

Retail Demand Outlook

Tohono O'odham Prepared by Esri

Top Tapestry Segments	Percent	Demographic Summary	2024	2
Modest Income Homes (12D)	51.5%	Population	6,690	6
Down the Road (10D)	34.5%	Households	2,025	2
Rural Bypasses (10E)	14.0%	Families	1,397	1
	0.0%	Median Age	33.7	
	0.0%	Median Household Income	\$36,129	\$42
		2024	2029	Proje
		Consumer Spending	Forecasted Demand	Spending Gro
Apparel and Services		\$2,367,720	\$3,009,824	\$642
Men's		\$417,480	\$530,657	\$113
Women's		\$857,368	\$1,090,010	\$232
Children's		\$390,440	\$496,289	\$105
Footwear		\$474,191	\$602,638	\$128
Watches & Jewelry		\$181,604	\$230,940	\$49
Apparel Products and Services (1)		\$46,637	\$59,289	\$12
Computer				
Computers and Hardware for Home	Use	\$244,883	\$311,251	\$66
Portable Memory		\$3,666	\$4,661	:
Computer Software		\$14,089	\$17,911	\$3
Computer Accessories		\$23,000	\$29,242	\$6
Entertainment & Recreation		\$4,156,762	\$5,285,054	\$1,128
Fees and Admissions		\$646,975	\$822,342	\$175
Membership Fees for Clubs (2)		\$246,113	\$312,891	\$66
Fees for Participant Sports, excl.	Trips	\$111,166	\$141,292	\$30
Tickets to Theatre/Operas/Concerts		\$57,841	\$73,514	\$15
Tickets to Movies		\$19,240	\$24,437	\$5
Tickets to Parks or Museums		\$30,860	\$39,216	\$8
Admission to Sporting Events, ex	cl. Trips	\$73,553	\$93,543	\$19
Fees for Recreational Lessons		\$107,267	\$136,260	\$28
Dating Services		\$935	\$1,189	
TV/Video/Audio		\$1,542,945	\$1,962,017	\$419
Cable and Satellite Television Ser	rvices	\$967,054	\$1,229,964	\$262
Televisions		\$163,324	\$207,642	\$44
Satellite Dishes		\$1,868	\$2,376	:
VCRs, Video Cameras, and DVD I	Players	\$5,281	\$6,714	\$1
Miscellaneous Video Equipment	•	\$17,631	\$22,365	\$4
Video Cassettes and DVDs		\$5,821	\$7,400	\$1
Video Game Hardware/Accessorio	es	\$50,258	\$63,888	\$13
Video Game Software		\$20,734	\$26,359	\$5
Rental/Streaming/Downloaded V	ideo	\$169,252	\$215,139	\$45
Installation of Televisions		\$1,047	\$1,331	
Audio (3)		\$139,081	\$176,813	\$37
Rental and Repair of TV/Radio/So	ound Equipment	\$1,595	\$2,027	
Pets		\$1,080,289	\$1,373,678	\$293
Toys/Games/Crafts/Hobbies (4)		\$200,385	\$254,811	\$54
Recreational Vehicles and Fees (5)		\$189,374	\$240,793	\$51
Sports/Recreation/Exercise Equipm	ent (6)	\$290,574	\$369,255	\$78
Photo Equipment and Supplies (7)		\$50,828	\$64,621	\$13
Reading (8)		\$124,314	\$158,039	\$33
Catered Affairs (9)		\$31,079	\$39,497	\$8
Food		\$11,954,474	\$15,198,586	\$3,244
Food at Home		\$8,073,386	\$10,265,204	\$2,191
Bakery and Cereal Products		\$1,037,042	\$1,318,642	\$281
Meats, Poultry, Fish, and Eggs		\$1,747,605	\$2,221,982	\$474
Dairy Products		\$750,243	\$953,900	\$203
Fruits and Vegetables		\$1,510,993	\$1,921,090	\$410
Snacks and Other Food at Home	(10)	\$3,027,503	\$3,849,589	\$822
Food Away from Home		\$3,881,088	\$4,933,382	\$1,052
Alcoholic Beverages		\$587,872	\$747,350	\$159

Data Note: The Consumer Spending data is household-based and represents the amount spent for a product or service by all households in an area. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals. **Source:** Esri forecasts for 2024 and 2029; Consumer Spending data are derived from the 2021 and 2022 Consumer Expenditure Surveys, Bureau of Labor Statistics.

©2024 Esri Page 1 of 3



Retail Demand Outlook

Tohono O'odham Prepared by Esri

	2024	2029	Projec
Plan and all	Consumer Spending	Forecasted Demand	Spending Grov
Financial	+40.041.172	* 52.072.006	444 404
Value of Stocks/Bonds/Mutual Funds	\$40,941,173	\$52,072,806	\$11,131,
Value of Retirement Plans	\$149,258,611	\$189,819,570	\$40,560,
Value of Other Financial Assets	\$8,144,678	\$10,354,923	\$2,210,
Vehicle Loan Amount excluding Interest	\$3,902,431	\$4,961,036	\$1,058,
Value of Credit Card Debt	\$2,800,230	\$3,560,167	\$759,
Health		1000 000	
Nonprescription Drugs	\$220,695	\$280,624	\$59
Prescription Drugs	\$560,389	\$712,809	\$152
Eyeglasses and Contact Lenses	\$140,658	\$178,889	\$38
Home			
Mortgage Payment and Basics (11)	\$11,691,964	\$14,861,517	\$3,169,
Maintenance and Remodeling Services	\$4,068,719	\$5,172,084	\$1,103,
Maintenance and Remodeling Materials (12)	\$926,892	\$1,178,394	\$251,
Utilities, Fuel, and Public Services	\$7,242,804	\$9,210,493	\$1,967
Household Furnishings and Equipment			
Household Textiles (13)	\$140,137	\$178,169	\$38,
Furniture	\$1,031,292	\$1,311,264	\$279
Rugs	\$40,690	\$51,738	\$11
Major Appliances (14)	\$664,574	\$844,989	\$180,
Housewares (15)	\$118,649	\$150,855	\$32,
Small Appliances	\$83,554	\$106,204	\$22
Luggage	\$18,001	\$22,883	\$4,
Telephones and Accessories	\$145,200	\$184,695	\$39
Household Operations			
Child Care	\$433,857	\$551,489	\$117
Lawn and Garden (16)	\$761,801	\$968,804	\$207
Moving/Storage/Freight Express	\$106,717	\$135,646	\$28
Housekeeping Supplies (17)	\$1,049,653	\$1,334,639	\$284
Insurance			
Owners and Renters Insurance	\$942,764	\$1,198,815	\$256
Vehicle Insurance	\$2,509,015	\$3,190,067	\$681
Life/Other Insurance	\$709,900	\$902,733	\$192,
Health Insurance	\$5,904,888	\$7,509,514	\$1,604
Personal Care Products (18)	\$583,575	\$741,876	\$158,
School Books (19)	\$41,997	\$53,394	11,
Smoking Products	\$800,877	\$1,018,827	\$217,
Transportation			
Payments on Vehicles excluding Leases	\$3,606,552	\$4,585,921	\$979
Gasoline and Motor Oil	\$4,210,467	\$5,354,008	\$1,143
Vehicle Maintenance and Repairs	\$1,645,319	\$2,091,793	\$446
Travel	. , ,	. , ,	
Airline Fares	\$472,303	\$600,180	\$127
Lodging on Trips	\$940,602	\$1,196,047	\$255,
Auto/Truck Rental on Trips	\$100,933	\$128,312	\$27,
Food and Drink on Trips	\$692,257	\$880,108	\$187,

Data Note: The Consumer Spending data is household-based and represents the amount spent for a product or service by all households in an area. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals. **Source:** Esri forecasts for 2024 and 2029; Consumer Spending data are derived from the 2021 and 2022 Consumer Expenditure Surveys, Bureau of Labor Statistics.



Retail Demand Outlook

Tohono O'odham Prepared by Esri

- (1) Apparel Products and Services includes shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs includes membership fees for social, recreational, and health clubs.
- (3) Audio includes satellite radio service, radios, stereos, sound components, equipment and accessories, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, online entertainment and games, and stamp and coin collecting.
- (5) Recreational Vehicles & Fees includes docking and landing fees for boats and planes, payments on boats, trailers, campers and RVs, rental of boats, trailers, campers and RVs, and camp fees.
- (6) Sports/Recreation/Exercise Equipment includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers.
- (9) Catered Affairs includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fats and oils, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips and other snacks, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent on owned dwellings.
- (12) Maintenance and Remodeling Materials includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers and decorative pillows.
- (14) Major Appliances includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares includes flatware, dishes, cups glasses, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, other miscellaneous care products and personal care appliances.
- (19) School Books includes school books for college, elementary school, high school, vocational/technical school, preschool and other schools.

Data Note: The Consumer Spending data is household-based and represents the amount spent for a product or service by all households in an area. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals. **Source:** Esri forecasts for 2024 and 2029; Consumer Spending data are derived from the 2021 and 2022 Consumer Expenditure Surveys, Bureau of Labor Statistics.