

Health and Beauty Market Potential

San Carlos

Prepared by Esri

Demographic Summary		2022	202
Population		10,271	10,18
Population 18+		6,507	6,41
Households		2,389	2,37
Median Household Income		\$37,875	\$38,89
	Expected Number of	_ .	
roduct/Consumer Behavior	Adults/HHs	Percent	MI
Typically spend 1-3 hours exercising per week	1,468	22.6%	(
Typically spend 4-6 hours exercising per week	1,199	18.4%	
Typically spend 7+ hours exercising per week	1,179	18.1%	
Exercise at home 2+ times per week	2,064	31.7%	
Exercise at club 2+ times per week	483	7.4%	
Exercise at other facility 2+ times per week	369	5.7%	
Member of LA Fitness club/gym	96	1.5%	
Member of Planet Fitness club/gym	323	5.0%	1
Member of YMCA Fitness club/gym	156	2.4%	
Own elliptical	236	3.6%	
Own stationary bicycle	245	3.8%	
Own treadmill	536	8.2%	
Own weight lifting equipment	671	10.3%	
Control diet for blood sugar level	975	15.0%	1
Control diet for cholesterol level	778	12.0%	1
Control diet for food allergies	194	3.0%	1
Control diet to maintain weight	500	7.7%	
Control diet for physical fitness	633	9.7%	
Control diet for salt restriction	306	4.7%	1
Control diet for weight loss	1,369	21.0%	1
Used doctor's care/diet for diet method	333	5.1%	1
Used exercise program for diet method	502	7.7%	
Buy foods specifically labeled as fat-free	661	10.2%	1
Buy foods specifically labeled as gluten-free	354	5.4%	
Buy foods specifically labeled as high fiber	502	7.7%	1
Buy foods specifically labeled as high protein	520	8.0%	
Buy foods specifically labeled as hormone-free	153	2.4%	
Buy foods specifically labeled as lactose-free	267	4.1%	
Buy foods specifically labeled as low-calorie	412	6.3%	
Buy foods specifically labeled as low-carb	468	7.2%	
Buy foods specifically labeled as low-cholesterol	380	5.8%	1
Buy foods specifically labeled as low-fat	423	6.5%	
Buy foods specifically labeled as low-sodium	860	13.2%	1
Buy foods specifically labeled as natural/organic	749	11.5%	
Buy foods specifically labeled as probiotic	242	3.7%	
Buy foods specifically labeled as sugar-free	731	11.2%	
Consider self to be semi-vegetarian	420	6.5%	
Used meal/dietary/weight loss supplement last 6 months	673	10.3%	1
Used vitamins/dietary supplements in last 6 months	3,544	54.5%	
Provide services as a primary caregiver/caretaker	594	9.1%	1
Assist with chores as caregiver/caretaker	367	5.6%	1
Assist with personal care as caregiver/caretaker	293	4.5%	1
Give medication as caregiver/caretaker	286	4.4%	1
Make doctor appointments as caregiver/caretaker	325	5.0%	1
Provide transportation as caregiver/caretaker	367	5.6%	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 2022 and 2027.



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	Expected Number of		
roduct/Consumer Behavior	Adults/HHs	Percent	MPI
Visited doctor in last 12 months	4,575	70.3%	89
Visited doctor in last 12 months: 1-2 times	1,291	19.8%	84
Visited doctor in last 12 months: 3-5 times	1,333	20.5%	86
Visited doctor in last 12 months: 6+ times	1,951	30.0%	94
Visited doctor in last 12 months: acupuncturist	62	1.0%	59
Visited doctor in last 12 months: allergist	163	2.5%	118
Visited doctor in last 12 months: cardiologist	549	8.4%	105
Visited doctor in last 12 months: chiropractor	331	5.1%	61
Visited doctor in last 12 months: dentist	1,946	29.9%	75
Visited doctor in last 12 months: dermatologist	404	6.2%	58
Visited doctor in last 12 months: ear/nose/throat	373	5.7%	119
Visited doctor in last 12 months: eye	1,481	22.8%	101
Visited doctor in last 12 months: gastroenterologist	247	3.8%	77
Visited doctor in last 12 months: general/family	2,496	38.4%	88
Visited doctor in last 12 months: internist	186	2.9%	52
Visited doctor in last 12 months: physical therapist	350	5.4%	95
Visited doctor in last 12 months: podiatrist	193	3.0%	102
Visited doctor in last 12 months: psychiatrist/psychologist	237	3.6%	95
Filled prescription online in the last 12 months	186	2.9%	50
Visited doctor in last 12 months: urologist	309	4.7%	108
Visited nurse practitioner in last 12 months	670	10.3%	144
Wear regular/sun/tinted prescription eyeglasses	2,562	39.4%	90
Wear bi-focal/multi-focal/progressive glasses	1,067	16.4%	86
Wear soft contact lenses	713	11.0%	84
Spent on eyeglasses in last 12 months: \$1-99	233	3.6%	103
Spent on eyeglasses in last 12 months: \$100-\$199	281	4.3%	83
Spent on eyeglasses in last 12 months: \$200-\$249	178	2.7%	86
Spent on eyeglasses in last 12 months: \$250+	609	9.4%	90
Spent on contact lenses in last 12 months: \$1-\$199	314	4.8%	89
Spent on contact lenses in last 12 months: \$200+	219	3.4%	67
Bought prescription eyewear: discount optical ctr	612	9.4%	116
Bought prescription eyewear: private eye doctor	1,496	23.0%	90
Bought prescription eyewear: retail optical chain	712	10.9%	81
Bought prescription eyewear: online	234	3.6%	62
Used prescription drug for acne	216	3.3%	120
Used prescription drug for allergy/hay fever	550	8.5%	136
Used prescription drug for anxiety/panic	476	7.3%	102
Used prescription drug for arthritis/osteoarthritis	340	5.2%	160
Used prescription drug for rheumatoid arthritis	174	2.7%	107
Used prescription drug for asthma	412	6.3%	138
Used prescription drug for backache/back pain	746	11.5%	162
Used prescription drug for depression	507	7.8%	113
Used prescription drug for diabetes (non-insulin dependent Type-2)	397	6.1%	110
Used prescription drug for heartburn/acid reflux	573	8.8%	133
Used prescription drug for high blood pressure	1,039	16.0%	109
Used prescription drug for high cholesterol	684	10.5%	99
Used prescription drug for insomnia	159	2.4%	107
Used prescription drug for migraine headache	157	2.4%	80
Used prescription drug for sinus congestion/headache	376	5.8%	182
Used prescription drug for urinary tract infection	222	3.4%	99
Filled prescription last 12 months: at discount/dept store	244	3.7%	79
Filled prescription last 12 months: at drug store/pharmacy	1,975	30.4%	90
Filled prescription last 12 months: at supermarket	417	6.4%	66
Filled prescription last 12 months: by mail order	450	6.9%	73
Spent out of pocket prescription drugs/30 days: <\$1-9	448	6.9%	97
Spent out of pocket prescription drugs/30 days: \$10-19	561	8.6%	88
Spent out of pocket prescription drugs/30 days: \$20-29	396	6.1%	92
Spent out of pocket prescription drugs/30 days: \$20-25 Spent out of pocket prescription drugs/30 days: \$30-49	652	10.0%	137
Spent out of pocket prescription drugs/30 days: \$50-99	523	8.0%	122
Spent out of pocket prescription drugs/30 days: \$100-149	146	2.2%	79
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Product/Consumer Behavior	Adults/HHs	Percent	MPI	
Used last 6 months: cold/sinus/allergy med (nonprescr)	3,235	49.7%	107	
Used last 6 months: cough syrup/suppressant(nonprescr)	2,074	31.9%	117	
Used last 6 months: medicated skin cream/lotion/spray	2,007	30.8%	105	
Used last 6 months: non-medicated nasal spray	837	12.9%	110	
Used last 6 months: pain relieving rub/liquid/patch	1,681	25.8%	96	
Used last 6 months: sleeping aid/snore relief	783	12.0%	95	
Used last 6 months: sore throat remedy/cough drops	3,045	46.8%	114	
Used last 12 months: sunburn remedy	768	11.8%	92	
Used last 12 months: suntan/sunscreen product	1,546	23.8%	62	
Used last 6 months: toothache/gum/canker sore remedy	823	12.6%	152	
HH used last 6 months: children's cold tablets/liquids	265	11.1%	128	
HH used last 6 months: children's cough syrup	224	9.4%	127	
HH used kids pain reliever/fever reducer last 6 months	408	17.1%	108	
HH used kids vitamins/nutritional suppl last 6 months	285	11.9%	101	
Used body wash/shower gel in last 6 months	4,806	73.9%	115	
Used breath freshener in last 6 months	2,860	44.0%	126	
Used breath freshener in last 6 months: gum	1,794	27.6%	133	
Used breath freshener in last 6 months: mints	1,255	19.3%	123	
Used breath freshener in last 6 months: thin film	153	2.4%	103	
Used complexion care product in last 6 months	3,127	48.1%	92	
Used denture adhesive/fixative in last 6 months	580	8.9%	198	
Used denture cleaner in last 6 months	876	13.5%	163	
Used facial moisturizer in last 6 months	2,907	44.7%	93	
Used personal foot care product in last 6 months	1,360	20.9%	113	
Used hair coloring product (at home) last 6 months	1,411	21.7%	124	
Used hair conditioning treatment (at home) in last 6 months	2,255	34.7%	130	
Used hair growth product in last 6 months	364	5.6%	161	
Used hair spray (at home) in last 6 months	1,817	27.9%	102	
Used hair styling gel/lotion/mousse in last 6 months	2,399	36.9%	105	
Used mouthwash in last 6 months	4,588	70.5%	108	
Used mouthwash 8+ times in last 7 days	1,313	20.2%	125	
Used sensitive toothpaste in last 6 months	1,207	18.5%	99	
Used whitening toothpaste in last 6 months	2,290	35.2%	94	
Used tooth whitener (not toothpaste) in last 6 months	728	11.2%	112	
Used tooth whitener (gel) in last 6 months	147	2.3%	130	
Used tooth whitener (strips) in last 6 months	363	5.6%	103	
Visited a day spa in last 6 months	208	3.2%	81	
Purchased product at salon/day spa in last 6 months	219	3.4%	85	
Used professional service last 6 months: haircut	3,307	50.8%	87	
Used professional service last 6 months: hair color/highlights	732	11.2%	77	
Used professional service last 6 months: facial	109	1.7%	74	
Used professional service last 6 months: massage	304	4.7%	70	
Used professional service last 6 months: manicure	791	12.2%	112	
Used professional service last 6 months: pedicure	966	14.8%	109	
Spent \$1-99 at barber shops in last 6 months	895	13.8%	94	
Spent \$100+ at barber shops in last 6 months	362	5.6%	77	
Spent \$1-99 at beauty salons in last 6 months	765	11.8%	94	
Spent \$100+ at beauty salons in last 6 months	714	11.0%	63	

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