power tools or paint. They enjoy the benefits of AARP and prefer dining at sit-down restaurants over quick service establishments.

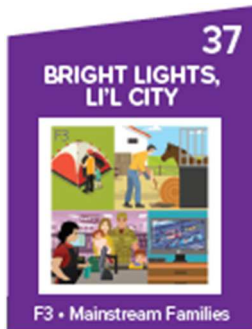


Owns a Lincoln • Eats at Long John Silver's • Shops at Stein Mart • Attends NASCAR events • Cruises on Carnival • Visits AARP • Listens to Gospel

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: S4- Inner Suburbs \(Suburban\)](#)

37 Bright Lights, Li'l City



Upper Midscale Younger Family Mix

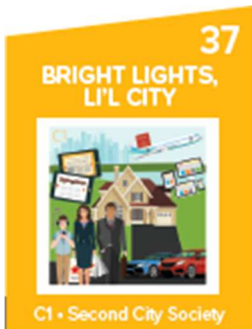
Age 25-44 Mix Low IPA Average Tech

Not all of America's aspiring socialites live in major metros. Bright Lights, Li'l City is a group of upper midscale, college educated, younger couples settled in the nation's satellite cities and suburbs. Despite living further out from the urban downtowns, they still like to go out on the town with frequent meals out and attend sporting events such as minor league baseball games and WWE events.

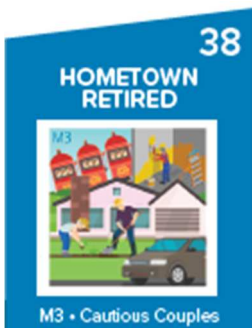
Owns a Jeep • Eats at Papa John's • Shops at Finish Line • Follows sports on Instagram and Twitter • Visits Orlando • Visits WWE.com • Uses Amazon streaming services

[Lifestage Group: F3- Mainstream Families \(Family Life\)](#)

[Social Group: C1- Second City Society \(Second City\)](#)



38 Hometown Retired



Midscale Older Mostly without Kids

Age 55+ Mostly Owners Low IPA Below Average Tech

Hometown Retired consists of older, midscale couples with no kids at home. Somewhat set in their ways, they are slow to adopt and below average in their use of technology. They enjoy pro rodeo and NASCAR, reading magazines and eating out occasionally at places that they deem to offer a good value.

Owns a GMC • Eats at Hardee's • Shops at Dollar General • Interested in Pro Rodeo and bull riding • Stays at Comfort Inn • Visits NASCAR online • Listens to Sports Radio

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)



39 Kid Country, USA



Midscale Younger Mostly with Kids

Age 25-44 Mix Low IPA Average Tech

Widely scattered throughout the nation's heartland, Kid Country, USA is a segment dominated by families living in small towns. These working-class households enjoy minor league hockey and monster trucks and are likely to own boats and ATVs.

Owns a Chevrolet • Eats at Zaxby's • Shops at HomeGoods • Interested in minor league hockey • Flies Allegiant Air • Purchases vehicles on the internet • Uses iHeartRadio streaming services

[Lifestage Group: F3- Mainstream Families \(Family Life\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)



40 Aspiring A-Listers



Lower Midscale Older Mostly without Kids

Age 55+ Renters Low IPA Above Average Tech

Typically urban renters, Aspiring A-Listers are focused on their social lives. They are out and about often and spend heavily on status brands and dining out at quick service restaurants. They are interested in a wide variety of sports and like to visit large, vibrant cities across the U.S.

Owns a Hyundai • Eats at Subway • Shops at Bloomingdale's • Attends men's tennis events • Flies JetBlue • Watches MLB • Listens to Spanish Contemporary

[Lifestage Group: Y2 Young Achievers \(Younger Years\)](#)

[Social Group: U2- Midtown Mix \(Urban\)](#)



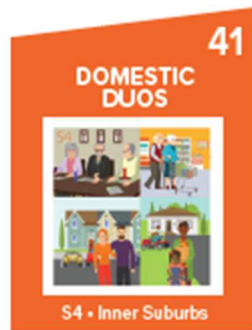
41 Domestic Duos



Lower Midscale Mature without Kids

Age 65+ Mostly Owners Moderate IPA Lowest Tech

Domestic Duos represents a lower midscale mix of mainly over-65 singles and married couples living in older suburban and second city homes. With their fixed incomes, segment residents maintain an easy-going, predictable lifestyle. Residents like to socialize by playing bingo, meeting with the local civic club, or going out to eat.



Owns a Buick • Eats at Bonefish Grill • Shops at Stein Mart • Interested in figure skating • Cruises on Royal Caribbean • Uses SparkNotes.com • Listens to Adult Standards

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: S4- Inner Suburbs \(Suburban\)](#)

42 Multi-Culti Mosaic



Midscale Middle Age Family Mix

Age <55 Mix Above Average IPA Average Tech

An immigrant gateway community, Multi-Culti Mosaic is the urban home for a mixed populace of Hispanic, Asian, and African-American singles and families. This segment is characterized by many first-generation Americans who have midscale paychecks but are striving to improve their economic status.

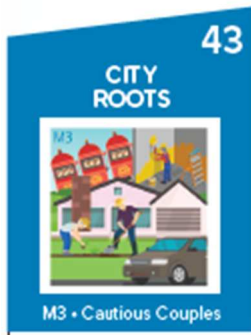


Owns a Honda • Eats at Chinese restaurants • Shops at Lady Foot Locker/Foot Locker • Interested in Mexican league soccer • Visits Los Angeles • Watches Telemundo • Listens to Spanish Adult Hits

[Lifestage Group: F4- Sustaining Families \(Family Life\)](#)

[Social Group: U3- Urban Cores \(Urban\)](#)

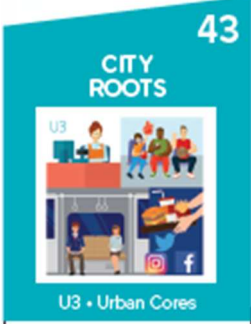
43 City Roots



Upscale Younger Family Mix

Age 25-44 Mostly Owners Elite IPA Average Tech

Found in urban neighborhoods, City Roots is a segment of upscale, mainly white-collar workers, typically living in older homes they've owned for years. In these ethnically diverse neighborhoods residents are hard-working, prefer shopping at upscale departments stores, and enjoy domestic travel.

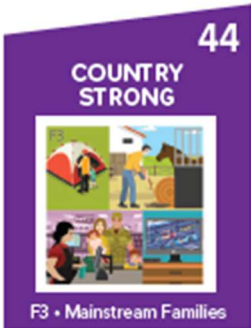


Owns a Volkswagen • Eats at Boston Market • Shops at Saks Fifth Avenue • Attends minor league baseball games • Visits New York City • Watches Univision • Listens to Spanish Contemporary

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: U3- Urban Cores \(Urban\)](#)

44 Country Strong



Lower Midscale Middle Age Family Mix

Age <55 Mostly Owners Below Average IPA Below Average Tech

Country Strong are lower middle-class families in rural areas that embrace their day-to-day lives. They are focused on their families and prefer hunting and country music to keeping up with the latest technology.



Owns a Ram • Eats at Sonic • Shops at Shoe Carnival • Goes hunting • Stays at Comfort Inn • Uses DISH Network TV & Online • Listens to Classic Country

[Lifestage Group: F3- Mainstream Families \(Family Life\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)

45 Urban Modern Mix



Midscale Middle Age Mostly without Kids

Age <55 Mix Low IPA Average Tech

In Urban Modern Mix, middle-class singles and couples reside in ethnically diverse neighborhoods in or near the city center. They are fans of basketball and boxing, attend music concerts and listen to Urban Adult Contemporary radio.

Owns a Lincoln • Eats at White Castle • Shops at Burlington • Interested in pro boxing • Visits casinos • Visits UFC app/website • Listens to Urban Oldies

[Lifestage Group: F4- Sustaining Families \(Family Life\)](#)

[Social Group: U3- Urban Cores \(Urban\)](#)



46 Heartlanders



Lower Midscale Older Mostly without Kids

Age 55+ Mostly Owners Above Average IPA Lowest Tech

America was once a land of small middle-class towns, which can still be found today among Heartlanders. This widespread segment consists of mostly retired older couples living in sturdy, unpretentious homes. In these communities of predominantly empty-nesting couples, Heartlanders residents pursue a rustic lifestyle where hunting, fishing, and sewing remain the prime leisure activities.

Owns a Buick • Eats at Hardee's • Shops at Dollar General • Interested in Pro Rodeo and bull riding • Stays at Super 8 • Watches DIY Network • Listens to Oldies

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)



47 Striving Selfies



Downscale Middle Age Mostly without Kids

Age <55 Renters Low IPA Highest Tech

Striving Selfies is a segment of middle-age singles and couples that show signs of greater potential. They are among the most tech savvy segments with some college credits under their belt. More often than not, they are renters who have not yet been able to purchase their first home.



Owns a Ford • Eats at Wingstop • Shops at H&M • Attends college sports events • Visits Washington, DC • Takes college courses online • Uses Spotify streaming services

[Lifestage Group: Y2 Young Achievers \(Younger Years\)](#)

[Social Group: C2- City Centers \(Second City\)](#)

48 Generation Web



Low Income Middle Age Mostly without Kids

Age <55 Renters Low IPA Above Average Tech

Having grown up in the age of the internet, Generation Web are middle-age families and singles with above average technology use. They are more often renters, living in suburban neighborhoods and second cities, and use their smartphones for everything from taking college courses to dating and social networking.



Owns a Nissan • Eats at Starbucks • Shops at Finish Line • Follows NBA on Facebook and Twitter • Stays at Motel 6 • Visits WWE.com • Listens to Rhythmic Contemporary Hit Radio

[Lifestage Group: Y2 Young Achievers \(Younger Years\)](#)

[Social Group: C2- City Centers \(Second City\)](#)

49 American Classics



Lower Midscale Mature without Kids

Age 65+ Mix Above Average IPA Below Average Tech

They may be older and retired, but many of the residents of American Classics are still living the American Dream of home ownership. Despite a lower midscale-income, they are living a comfortable lifestyle, with a below average use of technology and a preference for finding entertainment outside of the home.

Owns a Buick • Eats at LongHorn Steakhouse • Shops at Stein Mart • Follows figure skating • Visits casinos • Watches MSNBC • Listens to News/Talk

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: C2- City Centers \(Second City\)](#)



50 Metro Grads



Lower Midscale Middle Age Mostly without Kids

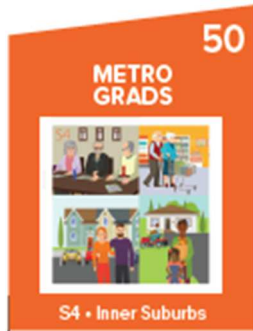
Age <55 Homeowners Moderate IPA Average Tech

Metro Grads are middle-age singles and couples still establishing themselves in their careers and their lives. They are settled in suburban areas and second cities but are often out and about, attending everything from soccer and hockey games to on-the-go meals at quick service restaurants.

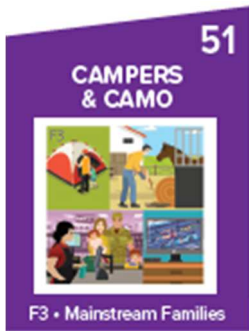
Owns a Chrysler • Eats at Church's Chicken • Shops at Academy Sports & Outdoors • Follows Mexican league soccer • Visits Alaska • Uses Boost Mobile for wireless • Listens to Spanish Adult Hits

[Lifestage Group: Y2 Young Achievers \(Younger Years\)](#)

[Social Group: S4- Inner Suburbs \(Suburban\)](#)



51 Campers & Camo



Downscale Middle Age Family Mix

Age <55 Homeowners Below Average IPA Below Average Tech

Primarily found more in small towns and less densely populated areas, Campers & Camo families enjoy the outdoors. They enjoy attending motorsports events as well as drag racing. Despite their age, they are below average in their use of technology but do visit WWE.com and enjoy social networking sites.

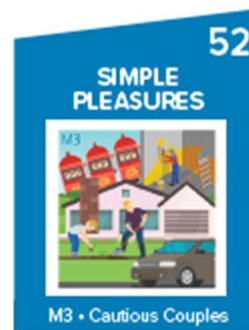


Owns a Ram • Eats at Hardee's • Shops at Family Dollar • Interested in Grand Prix Motorcycle/Motocross • Stays at Holiday Inn • Takes college courses online • Listens to Contemporary Inspirational

[Lifestage Group: F3- Mainstream Families \(Family Life\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)

52 Simple Pleasures



Lower Midscale Mature without Kids

Age 65+ Mostly Owners Above Average IPA Lowest Tech

With many of its residents over 65 years old, Simple Pleasures is mostly a retirement lifestyle: a neighborhood of lower-middle-class singles and couples living in modestly priced homes. Many are high school-educated seniors who held blue-collar jobs before their retirement.



Owns a Ford • Eats at Cracker Barrel • Shops at Dollar General • Contributes to public radio, TV, etc. • Stays at Super 8 • Uses DISH Network TV & Online • Listens to Classic Country

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: T3- Middle America \(Town & Rural\)](#)

53 Lo-Tech Singles



Downscale Mature Mostly without Kids

Age 65+ Homeowners Low IPA Below Average Tech

Lo-Tech Singles are older households centered mainly in the nation's second cities. Residents are below average in their technology use, choosing instead a night out at a restaurant as their evening entertainment.

Owns a Buick • Eats at Long John Silver's • Shops at Big Lots • Follows figure skating • Flies Allegiant Air • Watches INSP for family entertainment programming • Listens to Gospel

[Lifestage Group: M3- Cautious Couples \(Mature Years\)](#)

[Social Group: C2- City Centers \(Second City\)](#)



54 Struggling Singles



Low Income Middle Age Mostly without Kids

Age <55 Mix Below Average IPA Average Tech

Ethnically diverse households found mostly in second cities, Struggling Singles are middle-aged and mid-career. They enjoy a wide variety of sports and entertainment activities that fill their social calendars, such as monster truck and WWE events.

Owns a Kia • Eats at Ruby Tuesday's • Shops at Justice • Interested in Monster Jam (monster trucks) • Stays at Days Inn • Spends 5+ hours/day on social networking sites • Listens to Active Rock

[Lifestage Group: Y2 Young Achievers \(Younger Years\)](#)

[Social Group: C2- City Centers \(Second City\)](#)



55 Red, White & Blue



Low Income Middle Age Mostly without Kids

Age <55 Mix Low IPA Below Average Tech

The residents of Red, White & Blue typically live in rural areas. Middle-aged, with high school educations and lower incomes, many of these folks are transitioning from blue-collar jobs to the service industry. In their spare time, they attend activities like professional bull riding and NASCAR races.

Owns a Dodge • Eats at Hardee's • Shops at Burlington • Interested in Pro Rodeo and bull riding • Visits Chicago • Visits MSN Games • Listens to Classic Country

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



56 Multi-Culti Families



Midscale Middle Age Family Mix

Age <55 Mix Above Average IPA Average Tech

Multi-Culti Families are middle-age, urban households with moderate means. Often bilingual, their overall use of technology is average though they like to spend time online browsing UFC.com, taking online courses, and visiting social networking sites.

Owns a Mitsubishi • Eats at Chuck E. Cheese's • Shops at Ross Dress For Less • Follows Mexican league soccer • Visits Mexico • Watches Telemundo • Listens to Spanish Adult Hits

[Lifestage Group: F4- Sustaining Families \(Family Life\)](#)

[Social Group: U3- Urban Cores \(Urban\)](#)



57 Back Country Folks



Downscale Older Mostly without Kids

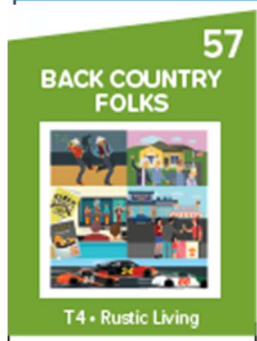
Age 55+ Mostly Owners Low IPA Lowest Tech

Strewn among remote farm communities across the nation, Back Country Folks are a long way away from economic paradise. The residents have below average incomes and live in older, modest-sized homes and manufactured housing. Typically, life in this segment is a throwback to an earlier era when farming dominated the American landscape.

Owns a GMC • Eats at Golden Corral • Shops at Walmart • Attends Supercross/Motocross events • Stays at Super 8 • Uses satellite internet connection • Listens to Religious

[Lifestage Group: M4- Sustaining Seniors \(Mature Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



58 Golden Ponds



Downscale Older without Kids

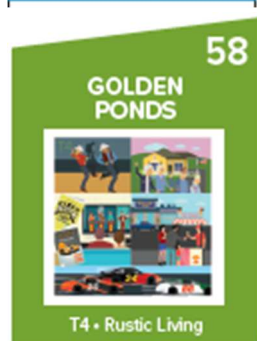
Age 55+ Mix Below Average IPA Below Average Tech

Golden Ponds is mostly a retirement lifestyle, dominated by downscale singles and couples over 55 years old. Found in small bucolic towns around the country, these high school-educated seniors live in small apartments on less than \$30,000 a year. Daily life is often a succession of sedentary activities such as reading, watching Hallmark movies on TV, playing bingo, and doing craft projects.

Owns a Buick • Eats at Dairy Queen • Shops at Dollar General • Interested in horse racing • Stays at Comfort Inn • Watches NASCAR • Listens to ABC Conservative

[Lifestage Group: M4- Sustaining Seniors \(Mature Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



59 New Melting Pot



Lower Midscale Middle Age Family Mix

Age <55 Mostly Renters Low IPA Average Tech

New Melting Pot neighborhoods are populated by a blend of ethnically diverse, young families and singles in the nation's second cities. They are mainly high school graduates that rent and work with a mix of jobs across the service industry. They are fans of urban music, wrestling, and the NBA, and many plan to move or look for a new job in the near future.

Owns a Mitsubishi • Eats at Logan's Roadhouse • Shops at Lady Foot Locker/Foot Locker • Attends WWE events • Stays at La Quinta • Watches podcasts online • Uses radio.com streaming services

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: C3- Micro-City Mix \(Second City\)](#)



60 Small-Town Collegiates



Downscale Middle Age Family Mix

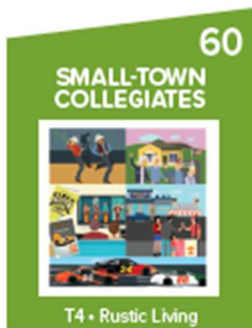
Age <55 Renters Low IPA Average Tech

The residents of Small-Town Collegiates are younger families and singles who are just starting out. They are often students - full or part-time - focused on building a better life for themselves and their growing families. Small-Town Collegiates tend to shop at Burlington and enjoy following their favorite NFL team on Snapchat when they aren't busy taking college courses online.

Owns a Ram • Eats at Wendy's • Shops at Dillard's • Follows NFL on Instagram, Snapchat, etc. • Visits the Bahamas • Uses CareerBuilder.com • Uses Google Play music streaming services

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



61 Second City Generations



Low Income Middle Age Family Mix

Age <55 Mostly Renters Low IPA Average Tech

Second City Generations are often multi-generational households with middle-aged parents or grandparents and new babies and young children all under one roof. Often bilingual, they are entertained by a wide variety of media channels and programs. They typically use prepaid cell phones and can often be found shopping at Family Dollar or stores selling pro wrestling apparel.

Owns an Acura • Eats at Church's Chicken • Shops at Burlington • Interested in WNBA • Visits casinos • Visits WWE.com • Listens to Mexican Regional

[Lifestage Group: F4- Sustaining Families \(Family Life\)](#)

[Social Group: C3- Micro-City Mix \(Second City\)](#)



62 Crossroad Villagers



Downscale Mature without Kids

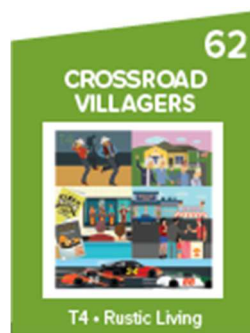
Age 65+ Mix Below Average IPA Lowest Tech

With a population of retired seniors, Crossroads Villagers is a classic small-town lifestyle. Residents are high school-educated, with downscale incomes and modest housing. They enjoy the occasional dinner out and like to watch game shows, talk shows and celebratory concerts on TV.

Owns a Buick • Eats at Cracker Barrel • Shops at Stein Mart • Follows figure skating • Cruises on Royal Caribbean • Uses Study.com • Listens to Adult Standards

[Lifestage Group: M4- Sustaining Seniors \(Mature Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



63 Low-Rise Living



Lower Midscale Middle Age Mostly without Kids

Age <55 Renters Below Average IPA Above Average Tech

The most economically challenged urban segment, Low-Rise Living is home to mostly middle-aged, ethnically diverse singles and single parents. Unlike their low-income peers, they rank above average in their use of technology - perhaps influenced by their urban, fast-paced environment - following their favorite major league soccer teams on Facebook, Instagram, and Snapchat.

Owns a Kia • Eats at Chuck E Cheese's • Shops at H&M • Follows Mexican league soccer • Visits Los Angeles • Watches Telemundo • Listens to Spanish Contemporary

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: U3- Urban Cores \(Urban\)](#)



64 Family Thrifts



Low Income Middle Age Mostly without Kids

Age <55 Renters Low IPA Average Tech

The small-city cousins of inner-city districts, Family Thrifts contain middle-age, ethnically diverse families that work entry-level service jobs. In these apartment-filled neighborhoods, residents rely on public transportation and seldom have the chance to get away on vacation. When they do have some down time, this segment likes to follow the WNBA, WWE, and UFC events.

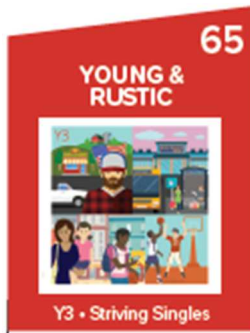
Owns a Buick • Eats at Chinese restaurants • Shops at Lady Foot Locker/Foot Locker • Interested in NBA/WNBA • Flies Allegiant Air • Uses IMVU for social networking • Listens to Urban Adult Contemporary

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: C3- Micro-City Mix \(Second City\)](#)



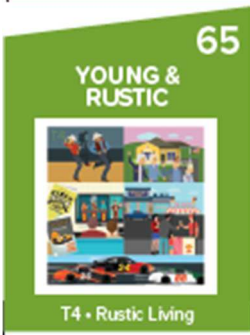
65 Young & Rustic



Low Income Middle Age Mostly without Kids

Age <55 Mix Low IPA Below Average Tech

Young & Rustic is composed of restless singles and young families in the nation's rural areas. They enjoy the outdoors by hunting and fishing and also follow rodeo and bull riding, NASCAR, and monster trucks.

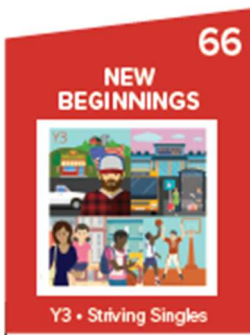


Owns a Dodge • Eats at Wendy's • Shops at Shoe Carnival • Follows Monster Jam (monster trucks) • Stays at Best Western • Uses Facebook Games • Listens to Classic Country

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)

66 New Beginnings



Low Income Middle Age Mostly without Kids

Age <55 Renters Low IPA Average Tech

New Beginnings is a magnet for adults in transition. Many of its residents are singles and couples just starting out on their career paths in service and white collar jobs, or starting over after recent divorces or company transfers. New Beginnings households tend to have the modest living standards typical of transient apartment dwellers. They tend to use cell carriers such as Boost Mobile or Cricket Wireless, and when enjoying a rare night out will often opt for an evening at a WWE event.

Owns a Nissan • Eats at Chuck E. Cheese's • Shops at Children's Place • Interested in Mexican league soccer • Uses Enterprise car rental • Uses internet for dating • Listens to Rhythmic Contemporary Hit Radio

[Lifestage Group: Y3- Striving Singles \(Younger Years\)](#)

[Social Group: C3- Micro-City Mix \(Second City\)](#)



67 Park Bench Seniors



Downscale Mature without Kids

Age 65+ Renters Low IPA Below Average Tech

Park Bench Seniors are typically retired singles living in the racially diverse neighborhoods of the nation's satellite cities. With modest educations and incomes, these residents maintain low-key, sedentary lifestyles. They spend a lot of time watching TV, especially talk shows and game shows.

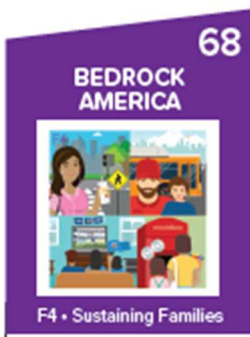
Owns a Kia • Eats at KFC • Shops at Family Dollar • Interested in horse racing • Visits casinos • Watches ION Television • Listens to Gospel

[Lifestage Group: M4- Sustaining Seniors \(Mature Years\)](#)

[Social Group: C3- Micro-City Mix \(Second City\)](#)



68 Bedrock America



Low Income Middle Age Mostly without Kids

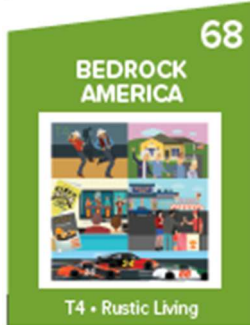
Age <55 Mostly Renters Low IPA Below Average Tech

Bedrock America consists of economically challenged families in small, isolated towns located throughout the nation's heartland. With modest educations and jobs in the service industry, many of these residents struggle to make ends meet but enjoy reading outdoor magazines and watching talk shows and syndicated shows on TV.

Owns a Chrysler • Eats at Dairy Queen • Shops at Finish Line • Follows pro wrestling • Stays at Motel 6 • Uses Roblox.com for gaming • Listens to Sports Radio

[Lifestage Group: F4- Sustaining Families \(Family Life\)](#)

[Social Group: T4- Rustic Living \(Town & Rural\)](#)



TECHNICAL SUPPORT

If you require further assistance, please contact the Environics Analytics support team between 9:00 a.m. and 8:00 p.m. (Monday through Friday, EST) at support@environicsanalytics.com or 888.339.3304.