

Health and Beauty Market Potential

lopi Prepared by Esri

Demographic Summary		2023	202
Population		6,369	6,32
Population 18+		4,534	4,48
Households		1,917	1,91
Median Household Income		\$51,050	\$53,93
	Expected Number of		
Product/Consumer Behavior	Adults/HHs	Percent	MF
Typically Spend 1-3 Hrs Exercising/Wk	980	21.6%	8
Typically Spend 4-6 Hrs Exercising/Wk	814	18.0%	8
Typically Spend 7+ Hrs Exercising/Wk	851	18.8%	7
Exercise at Home 2+ Times/Wk	1,635	36.1%	-
Exercise at Club 2+ Times/Wk	417	9.2%	-
Exercise at Oth Facility (Not Club) 2+ Times/Wk	214	4.7%	(
Member of LA Fitness Club/Gym	22	0.5%	
Member of Planet Fitness Club/Gym	232	5.1%	1:
Member of YMCA Fitness Club/Gym	117	2.6%	_
Own Elliptical	170	3.7%	
Own Stationary Bicycle	251	5.5%	
Own Treadmill	404	8.9%	
Own Weight Lifting Equipment	563	12.4%	
Control Diet for Blood Sugar Level	681	15.0%	1
Control Diet for Cholesterol Level	666	14.7%	1
			1
Control Diet for Food Allergies	53	1.2%	
Control Diet to Maintain Weight	435	9.6%	
Control Diet for Physical Fitness	585	12.9%	
Control Diet for Salt Restriction	261	5.8%	1
Control Diet for Weight Loss	967	21.3%	1
Use Doctor`s Care/Diet for Diet Method	354	7.8%	1
Use Exercise Program for Diet Method	258	5.7%	
Buy Foods Specifically Labeled: Fat-Free	475	10.5%	1
Buy Foods Specifically Labeled: Gluten-Free	163	3.6%	
Buy Foods Specifically Labeled: High Fiber	283	6.2%	
Buy Foods Specifically Labeled: High Protein	386	8.5%	
Buy Foods Specifically Labeled: Hormone-Free	97	2.1%	
Buy Foods Specifically Labeled: Lactose-Free	137	3.0%	
Buy Foods Specifically Labeled: Low-Calorie	371	8.2%	1
Buy Foods Specifically Labeled: Low-Carb	450	9.9%	
Buy Foods Specifically Labeled: Low-Cholesterol	252	5.6%	1
Buy Foods Specifically Labeled: Low-Fat	261	5.8%	
Buy Foods Specifically Labeled: Low-Sodium	591	13.0%	1
Buy Foods Specifically Labeled: Natural/Organic	422	9.3%	
Buy Foods Specifically Labeled: Probiotic	105	2.3%	
Buy Foods Specifically Labeled: Sugar-Free	528	11.6%	
Consider Self to Be Semi-Vegetarian	406	9.0%	1
Used Meal/Dietary/Weight Loss Supplement/6 Mo	526	11.6%	1
Used Vitamins or Dietary Supplements/6 Mo	2,783	61.4%	_
Provide Services as Primary Caregiver/Caretaker	537	11.8%	1
Assist w/Chores as Caregiver/Caretaker	338	7.5%	1
Assist w/Personal Care as Caregiver/Caretaker	270	6.0%	1
Give Medication as Caregiver/Caretaker	239	5.3%	1
Make Doctor Appointments as Caregiver/Caretaker	301	6.6%	1
Provide Transportation as Caregiver/Caretaker	371	8.2%	1
riovide transportation as Caregiver/Caretaker	3/1	0.2%	1

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

Source: These data are based upon national propensities to use various products and services, applied to local demographic composition. Usage data were collected by MRI-Simmons in a nationally representative survey of U.S. households. Esri forecasts for 2023 and 2028.

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Product/Consumer Rehavior	Expected Number of	Dorcont	54 1
Product/Consumer Behavior	Adults/HHs	Percent	MI
Visited Doctor/12 Mo	3,474	76.6%	9
Visited Doctor 1-2 Times/12 Mo	880	19.4%	
Visited Doctor 3-5 Times/12 Mo	928	20.5%	3
Visited Doctor 6+ Times/12 Mo	1,668	36.8%	10
Visited Acupuncturist Doctor/12 Mo	40	0.9%	!
Visited Allergist Doctor/12 Mo	69	1.5%	
Visited Cardiologist Doctor/12 Mo	575	12.7%	1!
Visited Chiropractor/12 Mo	285	6.3%	
Visited Dentist/12 Mo	1,507	33.2%	;
Visited Dermatologist Doctor/12 Mo	418	9.2%	;
Visited Ear or Nose or Throat Doctor/12 Mo	171	3.8%	
Visited Eye Doctor/12 Mo	1,068	23.6%	1
Visited Gastroenterologist Doctor/12 Mo	251	5.5%	1
Visited General or Family Doctor/12 Mo	1,995	44.0%	1
Visited Internist Doctor/12 Mo	162	3.6%	_
Visited Physical Therapist Doctor/12 Mo	281	6.2%	1
Visited Privaled Therapist Boctor/12 No Visited Podiatrist Doctor/12 Mo	149	3.3%	
Visited Podiatrist Doctor/12 No Visited Psychiatrist/Psychologist Doctor/12 Mo	137	3.0%	
Visited Urologist Doctor/12 Mo	297	6.6%	1
Visited Nurse Practitioner/12 Mo	576	12.7%	1
•			1
Wear Regular/Sun/Tinted Prescription Eyeglasses	1,961	43.3%	
Wear Bi-Focal/Multi-Focal/Progressive Glasses	910	20.1%	
Wear Soft Contact Lenses	458	10.1%	_
Spent \$1-99 on Eyeglasses/12 Mo	172	3.8%	1
Spent \$100-199 on Eyeglasses/12 Mo	246	5.4%	1
Spent \$200-249 on Eyeglasses/12 Mo	147	3.2%	
Spent \$250+ on Eyeglasses/12 Mo	503	11.1%	1
Spent \$1-199 on Contact Lenses/12 Mo	220	4.9%	
Spent \$200+ on Contact Lenses/12 Mo	149	3.3%	
Bought Prescrp Eyewear at Discount Optical Ctr	505	11.1%	1
Bought Prescrp Eyewear at Private Eye Doctor	1,163	25.7%	1
Bought Prescrp Eyewear at Retail Optical Chain	568	12.5%	
Bought Prescrp Eyewear Online	175	3.9%	
Used Acne Prescription Drug	80	1.8%	
Used Allergy or Hay Fever Prescription Drug	401	8.8%	1
Used Anxiety or Panic Prescription Drug	402	8.9%	1
Used Arthritis/Osteoarthritis Prescription Drug	346	7.6%	2
Used Rheumatoid Arthritis Prescription Drug	160	3.5%	1
Used Asthma Prescription Drug	295	6.5%	1
Used Backache or Back Pain Prescription Drug	522	11.5%	1
' -	358	7.9%	1
Used Depression Prescription Drug			
Used Diabetes (Non-Insulin Dep T-2) Prescrp Drug	371	8.2%	1
Used Heartburn or Acid Reflux Prescription Drug	381	8.4%	1
Used High Blood Pressure Prescription Drug	911	20.1%	1
Used High Cholesterol Prescription Drug	615	13.6%	1
Used Insomnia Prescription Drug	152	3.4%	1
Used Migraine Headache Prescription Drug	132	2.9%	
Used Sinus Congestion/Headache Prescription Drug	194	4.3%	1
Used Urinary Tract Infection Prescription Drug	174	3.8%	1
Filled Prescription at Discount/Dept Store/12 Mo	241	5.3%	1
Filled Prescription at Drug Store/Pharmacy/12 Mo	1,798	39.7%	1
Filled Prescription at Supermarket/12 Mo	407	9.0%	
Filled Prescription by Mail Order/12 Mo	487	10.7%	
Filled Prescription Online/12 Mo	217	4.8%	
Spent \$1-9 Out of Pocket Prescrp Drugs/30 Days	327	7.2%	
Spent \$10-19 Out of Pocket Prescrp Drugs/30 Days	508	11.2%	1
Spent \$20-29 Out of Pocket Prescrp Drugs/30 Days	330	7.3%	1
Spent \$30-49 Out of Pocket Prescrp Drugs/30 Days	538	11.9%	1
Spent \$50-99 Out of Pocket Prescrp Drugs/30 Days	390	8.6%	1
Spent \$100-149 Out of Pocket Prescrp Drugs/30 Days	151	3.3%	1
Spent \$150+ Out of Pocket Prescrp Drugs/30 Days	251	5.5%	1

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	Expected Number of		
Product/Consumer Behavior	Adults/HHs	Percent	MPI
Used Cold/Sinus/Allergy Med (Nonprescrp)/6 Mo	2,406	53.1%	117
Used Cough Syrup/Suppressant (Nonprescrp)/6 Mo	1,310	28.9%	128
Used Medicated Skin Cream/Lotion/Spray/6 Mo	1,385	30.5%	105
Used Non-Medicated Nasal Spray/6 Mo	540	11.9%	107
Used Pain Relieving Rub or Liquid or Patch/6 Mo	1,425	31.4%	114
Used Sleeping Aid or Snore Relief/6 Mo	734	16.2%	115
Used Sore Throat Remedy or Cough Drops/6 Mo	2,111	46.6%	129
Used Sunburn Remedy/12 Mo	516	11.4%	98
Used Suntan or Sunscreen Prod/12 Mo	1,328	29.3%	73
Used Toothache/Gum/Canker Sore Remedy/6 Mo	505	11.1%	153
HH Used Children`s Cold Tablets/Liquids/6 Mo	194	10.1%	127
HH Used Children`s Cough Syrup/6 Mo	125	6.5%	105
HH Used Kids Pain Reliever/Fever Reducer/6 Mo	302	15.8%	107
HH Used Kids Vitamins/Nutrition Supplements/6 Mo	203	10.6%	92
Used Body Wash or Shower Gel/6 Mo	2,995	66.1%	103
Used Breath Freshener/6 Mo	1,841	40.6%	124
Used Gum Breath Freshener/6 Mo	1,127	24.9%	126
Used Mints Breath Freshener/6 Mo	846	18.7%	127
Used Thin Film Breath Freshener/6 Mo	121	2.7%	119
Used Complexion Care Prod/6 Mo	2,122	46.8%	88
Used Denture Adhesive or Fixative/6 Mo	263	5.8%	150
Used Denture Cleaner/6 Mo	497	11.0%	147
Used Eyeliner/Eyebrow Pencil/6 Mo	858	18.9%	78
Used Facial Moisturizer/6 Mo	1,999	44.1%	90
Used Personal Foot Care Prod/6 Mo	820	18.1%	99
Used Hair Coloring Prod at Home/6 Mo	941	20.8%	123
Used Hair Conditioning Treatment at Home/6 Mo	1,365	30.1%	117
Used Hair Growth Prod/6 Mo	264	5.8%	145
Used Hair Spray at Home/6 Mo	1,195	26.4%	107
Used Hair Styling Gel/Lotion/Mousse/6 Mo	1,451	32.0%	90
Used Mouthwash/6 Mo	3,101	68.4%	104
Used Mouthwash 8+ Times/7 Days	836	18.4%	114
Used Sensitive Toothpaste/6 Mo	855	18.9%	94
Used Whitening Toothpaste/6 Mo	1,711	37.7%	96
Used Tooth Whitener (Not Toothpaste)/6 Mo	383	8.4%	91
Used Tooth Whitener (Gel)/6 Mo	70	1.5%	91
Used Tooth Whitener (Strips)/6 Mo	218	4.8%	92
Visited Day Spa/6 Mo	144	3.2%	82
Purchased Prod at Salon or Day Spa/6 Mo	118	2.6%	69
Used Prof Service for Haircut/6 Mo	2,414	53.2%	91
Used Prof Svc for Hair Color/Highlights/6 Mo	530	11.7%	83
Used Prof Service for Facial/6 Mo	71	1.6%	67
Used Prof Service for Massage/6 Mo	208	4.6%	71
Used Prof Service for Manicure/6 Mo	465	10.3%	100
Used Prof Service for Pedicure/6 Mo	574	12.7%	94
Spent \$1-99 at Barber Shop/6 Mo	816	18.0%	124
Spent \$100+ at Barber Shop/6 Mo	289	6.4%	79
Spent \$1-99 at Beauty Salon/6 Mo	599	13.2%	105
Spent \$100+ at Beauty Salon/6 Mo	712	15.7%	82

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