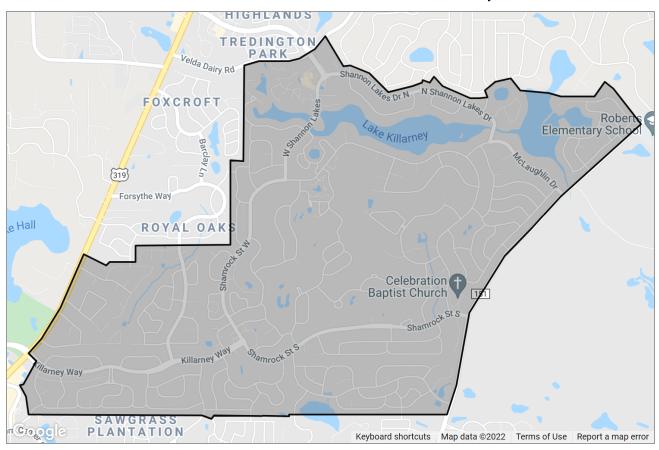


COMMERCIAL TRADE AREA REPORT

Killearn in Tallahassee, FL





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:

Median Household Income

\$91,588

Age: Median Age 48.2

Population Stats: **Total Population 10,245**

Segmentation:
1st Dominant Segment
Savvy Suburbanites

Consumer Segmentation

Life Mode

What are the people like that live in this area?

Affluent Estates

Established wealth-educated, well-travelled

married couples

Urbanization

Where do people like this usually live?

Suburban Periphery

Affluence in the suburbs, married couple-families,

longer commutes

Top Tapestry Segments	Savvy Suburbanites	Exurbanites	Golden Years	In Style	Green Acres
% of Households	2,224 (53.5%)	1,455 (35.0%)	470 (11.3%)	7 (0.2%)	1 (0.0%)
Lifestyle Group	Affluent Estates	Affluent Estates	Senior Styles	GenXurban	Cozy Country Living
Urbanization Group	Suburban Periphery	Suburban Periphery	Suburban Periphery	Metro Cities	Rural
Residence Type	Single Family	Single Family	Multi-Units; Single Family	Single Family	Single Family
Household Type	Married Couples	Married Couples	Singles	Married Couples Without Kids	Married Couples
Av erage Household Size	2.83	2.48	2.05	2.33	2.69
Median Age	44.1	49.6	51	41.1	43
Diversity Index	33.2	32.6	40.6	36.9	24
Median Household Income	\$104,000	\$98,000	\$61,000	\$66,000	\$72,000
Median Net Worth	\$502,000	\$451,000	\$140,000	\$128,000	\$226,000
Median Home Value	\$311,000	\$346,000	\$283,000	\$214,000	\$197,000
Homeownership	91 %	85.4 %	63.7 %	68.8 %	86.7 %
Employment	Professional or Management	Professional or Management	Professional or Services	Professional or Management	Professional or Management
Education	College Degree	College Degree	College Degree	College Degree	College Degree
Preferred Activities	Enjoy good food, wine . DIY gardening, home remodeling.	Contract for home care services. Prefer natural, organic products.	Travel overseas frequently . Shop, pay bills, track investments online.	Support arts, concerts, theaters, museums . Use coupons, mobile coupons	Are member of veterans' club, fratemal order . Do home improvement projects.
Financial	Carry first, second mortgages	Invest actively; use financial planners	Manage portfolios of CDs, stocks	Hold retirement savings, insurance policies	Bank, pay bills online
Media	Shop, bank online	Support public TV/radio	Watch cable TV; read newspapers	Carry, use smartphones	Watch TV by satellite
Vehicle	Prefer late-model SUVs, minivans, station wagons	Choose late-model luxury cars, SUVs	Prefer late-model vehicle	Own late-model SUVs or trucks	Own truck/SUV





About this segment Savvy Suburbanites

Thisisthe

#1

dominant segment for this area

In this area

53.5%

of households fall into this segment

In the United States

3.0%

of households fall into this segment

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

Who We Are

Sawy Suburbanites residents are well educated, well read and well capitalized. Families include empty nesters and empty nester wannabes, who still have adult children at home. Located in older neighborhoods outside the urban core, their suburban lifestyle includes home remodeling and gardening plus the active pursuit of sports and exercise. They enjoy good food and wine, plus the amenities of the city's cultural events.

Our Neighborhood

- Established neighborhoods (most built between 1970 and 1990) found in the suburban periphery of large metropolitan markets.
- Married couples with no children or older children; average household size is 2.83.
- 91% owner occupied; 71% mortgaged.
- Primarily single-family homes, with a median value of \$311,000.
- Low vacancy rate at 4.5%.

Socioeconomic Traits

- Education: 48.1% college graduates; 76.1% with some college education.
- Low unemployment at 5.8%; higher labor force participation rate at 68.5% with proportionately more two-worker households at 65.4%.
- Well-connected consumers that appreciate technology and make liberal use of it for everything from shopping and banking to staying current and communicating.
- Informed shoppers that do their research prior to purchasing and focus on quality.

Market Profile

- Residents prefer late model, family-oriented vehicles: SUVs, minivans, and station wagons.
- Gardening and home remodeling are priorities, usually DIY. Riding mowers and power tools are popular, although they also hire contractors for the heavy lifting.
- There is extensive use of housekeeping and personal care services.
- Foodies: They like to cook and prefer natural or organic products.
- These investors are financially active, using a number of resources for informed investing.
 They are not afraid of debt; many households carry first and second mortgages, plus home equity credit lines.
- Physically fit, residents actively pursue a number of sports, from skiing to golf, and invest heavily in sports gear and exercise equipment.





About this segment

Exurbanites

Thisisthe

#2

dominant segment for this area

In this area

35.0%

of households fall into this segment

In the United States

1.9%

of households fall into this segment

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

Who We Are

Exurbanites residents are approaching retirement but showing few signs of slowing down. They are active in their communities, generous in their donations, and seasoned travelers. They take advantage of their proximity to large metropolitan centers to support the arts, but prefer a more expansive home style in less crowded neighborhoods. They have cultivated a lifestyle that is both affluent and urbane.

Our Neighborhood

- Established neighborhoods (most built between 1970 and 1990) found in the suburban periphery of large metropolitan markets.
- A larger market of empty nesters, married couples with no children; average household size is 2.48.
- Primarily single-family homes with a high median value of \$346,000, most still carrying mortgages.
- Higher vacancy rate at 9%.

Socioeconomic Traits

- Residents are college educated; more than half have a bachelor's degree or higher, almost 80% have some college education.
- This labor force is beginning to retire. One in three households currently receive Social Security or retirement income. Labor force participation has declined to less than 60%.
- Unemployment remains low at 5.5%; more of the residents prefer self-employment or working from home.
- Consumers are more interested in quality than cost. They take pride in their homes and foster a sense of personal style.
- Exurbanites residents are well connected, using the Internet for everything from shopping to managing their finances.
- Sociable and hardworking, they still find time to stay physically fit.

Market Profile

- Exurbanites residents' preferred vehicles are late-model luxury cars or SUVs.
- They are active supporters of the arts and public television/radio.
- Attentive to ingredients, they prefer natural or organic products.
- Gardening and home improvement are priorities, but they also use a number of services, from home care and maintenance to personal care.
- Financially active with wide-ranging investments, these investors rely on financial planners, extensive reading and the Internet to handle their money.





About this segment Golden Years

Thisisthe

#3

dominant segment for this area

In this area

11.3%

of households fall into this segment

In the United States

1.3%

of households fall into this segment

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

Who We Are

Golden Years residents are independent, active seniors nearing the end of their careers or already in retirement. This market is primarily singles living alone or empty nesters. Those still active in the labor force are employed in professional occupations; however, these consumers are actively pursuing a variety of leisure interests—travel, sports, dining out, museums and concerts. They are involved, focused on physical fitness and enjoying their lives. This market is smaller, but growing, and financially secure.

Our Neighborhood

- This older market has a median age of 51 years and a disproportionate share (nearly 30%) of residents aged 65 years or older.
- Single-person households (over 40%) and married-couple families with no children (onethird) dominate these neighborhoods; average household size is low at 2.05.
- Most of the housing was built after 1970; approximately 43% of householders live in single-family homes and 42% in multi-unit dwellings.
- These neighborhoods are found in large metropolitan areas, outside central cities, scattered across the U.S.

Socioeconomic Traits

- Golden Years residents are well educated— 20% have graduate or professional degrees, 26% have bachelor's degrees, and 26% have some college credits.
- Unemployment is low at 7%, but so is labor force participation at 55%, due to residents reaching retirement.
- Median household income is higher in this market, more than \$61,000. Although wages still provide income to 2 out of 3 households, eamed income is available from investments, Social Security benefits and retirement income.
- These consumers are well connected: Internet access is used for everything from shopping or paying bills to monitoring investments and entertainment.
- They are generous supporters of the arts and charitable organizations.
- They keep their landlines and view cell phones more as a convenience.

Market Profile

- Avid readers, they regularly read daily newspapers, particularly the Sunday edition.
- They subscribe to cable TV; news and sports programs are popular as well as on-demand movies.
- They use professional services to maintain their homes inside and out and minimize their chores
- Leisure time is spent on sports (tennis, golf, boating and fishing) or simple exercise like walking.
- Good health is a priority; they believe in healthy eating, coupled with vitamins and dietary supplements.
- Active social lives include travel, especially abroad, plus going to concerts and museums.
- Residents maintain actively managed financial portfolios that include a range of instruments such as common stock and certificates of deposit (more than six months).







About this segment

In Style

Thisisthe

#4

dominant segment for this area

In this area

0.2%

of households fall into this segment

In the United States

2.2%

of households fall into this segment

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

Who We Are

In Style denizens embrace an urbane lifestyle that includes support of the arts, travel and extensive reading. They are connected and make full use of the advantages of mobile devices. Professional couples or single households without children, they have the time to focus on their homes and their interests. The population is slightly older and already planning for their retirement.

Our Neighborhood

- · City dwellers of large metropolitan areas.
- Married couples, primarily with no children or single households; average household size at 2.33.
- Home ownership average at 69%; more than half, 51%, mortgaged.
- Primarily single-family homes, in older neighborhoods (built before 1980), with a mix of town homes and smaller (5-19 units) apartment buildings.
- Median home value at \$213,500.
- Vacant housing units at 8.8%.

Socioeconomic Traits

- College educated: 46% are graduates; 75% with some college education.
- Low unemployment is at 5.6%; higher labor force participation rate is at 68% with proportionately more two-worker households.
- Median household income of \$65,600 reveals an affluent market with income supplemented by investments and a substantial net worth.
- Connected and knowledgeable, they carry smartphones and use many of the features.
- Attentive to price, they use coupons, especially mobile coupons.

Market Profile

- Partial to late model SUVs or trucks.
- Homes integral part of their style; invest in home remodeling/maintenance, DIY or contractors; housekeeping hired.
- Prefer organic foods, including growing their own vegetables.
- Financially active, from a variety of investments to home equity lines of credit.
- Meticulous planners, both well insured and well invested in retirement savings.
- Generous with support of various charities and causes.
- Actively support the arts, theater, concerts and museums.





About this segment

Green Acres

Thisisthe

#5

dominant segment for this area

In this area

0.0%

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

The Green Acres lifestyle features country living and self-reliance. They are avid do-it-yourselfers, maintaining and remodeling their homes, with all the necessary power tools to accomplish the jobs. Gardening, especially growing vegetables, is also a priority, again with the right tools, tillers, tractors and riding mowers. Outdoor living also features a variety of sports: hunting and fishing, motorcycling, hiking and camping, and even golf. Self-described conservatives, residents of Green Acres remain pessimistic about the near future yet are heavily invested in it.

Our Neighborhood

- Rural endaves in metropolitan areas, primarily (not exclusively) older homes with acreage; new housing growth in
- the past 10 years.
- Single-family, owner-occupied housing, with a median value of \$197,000.
- An older market, primarily married couples, most with no children.

Socioeconomic Traits

- Education: 60% are college educated.
- Unemployment is low at 6%; labor force participation rate is high at 67.4%.
- Income is derived not only from wages and salaries but also from self-employment (more than 15% of households), investments (30% of households), and increasingly, from retirement.
- They are cautious consumers with a focus on quality and durability.
- Comfortable with technology, more as a tool than a trend: banking or paying bills online is convenient; but the Internet is not viewed as entertainment.
- Economic outlook is professed as pessimistic, but consumers are comfortable with debt, primarily as home and auto loans, and investments.

Market Profile

- Purchasing choices reflect Green Acres' residents country life, including a variety of vehicles from trucks and SUVs to ATVs and motorcycles, preferably late model.
- Homeowners favor DIY home improvement projects and gardening.
- Media of choice are provided by satellite service, radio and television, also with an emphasis on country and home and garden.
- Green Acres residents pursue physical fitness vigorously, from working out on home exercise equipment to playing a variety of sports.
- Residents are active in their communities and a variety of social organizations, from fraternal orders to veterans' clubs.







Killearn in Tallahassee, FL: Population Comparison

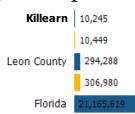
Total Population

This chart shows the total population in an area, compared with other geographies

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

2020

2025 (Projected)



22,655,619

Population Density

This chart shows the number of people per square mile in an area, compared with other geographies.

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

2020

2025 (Projected)



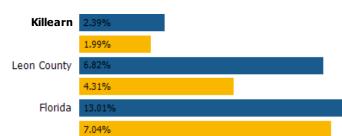
Population Change Since 2010

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

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

Killeam









Trade Area Report

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

Killearn



Average Household Size

This chart shows the average household size in an area, compared with other geographies

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

2020

2025 (Projected)

Killearn	2.46
	2.47
Leon County	2.39
	2.40
Florida	2.51
	2.52

Population Living in Family Households

This chart shows the percentage of an area's population that lives in a household with one or more individuals related by birth, marriage or adoption, compared with other geographies.

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

Update Frequency: Annually

2020

2025 (Projected)



Female / Male Ratio

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

Women 2025 (Projected)

Men 2025 (Projected)

Killearn	52.5%	47.5%
	52.4%	47.6%
Leon County	52.0%	48.0%
	52.0%	48.0%
Florida	51.1%	48.9%
	51.1%	48.9%







Killearn in Tallahassee, FL: Age Comparison



This chart shows the median age in an area, compared with other geographies.

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

Update Frequency: Annually

2020

2025 (Projected)



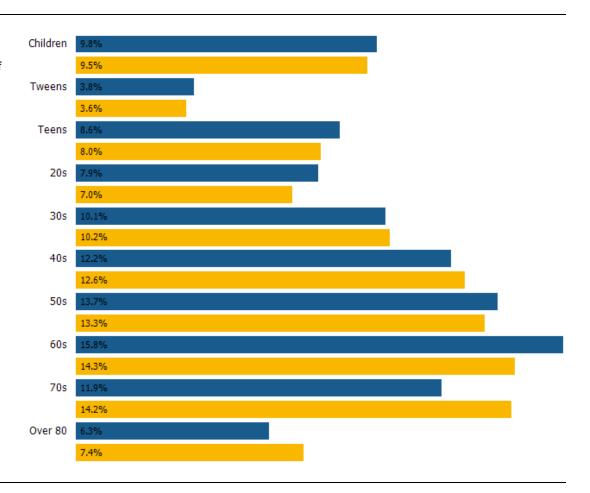
Population by Age

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)







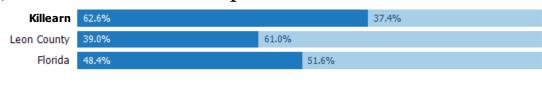
Killearn in Tallahassee, FL: Marital Status Comparison

Married / Unmarried Adults Ratio

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





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



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







Killearn in Tallahassee, FL: Economic Comparison

Average Household Income

This chart shows the average household income in an area, compared with other geographies

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

2020

2025 (Projected)



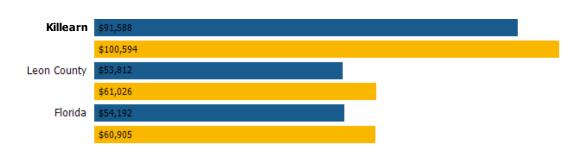
Median Household Income

This chart shows the median household income in an area, compared with other geographies.

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

2020

2025 (Projected)



Per Capita Income

This chart shows per capita income in an area, compared with other geographies.

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

Update Frequency: Annually

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

 Killearn
 \$89,137

 Leon County
 \$61,515

 Florida
 \$62,057





Trade Area Report

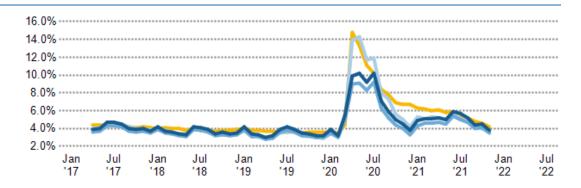
Unemployment Rate

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

Data Source: Bureau of Labor Statistics via 3DL

Update Frequency: Monthly



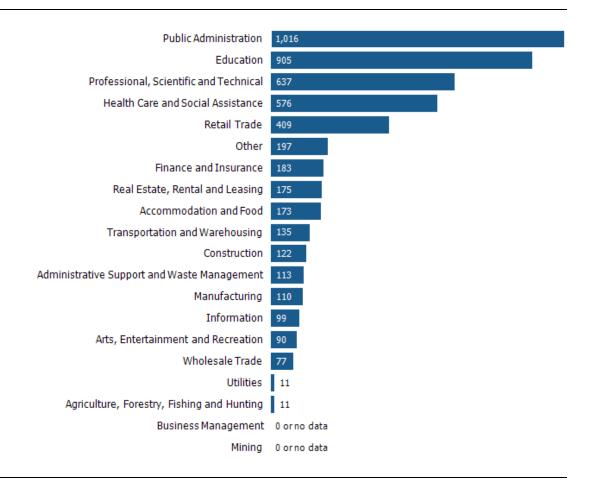


Employment Count by Industry

This chart shows industries in an area and the number of people employed in each category.

Data Source: Bureau of Labor Statistics via Esi, 2020

Update Frequency: Annually









Killearn in Tallahassee, FL: 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



Leon County 4.2%

Florida 6.6%

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 Esri, 2020 Update Frequency: Annually

Killearn 1.7%

Leon County 3.7%

> Florida 4.1%

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

Killearn 7.3%

Leon County

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

Killearn 12.2%

18.4%

Leon County

Florida 19.6%







Trade Area Report

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 Update Frequency: Annually

Killearn	10.1

Leon County 9.9%

Florida 10.2%

Community Survey via Esri, 2020

Bachelor's Degree

This chart shows the percentage of people in an area whose highest 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

Killearn 36.9%

26.8% Leon County

Florida 19.3%

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

Killearn 29.9%

Leon County

21.0%

Florida 11.0%







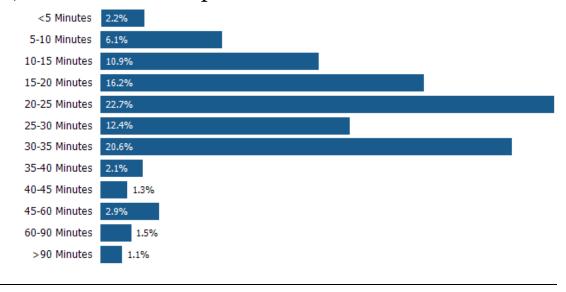
Killearn in Tallahassee, FL: Commute Comparison

Average Commute Time

This chart shows average commute times to work, in minutes, by percentage of an area's population.

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

Killeam



How People Get to Work

This chart shows the types of transportation that residents of the area you searched use for their commute, by percentage of an area's population.

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

Update Frequency: Annually

Killeam

Drive Alone	89.2%	
Carpool	9.0%	
Work at Home	6.8%	
Other	0.8%	
Walk	0.6%	
Bus	0.5%	
Public Transit	0.5%	
	-	







Killearn in Tallahassee, FL: Home Value Comparison

Median Estimated Home Value

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.

Data Source: Valuation calculations based on public records and MLS sources where licensed

Update Frequency: Monthly



12 mo. Change in Median **Estimated Home Value**

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.

Data Source: Valuation calculations based on public records and MLS sources

where licensed

Update Frequency: Monthly

Killearn	+16.7%	
Leon County	+10.7%	

Median Listing Price

This chart displays the median listing price for homes in this area, the county and the state.

Data Source: On- and off-market listings sources

Update Frequency: Monthly

\$355,000 Killearn Leon County \$275,000

Florida \$364,900

Florida

+23.9%

12 mo. Change in Median Listing Price

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.

Data Source: On- and off-market listings sources

Update Frequency: Monthly

Killearn +22.4% Leon County

+12.2%

Florida

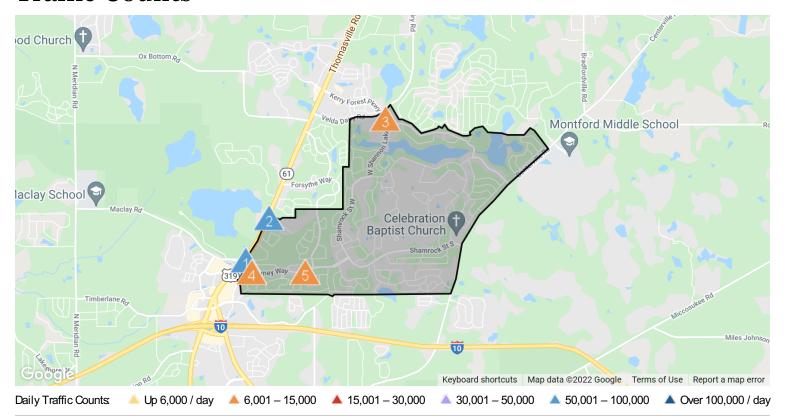
+21.1%







Traffic Counts





55,591

2021 Est. daily traffic counts

Street: Thomasville Rd Cross: Tallahassee Dr Cross Dir: NE Dist: 0.04 miles

Historical counts
Year Count Type
2011 52,500 AADT
2005 58,000 AADT
1997 25,500 AADT



53,112

2021 Est. daily traffic counts

Street: Thomasville Rd Cross: Thirlestane Rd Cross Dir: SW Dist: 0.04 miles



13,794

2021 Est. daily traffic counts

Street: Kerry Forest Pky Cross: Velda Dairy Rd Cross Dir: NW Dist: 0.07 miles

 Year
 Count
 Type

 2011
 ▲ 13,524
 ADT

 1998
 ▲ 9,433
 ADT

 1996
 ▲ 8,832
 ADT



13,330

2021 Est. daily traffic counts

Street: Killarney Way
Cross: Monaghan Dr
Cross Dir: NW
Dist: 0.05 miles

Historical counts
Year Count Type
2005 12,913 AADT
1997 13,400 AADT



11,646

2021 Est. daily traffic counts

Street: Killarney Way
Cross: Tullamore Ln
Cross Dir: W
Dist: 0.04 miles

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







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

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

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







