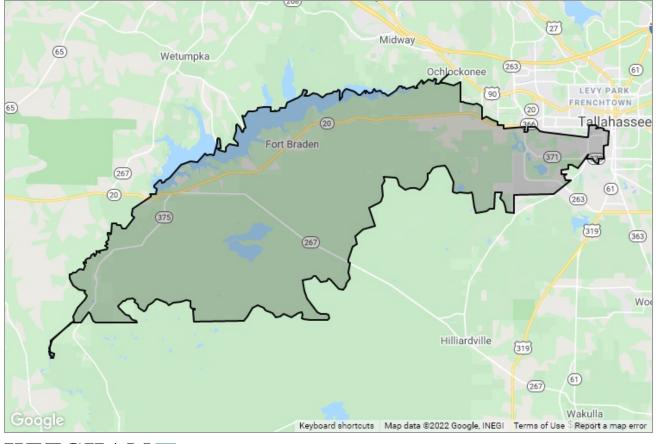


#### COMMERCIAL TRADE AREA REPORT

# Tallahassee, FL 32310





Presented by **Abbe Flynn** Realtor Florida Real Estate License: 3273532



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:
Median Household Income	Median Age
\$35,225	30.6

Population Stats: Total Population 17,792 Segmentation: 1st Dominant Segment Down the Road

#### **Consumer Segmentation**

Life Mode	
What are the people like that live in this area?	Rustic Outposts Country life with older families, older homes

Urbanization Where do people like this usually live?

Semirural Small town living, families with affordable homes

Top Tapestry Segments	Down the Road	College Towns	Southern Satellites	City Commons	Set to Impress
% of Households	1,986 (28.8%)	1,520 (22.1%)	1,054 (15.3%)	691 (10.0%)	622 (9.0%)
Lifestyle Group	Rustic Outposts	Scholars and Patriots	Rustic Outposts	Midtown Singles	Midtown Singles
Urbanization Group	Semirural	Metro Cities	Rural	Metro Cities	Metro Cities
Residence Type	Mobile Homes	Multi-Unit Rentals; Single Family	Single Family or Mobile Homes	Multi-Unit Rentals, Single Family	Multi-Unit Rentals; Single Family
Household Type	Married Couples	Singles	Married Couples	Single Parents	Singles
Average Household Size	2.74	2.12	2.65	2.66	2.1
Median Age	34.3	24.3	39.7	27.6	33.1
Diversity Index	70.5	53.5	38.6	49.5	64.9
Median Household Income	\$36,000	\$28,000	\$44,000	\$17,000	\$29,000
Median Net Worth	\$30,000	\$11,000	\$70,000	\$10,000	\$12,000
Median Home Value	\$104,000	-	\$119,000	-	-
Homeownership	66.4 %	25.5 %	78.6 %	24.1 %	28.8 %
Average Monthly Rent	_	\$890	_	\$650	\$750
Employment	Services or Administration	Students, Services or Professional	Services, Professional or Administration	Services, Administration or Professional	Services, Professional or Administration
Education	High School Graduate	College Degree	High School Graduate	High School Graduate	High School Graduate
Preferred Activities	Visit chat rooms; play games online . Go hunting, fishing.	Use computers, cell phones for everything . Shop impulsively.	Go hunting, fishing . Own a pet dog.	Shop warehouæ clubs/discount . Buy baby/children's products.	Go to rock concerts, nightclubs, zoos . Shop at Walgreens.
Financial	Prefer convenience of frozen meals, fast food	Pay bills online	Shop at Walmart	Own private health care policy	Manage finances online
Media	Watch Animal Planet on satellite TV	Customize cell phones	Listen to country music; watch CMT	Listen to urban radio	Download latest music online
Vehicle	Bought used vehicle last year	Prefer vehicle with good gas mileage	Own, maintain truck	Take public transportation	Own used, imported vehicles





# About this segment **Down the Road**

Thisisthe **#1** 

dominant segment for this area

In this area 28.8% of households fall

into this segment

In the United States

```
1.1%
```

#### of houæholds fall into this ægment

#### 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

- 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.).







# About this segment College Towns

Thisisthe

#2 dominant segment for this area 22.1% 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 Southern Satellites

Thisisthe #3

dominant segment for this area

In this area 15.3% of households fall

into this segment

In the United States

# 3.2%

#### of households fall into this segment

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

# Who We Are

Southern Satellites is the second largest market found in rural settlements, typically within metropolitan areas located primarily in the South. This market is generally nondiverse, slightly older, settled marriedcouple families, who own their homes. Amost two-thirds of the homes are singlefamily structures; a third are mobile homes. Median household income and home value are below average. Workers are employed in a variety of industries, such as manufacturing, health care, retail trade and construction, with higher proportions in mining and agriculture than the U.S. Residents enjoy country living, preferring outdoor activities and DIY home projects.

## Our Neighborhood

- About 79% of households are owned.
- Married couples with no children are the dominant household type, with a number of multi-generational households.
- Most are single-family homes (65%), with a number of mobile homes.
- Most housing units were built in 1970 or later.
- Most households own 1 or 2 vehicles, but owning 3+ vehicles is common

#### Socioeconomic Traits

- Education: almost 40% have a high school diploma only; 41% have college education.
- Unemployment rate is 9.2%, slightly higher than the U.S. rate.
- Labor force participation rate is 59.7%, slightly lower than the U.S.
- These consumers are more concerned about cost rather than quality or brand loyalty.
- They tend to be somewhat late in adapting to technology.
- They obtain a disproportionate amount of their information from TV, compared to other media.

#### Market Profile

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







# About this segment City Commons

Thisisthe #4

dominant segment for this area

10.0% of households fall

into this segment

In this area

In the United States

of households fall

into this segment

# 0.9%

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

# Who We Are

The City Commons segment is one of the youngest and largest markets, primarily comprising single-parent and singleperson households living within large, metro cities. While more than a third have a college degree or spent some time in college, nearly a third have not finished high school, which has a profound effect on their economic circumstance. However, that has not dampened their aspiration to strive for the best for themselves and their children.

#### Our Neighborhood

- Single parents, primarily female, and singles head these young households.
- Average household size is slightly higher than the U.S. average at 2.66.
- City Commons are found in large metropolitan cities, where most residents rent apartments in midrise buildings.
- Neighborhoods are older, built before 1960, with high vacancy rates.
- Typical of the city, many households own either one vehicle or none, and use public transportation or taxis.

#### Socioeconomic Traits

- Although some have college degrees, nearly one in three have not graduated from high school.
- Unemployment is very high at 24%; labor force participation is low at 54%.
- Most households receive income from wages or salaries, but nearly one in four receive contributions from Social Security and public assistance.
- Consumers endeavor to keep up with the latest fashion trends.
- Most families prefer the convenience of fastfood restaurants to cooking at home.

# Market Profile

- Baby and children's products, like food and clothing, are the primary purchases.
- They shop primarily at warehouse clubs like Sam's Club and discount department stores such as Kmart.
- While most residents obtain privately issued medical insurance plans, some are covered by Federal programs like Medicaid.
- They subscribe to cable TV; children-oriented programs are popular, as are game shows and home shopping channels.
- Magazines are extremely popular sources of news and the latest trends, including baby, bridal and parenthood types of magazines
- They enjoy listening to urban radio.







# About this segment Set to Impress

Thisisthe #5

dominant segment for this area

In this area 9.0% In the United States

```
14%
```

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

Set to Impress is depicted by medium to large multi-unit apartments with lower than average rents. These apartments are often nestled into neighborhoods with other businesses or single-family housing. Nearly one in three residents is 20 to 34 years old, and more than half of the homes are non-family households. Athough many residents live alone, they preserve close connections with their family. Income levels are low; many work in food service while they are attending college. This group is always looking for a deal. They are very conscious of their image and seek to bolster their status with the latest fashion. Set to Impress residents are tapped into popular music and the local music scene.

# Our Neighborhood

- Residents are better educated and mobile.
- Unemployment is higher, although many are still enrolled in college.
- They always have an eye out for a sale and will stock up when the price is right.
- They prefer name brands, but will buy generic when it is a better deal.
- Quick meals on the run are a reality of life.
- They're image-conscious consumers who dress to impress and often make impulse buys.
- They maintain close relationships with family.

#### Socioeconomic Traits

- Apartment complexes represented by multiple multi-unit structures are often nestled in neighborhoods with single-family homes or businesses.
- Renters make up nearly three quarters of all ٠ households.
- They're found mostly in urban areas, but also in suburbs.
- Single-person households make up over 40% of all households.
- It is easy enough to walk or bike to work for many residents.

# Market Profile

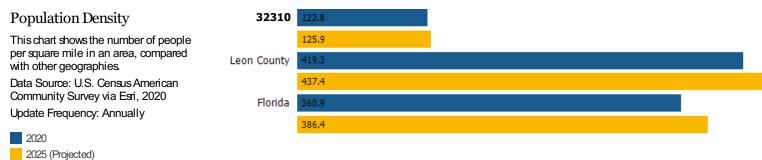
- They listen to a variety of the latest music and download music online.
- Majority have cell phones only, no landlines.
- They use the Internet for social media and managing finances.
- They own used, imported vehicles.
- They shop at Walgreens.
- They enjoy leisure activities including going to rock concerts, night clubs and the zoo.





# Tallahassee, FL 32310: Population Comparison

Total Population	32310	17,792
This chart shows the total population in an area, compared with other geographies.	Leon County	18,234 294,288
Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually		306,980
	Florida	21,165,619
		22,655,619
2020		
2025 (Projected)		



Popul	lation Ch	ange 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**

32310 17,827

32310

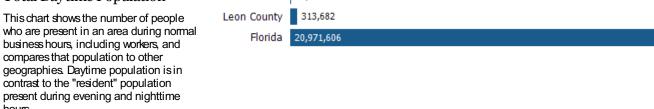
Florida

Leon County

2.48%

4.31%

7.04%



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

Update Frequency: Annually

32310

hours.







#### **Daytime Population Density** 32310 123.1 Leon County 447.0 This chart shows the number people who are present in an area during normal Florida 357.6 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

32310

#### Average Household Size 32310 2.44 2.45 This chart shows the average household size in an area, compared with other Leon County geographies. 2.40 Data Source: U.S. Census American Community Survey via Esri, 2020 Florida Update Frequency: Annually 2.52 2020 2025 (Projected) Population Living in Family 32310 11,990 Households 12,267 This chart shows the percentage of an Leon County 190,937 area's population that lives in a 198,892 household with one or more individuals related by birth, marriage or adoption, Florida compared with other geographies. Data Source: U.S. Census American 17,458,736

2020

Female / Male Ratio

This chart shows the ratio of females to males in an area, compared with other

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

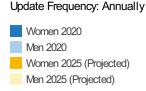
Community Survey via Esri, 2020 Update Frequency: Annually

2025 (Projected)

geographies.

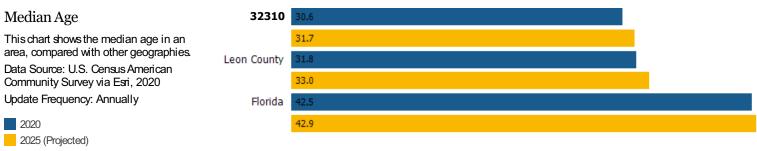
🔕 RPR

# 32310 49.7% 50.3% 49.7% 50.3% Leon County 52.0% 48.0% 52.0% 48.0% Florida 51.1% 48.9%





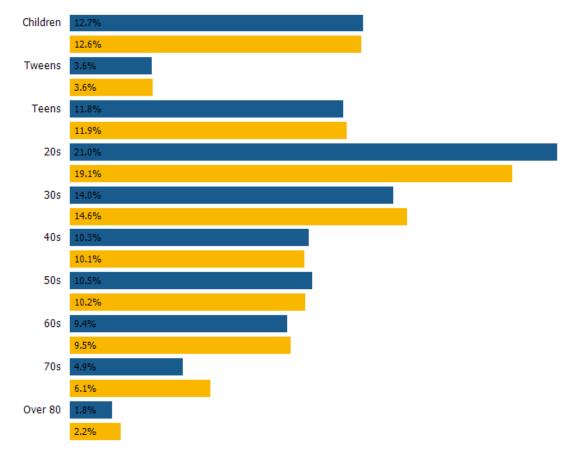
# Tallahassee, FL 32310: Age Comparison



## Population by Age

This chart breaks down the population of an area by age group. Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually

2020 2025 (Projected)





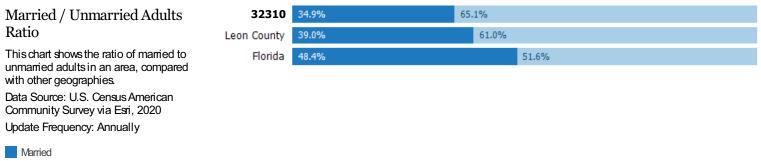
32310 34.9%

Florida 48.4%

Leon County

39.0%

# Tallahassee, FL 32310: Marital Status Comparison



Unmarried

# Married

This chart shows the number of people in an area who are married, compared with other geographies.

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

Update Frequency: Annually

#### Never Married

This chart shows the number of people in an area who have never been married. compared with other geographies.



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

Update Frequency: Annually

#### Widowed

This chart shows the number of people in an area who are widowed, compared with other geographies.

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

32310 4.5% 3.9% Leon County Florida 6.8%

#### Divorced

This chart shows the number of people in an area who are divorced, compared with other geographies.

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

Update Frequency: Annually

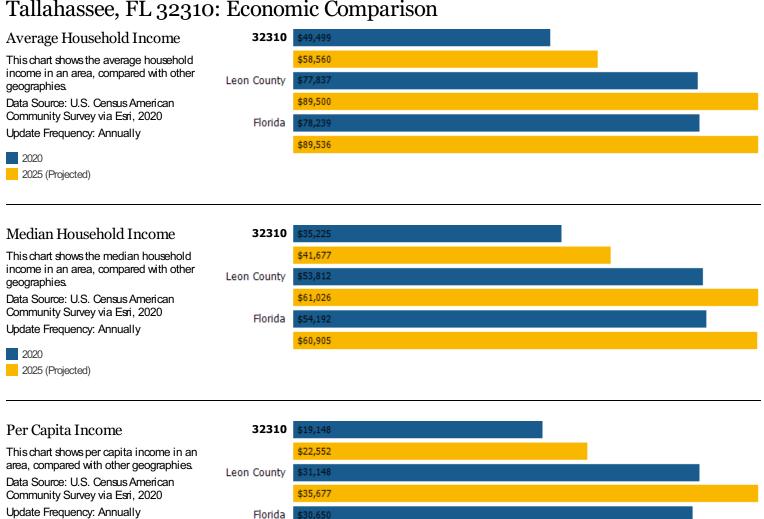


Florida 13.0%





# Tallahassee, FL 32310: Economic Comparison



\$34,957

2020 2025 (Projected)

#### Average Disposable Income

This chart shows the average disposable income in an area, compared with other geographies. Data Source: U.S. Census American

Community Survey via Esri, 2020 Update Frequency: Annually

32310	\$41,073
Leon County	\$61,515
Florida	\$62,057





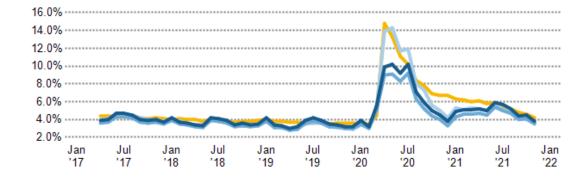
## **Unemployment Rate**

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	Retail Trade	1,151
Industry	Education	1,131
This chart shows industries in an area	Accommodation and Food	1,025
and the number of people employed in each category.	Public Administration	728
Data Source: Bureau of Labor Statistics via Esri, 2020	Health Care and Social Assistance	708
Update Frequency: Annually	Construction	644
	Administrative Support and Waste Management	561
	Professional, Scientific and Technical	416
	Other	332
	Transportation and Warehousing	318
	Finance and Insurance	216
	Real Estate, Rental and Leasing	199
	Wholesale Trade	170
	Manufacturing	128
	Arts, Entertainment and Recreation	75
	Utilities	67
	Information	48
	Agriculture, Forestry, Fishing and Hunting	43
	Business Management	0 orno data
	Mining	0 orno data



32310 8.6%

32310 7.1%

3.7%

4.1%

Leon County

Florida

4.2%

6.6%

Leon County

Florida

# Tallahassee, FL 32310: 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 Esi, 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

# 32310 24.6% 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







# 32310 4.0% Leon County 1.8% Florida 4.5%



32310 8.1%

Florida 10.2%

9.9%

Leon County

#### Associate Degree

This chart shows the percentage of people in an area whose highest educational achievement is an associate degree, compared with other geographies

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

Update Frequency: Annually

#### **Bachelor's Degree**

geographies.

32310 16.3% 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 Data Source: U.S. Census American Community Survey via Esri, 2020 Update Frequency: Annually Grad/Professional Degree 32310 11.0% Leon County 21.0% Florida 11.0%

This chart shows the percentage of people in an area whose highest educational achievement is a graduate or professional degree, compared with other geographies.

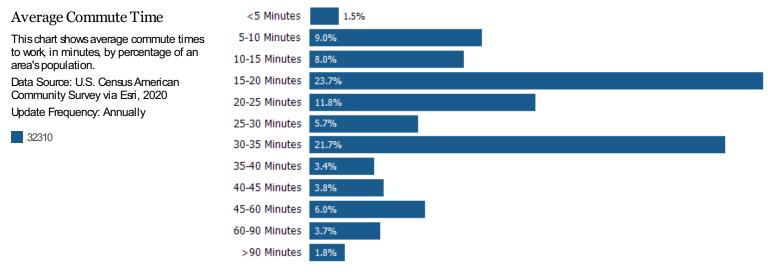
Data Source: U.S. Census American Community Survey via Esri, 2020

Update Frequency: Annually



# Tallahassee, FL 32310: Commute Comparison

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES



Drive Alone	73.2%
Carpool	19.2%
Bus	3.2%
Public Transit	3.2%
Walk	2.7%
Work at Home	2.1%
Other	1.0%
Motorcycle	0.4%
Bicycle	0.3%
	Carpool Bus Public Transit Walk Work at Home



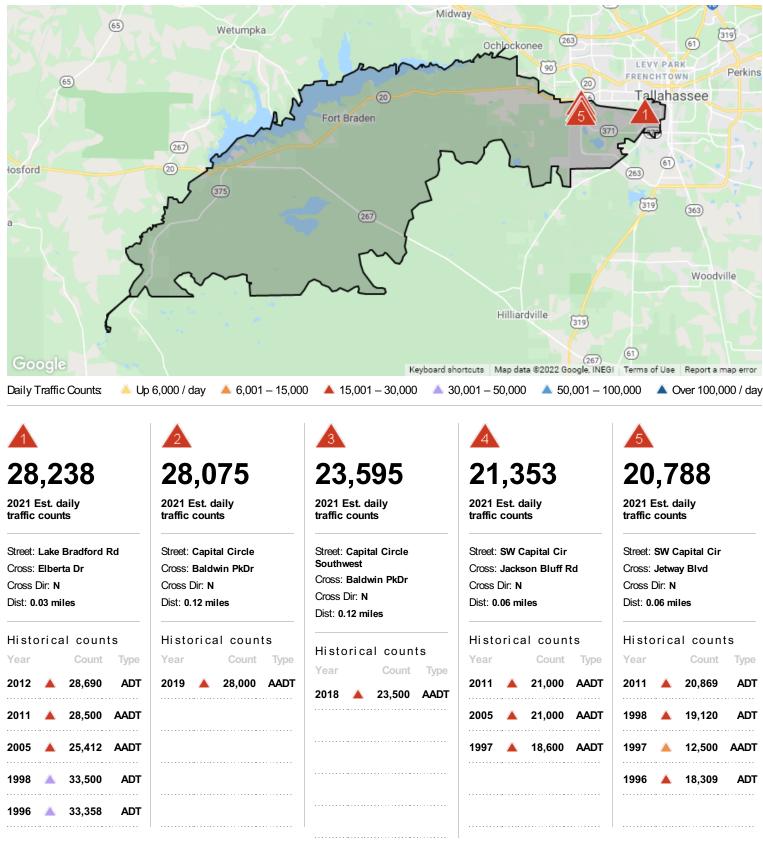
# Tallahassee, FL 32310: Home Value Comparison

Median Estimated Home Value	32310	\$144,000			
This chart displays property estimates for an area and a subject property, where one has been selected. Estimated home	Leon County	\$251,690			
	Florida	\$338,020			
values are generated by a valuation model and are not formal appraisals.					
Data Source: Valuation calculations					
based on public records and MLS sources where licensed					
Update Frequency: Monthly					
12 mo. Change in Median	32310	+12.1%			
Estimated Home Value	Leon County	+10.7%			
This chart shows the 12-month change in the estimated value of all homes in this	Florida	+22.2%			
area, the county and the state. Estimated					
home values are generated by a valuation model and are not formal					
appraisals					
Data Source: Valuation calculations based on public records and MLS sources					
where licensed					
Update Frequency: Monthly					
Median Listing Price	32310	\$147,000			
This chart displays the median listing	Leon County	\$267,250			
price for homes in this area, the county and the state.	Florida	\$359,000			
Data Source: On- and off-market listings					
sources					
Update Frequency: Monthly					
12 mo. Change in Median	32310	-5.8%			
Listing Price	Leon County	+9	.8%		
This chart displays the 12-month change	Florida		9.7%		
in the median listing price of homes in this area, and compares it to the county					
and state.					
Data Source: On- and off-market listings sources					
Update Frequency: Monthly					



# **Traffic Counts**

CATRS CAPITAL AREA TECHNOLOGY & REALTOR® SERVICES



NOTE: Daily Traffic Counts are a mixture of actual and Estimates (\*)

🔕 RPR



# About RPR (Realtors Property Resource)

- Realtors Property Resource<sup>®</sup> is a wholly owned subsidiary of the National Association REALTORS<sup>®</sup>.
- 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.

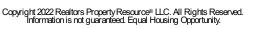
# **Update Frequency**

- 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







lian Sale

e 12-Mont



合

ASSOCIATION OF REALTORS<sup>®</sup>