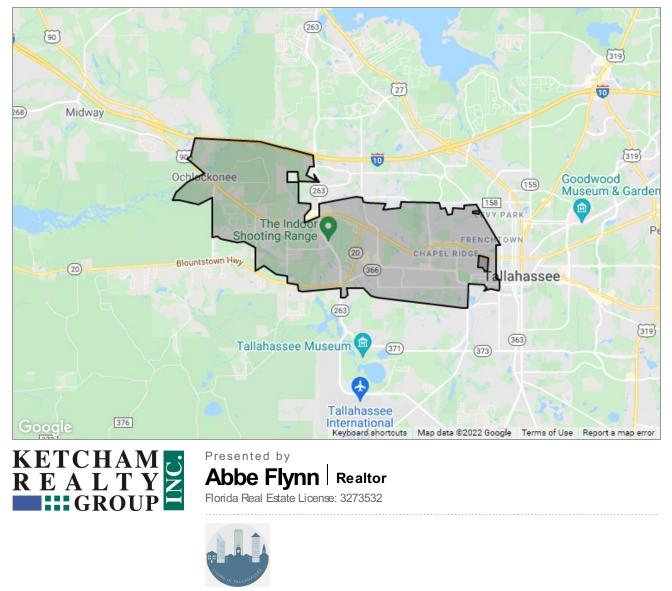


Tallahassee, FL 32304



Work: (850) 203-0209 | Mobile: (850) 203-0209

Main: abbe@LivingInTallahassee.com Agent: https://livingintallahassee.com/

Ketcham Realty Group 1203 Thomasville Road Tallahassee, FL 32303



Criteria Used for Analysis

Income:	Age:	Population Stats:
Median Household Income	Median Age	Total Population
\$23,636	22.7	48,879

Segmentation: 1st Dominant Segment **Dorms to Diplomas**

Consumer Segmentation

Life Mode	
What are the people like that live in this area?	Scholars and Patriol College campuses and milit

ots itary neighborhoods Where do people like this usually live?

Urbanization

Metro Cities Affordable city life, including smaller metros, satellite cities

Top Tapestry Segments	Dorms to Diplomas	College Towns	Modest Income Homes	Young and Restless	Down the Road
% of Households	12,893 (70.9%)	2,828 (15.5%)	834 (4.6%)	780 (4.3%)	725 (4.0%)
_ifestyle Group	Scholars and Patriots	Scholars and Patriots	Hometown	Midtown Singles	Rustic Outposts
Jrbanization Group	Metro Cities	Metro Cities	Urban Periphery	Metro Cities	Semirural
Residence Type	Multi-Unit Rentals	Multi-Unit Rentals; Single Family	Single Family	Multi-Unit Rentals	Mobile Homes
Household Type	Non-Family Houœholds	Singles	Singles	Singles	Married Couples
Average Household Size	2.2	2.12	2.56	2.02	2.74
Median Age	21.5	24.3	36.1	29.4	34.3
Diversity Index	52.5	53.5	33.3	76	70.5
Median Household Income	\$17,000	\$28,000	\$22,000	\$36,000	\$36,000
ledian Net Worth	\$9,000	\$11,000	\$13,000	\$11,000	\$30,000
ledian Home Value	-	-	-	-	\$104,000
lomeownership	7.9 %	25.5 %	46.3 %	13.7 %	66.4 %
verage Monthly Rent	\$990	\$890	\$720	\$920	-
Employment	Students, Services or Professional	Students, Services or Professional	Services or Administration	Services or Professional	Services or Administration
Education	College Degree	College Degree	High School Graduate	College Degree	High School Gradu
Preferred Activities	Buy trendy clothes . Eat frozen dinners, fast food.	Use computers, cell phones for everything . Shop impulsively.	Shop at low-cost retailers, warehouse clubs. Play basketball.	Text, redeem coupons from cell phone . Go dancing; play pool; buy organic food.	Visit chat rooms, pla games online . Go hunting, fishing.
Financial	Carry credit card balances	Pay bills online	Pay bills in person	Bankonline	Prefer convenience frozen meals, fast fo
ledia	Connect by cell phone	Customize cell phones	Listen to gospel, R&B radio	Listen to blues, jazz, rap, hip-hop, dance music	Watch Animal Plan on satellite TV
/ehicle	Choose imported subcompact car	Prefer vehicle with good gas mileage	Take public transportation	Take public transportation	Bought uæd vehick last year





About this segment **Dorms to Diplomas**

Thisisthe

#1 dominant segment for this area In this area 70.9% of households fall

into this segment

In the United States

0.5%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

On their own for the first time, Dorms to Diplomas residents are just learning about finance and cooking. Frozen dinners and fast food are common options. Shopping trips are sporadic, and preferences for products are still being established. Many carry a balance on their credit card so they can buy what they want now. Although school and part-time work take up many hours of the day, the remainder is usually filled with socializing and having fun with friends. They are looking to learn life lessons inside and outside of the classroom. This is the first online generation, having had lifelong use of computers, the Internet, cell phones and MP3 players.

Our Neighborhood

- Mix of dorms, on-campus and off-campus housing cater to young renters.
- Off-campus householders are commonly students living alone or with roommates; average household size is 2.2.
- 80% of the housing are apartments; many older homes in town have been converted into multifamily living units.
- With limited parking on campus, many walk, bike or car pool to class.
- Only one in ten homes are owner occupied.

Socioeconomic Traits

- They're the youngest market with half of the population aged 20-24.
- They're impulse buyers who experiment with different brands.
- They buy trendy clothes on a budget.
- Vehicles are just a means of transportationeconomy and environmental impact are factors in purchases, used, imported subcompact cars are a popular choice.
- They value socializing, having fun and learning new things.
- They're always connected; their cell phone is never out of reach.

Market Profile

- They enjoy going out to bars for drinks and maybe a game of billiards.
- With little experience cooking, fast food and frozen dinners are the "go-to" choices.
- Appearance and fashion preferences come from magazines; hair color and teeth whiteners are commonplace.
- They listen to all the latest music on mobile MP3 players.
- They're very active, participating in many sports, especially yoga.
- Use a computer for just about everything including news, entertainment, shopping, blogging, social media, TV, movies and homework





About this segment College Towns

Thisisthe

#2 dominant segment for this area 15.5% of households fall

into this segment

In this area

In the United States

1.0%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

About half the residents of College Towns are enrolled in college, while the rest work for a college or the services that support it. Students have busy schedules, but make time between studying and part-time jobs for socializing and sports. Students that are new to managing their own finances tend to make impulse buys and splurge on the latest fashions. This digitally engaged group uses computers and cell phones for all aspects of life including shopping, school work, news, social media and entertainment. College Towns are all about new experiences, and residents seek out variety and adventure in their lives.

Our Neighborhood

- These are non-family households with many students living alone or with roommates for the first time.
- This segment is a mix of densely developed student housing and dorms with local residences.
- Off-campus, low rent apartments comprise half
 of the housing stock.
- Over three-quarters of the households are renter occupied, with one in ten remaining vacant.
- One-third of homes are single family; mostly occupied by local residents who own their homes.
- This market is bike and pedestrian friendly.

Socioeconomic Traits

- Their limited incomes result in thrifty purchases.
- They do not eat the healthiest foods, nor do they see a doctor regularly.
- They dress to impress with the latest fashions of the season.
- They prefer environmentally friendly products and vehicles that get good gas mileage.
- They're heavily influenced by celebrity endorsements and trends in magazines.
- They feel anything that can be done online is easier than in person.
- They have liberal political views.

Market Profile

- Own a laptop and a portable MP3 player.
- Watch movies and TV programs online; MTV and Comedy Central on TV.
- Use the Internet for social media connections, blogging, paying bills and downloading music.
- Have cell phones only (no landlines) and enjoy customizing them.
- Popular activities: backpacking, Pilates and Frisbee.
- Go out to the movies and out for drinks.





About this segment Modest Income Homes

Thisisthe

#3 dominant segment for this area

In this area 4 6% In the United States

of households fall into this segment

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Families in this urban segment may be non-traditional; however, their religious faith and family values guide their modest lifestyles. Many residents are primary caregivers to their elderly family members. Jobs are not always easy to come by, but wages and salary income are still the main sources of income for most households. Reliance on Social Security and public assistance income is necessary to support single-parent and multi-generational families. High poverty rates in this market make it difficult to make ends meet. Nonetheless, rents are relatively low. Public transportation is available, and Medicaid can assist families in need.

Our Neighborhood

- Households are single person or single parent (usually female householders). Multigenerational families are also present.
- Homes are predominantly single family; values reflect the age of the housing, built more than 60 years ago.
- Over half of the homes are renter occupied; average rent is lower than the U.S. average.
- Most households have no vehicle or one car, with a high dependence on public transportation.

Socioeconomic Traits

- Almost a quarter of adults aged 25 or more have no high school diploma.
- Labor force participation is only 50%, with ٠ unemployment at more than double the U.S. rate
- Income is less than half of the U.S. median ٠ income; one in three households are in poverty, dependent on Social Security, public assistance and Supplemental Security Income.
- Consumers in this market consider traditional gender roles and religious faith very important.
- This market lives for today, choosing to save only for a specific purpose.
- They favor TV as their media of choice and will purchase a product with a celebrity endorsement.

Market Profile

- To make ends meet, consumers shop at warehouse clubs and low-cost retailers.
- Unlikely to own a credit card, they pay their bills in person.
- This market supports multigenerational . families; they are often primary caregivers for elderly family members. On average, Modest Income Homes residents have a higher reliance on Medicaid.
- For entertainment, they listen to gospel and R&B music.
- The recreational activity of choice for residents is basketball.







About this segment Young and Restless

Thisisthe #4

dominant segment

In this area

of households fall

into this segment

In the United States

17%

of households fall into this segment

An overview of who makes up this segment across the United States

Who We Are

Gen Y comes of age: Well-educated young workers, some of whom are still completing their education, are employed in professional/technical occupations, as well as sales and office/administrative support roles. These residents are not established yet, but striving to get ahead and improve themselves. This market ranks in the top 5 for renters, movers, college enrollment and labor-force participation rate. Almost 1 in 5 residents move each year. Close to half of all householders are under the age of 35, the majority living alone or in shared nonfamily dwellings. Median household income is still below the U.S. average. Smartphones are a way of life, and they use the Internet extensively. Young and Restless consumers are diverse, favoring densely populated neighborhoods in large metropolitan areas; more than 50 percent are located in the South (almost a fifth in Texas), with the rest chiefly in the West and Midwest.

Our Neighborhood

- One of the youngest markets Half the householders under age 35; median age 29.4.
- Primarily single-person households with some shared households.
- Highly mobile market, beginning careers and changing addresses frequently.
- Naturally, one of the top five renter markets.
- Apartment rentals popular: 45% in 5-19 unit buildings, 26% in 20+ unit buildings.
- Majority of housing built in 1970 or later (83%).

Socioeconomic Traits

- Education completed: 2 out of 3 have some college, an associate's degree, or a bachelor's degree or higher. Education in progress: almost 15% are still enrolled in college.
- Labor force participation rate is exceptionally high at 75.4%; unemployment is low at 7.8%.
- These are careful shoppers, aware of prices, and demonstrate little brand loyalty.
- They like to be the first to try new products, but prefer to do research before buying the latest electronics.
- Most of their information comes from the Internet and TV, rather than traditional media.
- Carry their cell phone everywhere they go.

Market Profile

- No landline telephone for majority of households, preferring a cell phone only.
- Use their cell phone to text, listen to music, pay bills, redeem coupons, look up directions and access financial information.
- Online activities include banking (with paperless statements), purchasing items on eBay, accessing Twitter and Facebook, and watching movies and TV shows.
- Enjoy dancing, playing pool, watching MTV and Comedy Central programs, reading fashion magazines and playing volleyball.
- Listen to blues, jazz, rap, hip hop, and dance music and read music magazines.
- Purchase natural/organic food, but frequent fast food restaurants.







About this segment **Down the Road**

Thisisthe #5

dominant segment for this area

4.0% of households fall

into this segment

In this area

In the United States

1.1% of households fall

An overview of who makes up this segment across the United States

Who We Are

Down the Road is a mix of low-density, semi-rural neighborhoods in large metropolitan areas; half are located in the South, with the rest chiefly in the West and Mdwest. Amost half of householders live in mobile homes; approximately two-fifths live in single-family homes. These are younger, diverse communities, with the highest proportion of American Indians of any segment. These family-oriented consumers value their traditions. Workers are in service, retail trade, manufacturing and construction industries, with higher proportions in agriculture and mining, compared to the U.S. in general. This market has higher unemployment, much lower median household income and home value, and a fifth of households with income below poverty level.

Our Neighborhood

into this segment

- Two-thirds of households are owned.
- Family market, primarily married couples or single-parent households.
- Close to half of all households live in mobile homes.
- Four-fifths of households were built in 1970 or later.
- About 18% of owned homes are valued under \$50,000 (more than three times the U.S. percentage).

Socioeconomic Traits

- Education completed: 37% with a high school diploma only, 38% with some college education or a degree.
- Unemployment rate is 11.6%, higher than the U.S. rate.
- Labor force participation rate is 59.6%, slightly lower than the U.S.
- Family-oriented, outgoing consumers, they place importance on preserving time-honored customs.
- They put a premium on convenience rather than health and nutrition.

Market Profile

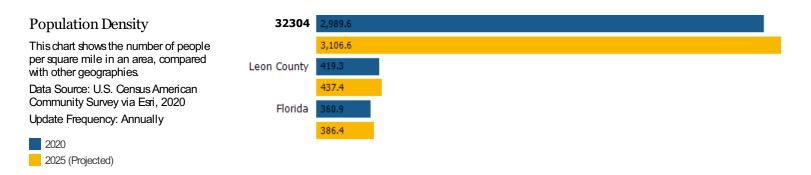
- Purchased a used vehicle in the past year, likely maintaining the vehicle themselves.
- Routinely stop by the convenience store to purchase a lottery ticket.
- Participate in fishing and hunting.
- Visit chat rooms and play games online.
- Listen to the radio, especially at work, with a preference for rap, R&B and hip-hop music.
- Enjoy programs on Animal Planet, typically watching via satellite dish.
- Often prepare quick meals, using packaged or frozen dinner entrees.
- Favorite fast food: pizza.
- Frequent Walmart for all their shopping needs (groceries, clothing, pharmacy, etc.).





Tallahassee, FL 32304: Population Comparison

Total Population	32304	48,879
This chart shows the total population in		50,792
an area, compared with other geographies.	Leon County	294,288
Data Source: U.S. Census American Community Survey via Esri, 2020		306,980
Update Frequency: Annually	Florida	21,165,619
_		22,655,619
2020		
2025 (Projected)		



Population Change Since 2010

This chart shows the percentage change
in area's population from 2010 to 2020,
compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

2020 2025 (Projected)

Total Daytime Population

32304 65,753

32304

Florida

Leon County

3.91%

4.31%

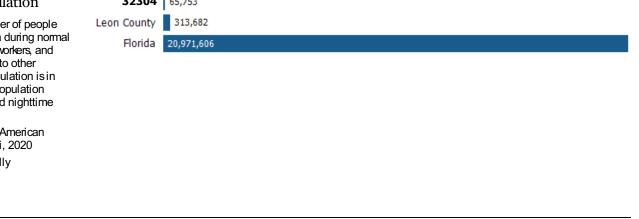
7.04%

This chart shows the number of people who are present in an area during normal business hours, including workers, and compares that population to other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32304







Trade Area Report

32304 4,021.6

Florida 357.6

447.0

Leon County

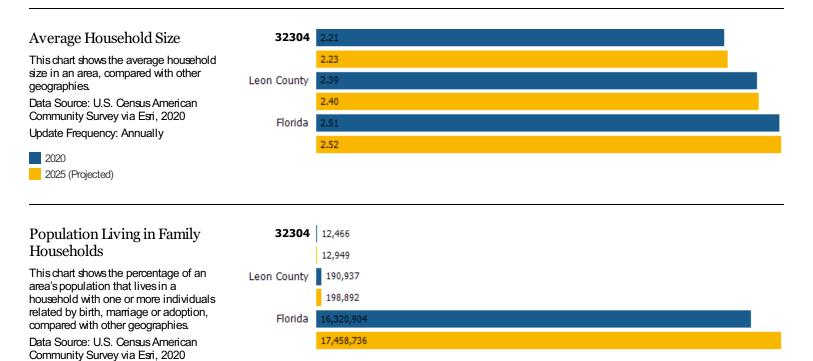
Daytime Population Density

This chart shows the number people who are present in an area during normal business hours, including workers, per square mile in an area, compared with other geographies. Daytime population is in contrast to the "resident" population present during evening and nighttime hours.

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32304



Female / Male Ratio

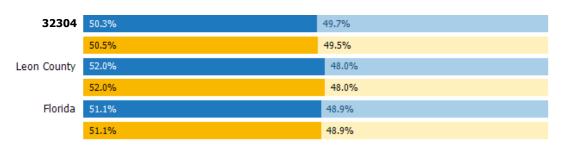
Women 2025 (Projected) Men 2025 (Projected)

2025 (Projected)

Update Frequency: Annually

2020

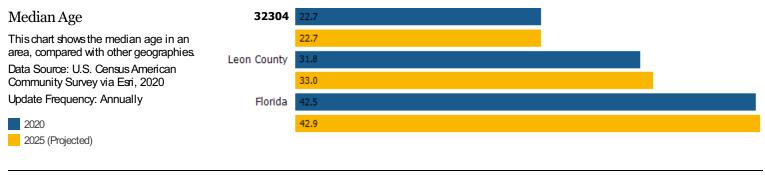
This chart shows the ratio of females to males in an area, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Women 2020 Men 2020

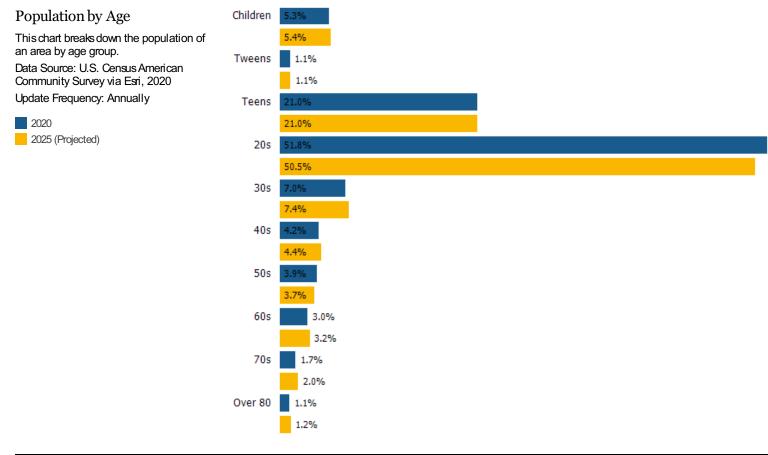


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Tallahassee, FL 32304: Age Comparison





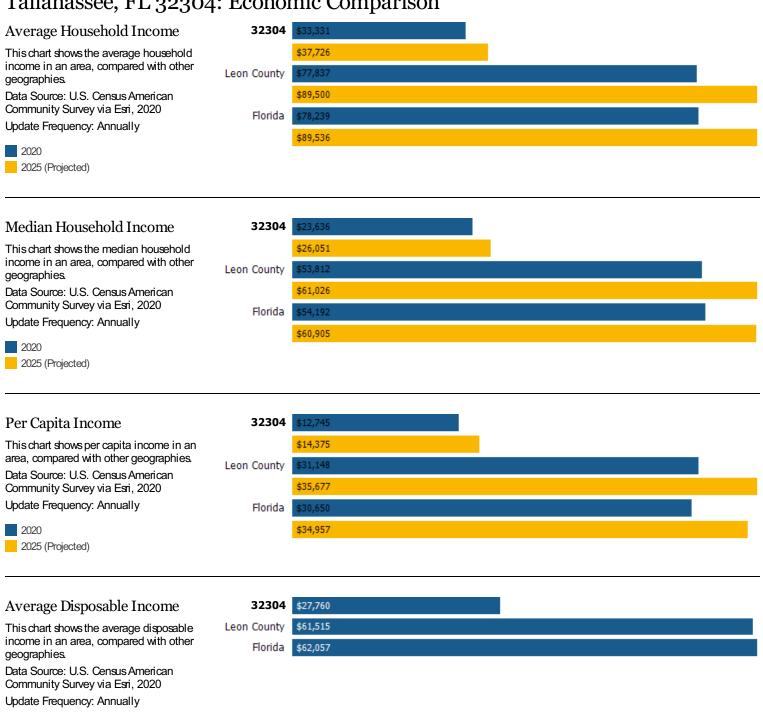


Tallahassee, FL 32304: Marital Status Comparison

Tallallassee, 111 52304	·			
Married / Unmarried Adults	32304	8.1% 91.9%		
Ratio	Leon County	39.0%	61.0%	
This chart shows the ratio of married to unmarried adults in an area, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually	Florida	48.4%	51.6%	
Married Unmarried				
Married	32304	8.1%		
This chart shows the number of people in	Leon County	39.0%		
an area who are married, compared with other geographies.	Florida	48.4%		
Data Source: U.S. Census American Community Survey via Esti, 2020				
Update Frequency: Annually				
Never Married	32304	85.4%		
This chart shows the number of people in an area who have never been married.	Leon County	47.1%		
compared with other geographies.	Florida	31.9%		
Data Source: U.S. Census American Community Survey via Esri, 2020				
Update Frequency: Annually				
Widowed	32304	1.3%		
This chart shows the number of people in	Leon County	3.9%		
an area who are widowed, compared with other geographies.	Florida	6.8%		
Data Source: U.S. Census American Community Survey via Esri, 2020				
Update Frequency: Annually				
Divorced	32304	5.1%		
This chart shows the number of people in	Leon County	10.0%		
an area who are divorced, compared with other geographies.	Florida	13.0%		
Data Source: U.S. Census American Community Survey via Esi, 2020 Update Frequency: Annually				



Tallahassee, FL 32304: Economic Comparison







Trade Area Report

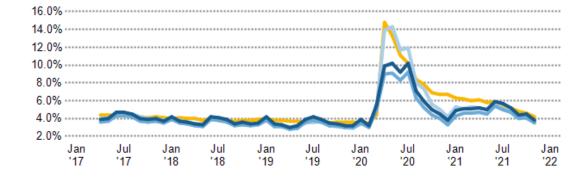
Unemployment Rate

This chart shows the unemployment trend in an area, compared with other geographies.

Data Source: Bureau of Labor Statistics via 3DL

Update Frequency: Monthly





Employment Count by	Accommodation and Food	4,672
Industry	Retail Trade	3,559
This chart shows industries in an area	Education	3,233
and the number of people employed in each category.	Health Care and Social Assistance	2,274
Data Source: Bureau of Labor Statistics via Esri, 2020	Professional, Scientific and Technical	1,275
Update Frequency: Annually	Public Administration	1,232
	Arts, Entertainment and Recreation	1,065
	Administrative Support and Waste Management	898
	Construction	893
	Other	750
	Real Estate, Rental and Leasing	640
	Transportation and Warehousing	448
	Finance and Insurance	406
	Manufacturing	271
	Information	256
	Wholesale Trade	211
	Agriculture, Forestry, Fishing and Hunting	113
	Utilities	70
	Business Management	- 0 orno data
	Mining	0 orno data



32304

Florida

32304 6.0%

3.7%

4.1%

Leon County

Florida

Leon County

9.6%

4.2%

6.6%

Tallahassee, FL 32304: Education Comparison

Less than 9th Grade

This chart shows the percentage of people in an area who have less than a ninth grade education, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

Some High School

This chart shows the percentage of people in an area whose highest educational achievement is some high school, without graduating or passing a high school GED test, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

High School GED

This chart shows the percentage of people in an area whose highest educational achievement is passing a high school GED test, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esi, 2020

Update Frequency: Annually

High School Graduate

This chart shows the percentage of people in an area whose highest educational achievement is high school, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually

32304 16.7% Leon County 14.3% Florida 24.6%

Some College

This chart shows the percentage of people in an area whose highest educational achievement is some college, without receiving a degree, compared with other geographies

Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually







32304	4.5%
Leon County	1.8%
Florida	4.5%



Trade Area Report

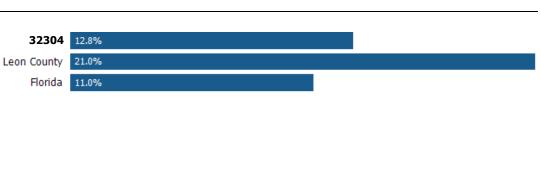
Associate Degree 32304 12.1% Leon County 9.9% This chart shows the percentage of people in an area whose highest Florida 10.2% educational achievement is an associate degree, compared with other geographies Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually 32304 18.2% **Bachelor's Degree** 26.8% This chart shows the percentage of Leon County people in an area whose highest Florida 19.3% educational achievement is a bachelor's degree, compared with other geographies. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually

Grad/Professional Degree

This chart shows the percentage of people in an area whose highest educational achievement is a graduate or professional degree, compared with other geographies Data Source: U.S. Census American

Community Survey via Esri, 2020

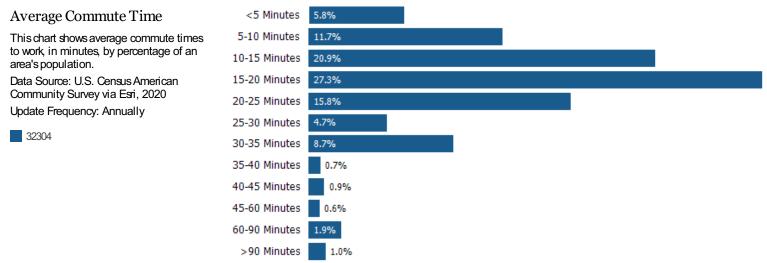
Update Frequency: Annually





Tallahassee, FL 32304: Commute Comparison

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES



	a :	
How People Get to Work	Drive Alone	73.9%
This chart shows the types of	Carpool	9.7%
transportation that residents of the area you searched use for their commute, by	Walk	7.8%
percentage of an area's population.	Public Transit	4.3%
Data Source: U.S. Census American Community Survey via Esri, 2020	Bus	4.2%
Update Frequency: Annually	Work at Home	3.6%
32304	Bicycle	2.6%
_	Taxi	0.7%
	Other	0.7%
	Motorcycle	0.3%
	Ferry	0.1%



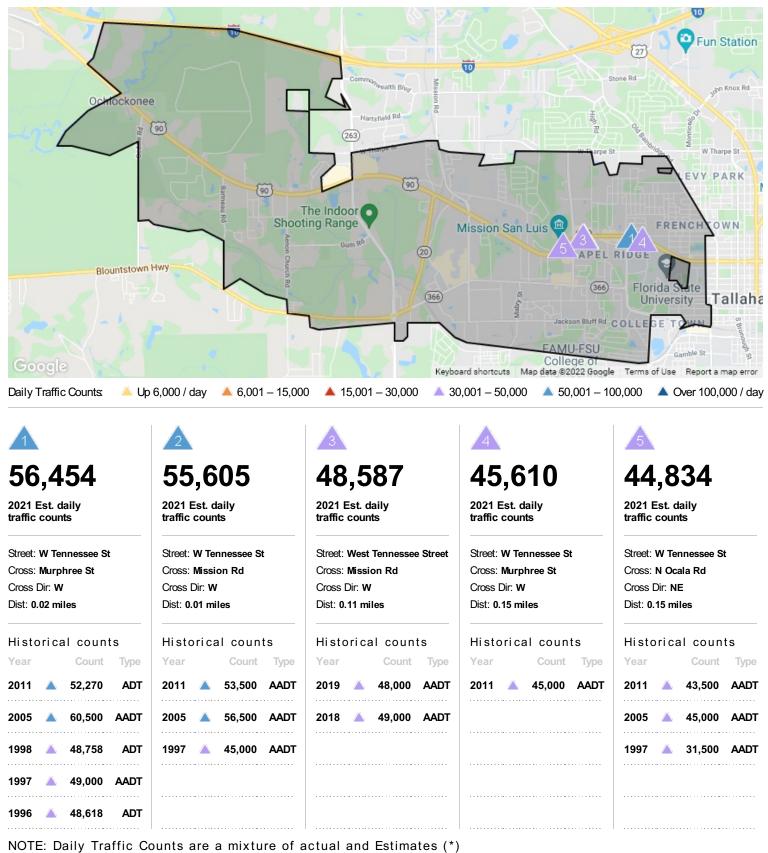
Tallahassee, FL 32304: Home Value Comparison

Median Estimated Home Value	32304	\$124,000
This chart displays property estimates for an area and a subject property, where one has been selected. Estimated home values are generated by a valuation model and are not formal appraisals.	Leon County Florida	\$251,690 \$338,020
Data Source: Valuation calculations based on public records and MLS sources where licensed		
Update Frequency: Monthly		
12 mo. Change in Median	32304	+6.9%
Estimated Home Value	Leon County	+10.7%
This chart shows the 12-month change in the estimated value of all homes in this area, the county and the state. Estimated home values are generated by a valuation model and are not formal appraisals	Florida	+22.2%
Data Source: Valuation calculations based on public records and MLS sources where licensed		
Update Frequency: Monthly		
Median Listing Price	32304	\$120,000
This chart displays the median listing price for homes in this area, the county and the state.	Leon County Florida	\$267,250 \$359,000
Data Source: On- and off-market listings sources		
Update Frequency: Monthly		
12 mo. Change in Median	32304	+13.7%
Listing Price	Leon County	+9.8%
This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.	Florida	+19.7%
Data Source: On- and off-market listings sources Update Frequency: Monthly		





Traffic Counts



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About RPR (Realtors Property Resource)

- Realtors Property Resource[®] is a wholly owned subsidiary of the National Association REALTORS[®].
- RPR offers comprehensive data including a nationwide database of 164 million properties – as well as powerful analytics and dynamic reports exclusively for members of the NAR.
- RPR's focus is giving residential and commercial real estate practitioners, brokers, and MLS and Association staff the tools they need to serve their clients.
- This report has been provided to you by a member of the NAR.

About RPR's Data

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES

RPR generates and compiles real estate and other data from a vast array of sources. The data contained in your report includes some or all of the following:

- Listing data from our partner MLSs and CIEs, and related calculations, like estimated value for a property or median sales price for a local market.
- **Public records data** including tax, assessment, and deed information. Foreclosure and distressed data from public records.
- Market conditions and forecasts based on listing and public records data.
- **Census and employment data** from the U.S. Census and the U.S. Bureau of Labor Statistics.
- **Demographics and trends data** from Esri. The data in commercial and economic reports includes Tapestry Segmentation, which classifies U.S. residential neighborhoods into unique market segments based on socioeconomic and demographic characteristics.
- **Business data** including consumer expenditures, commercial market potential, retail marketplace, SIC and NAICS business information, and banking potential data from Esri.
- School data and reviews from Niche.
- Specialty data sets such as walkability scores, traffic counts and flood zones.

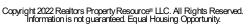
Update Frequency

- Listings and public records data are updated on a continuous basis.
- Charts and statistics calculated from listing and public records data are refreshed monthly.
- Other data sets range from daily to annual updates.

Learn more

🔕 RPR

For more information about RPR, please visit RPR's public website: https://blog.narrpr.com









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