



# Retail Market Potential

Colorado River Indian Tribes

Prepared by Esri

<b>Demographic Summary</b>		<b>2022</b>	<b>2027</b>
Population		8,313	8,056
Population 18+		6,346	6,114
Households		2,956	2,875
Median Household Income		\$41,658	\$43,645

  

<b>Product/Consumer Behavior</b>	<b>Expected Number of Adults or HHs</b>	<b>Percent of Adults/HHs</b>	<b>MPI</b>
<b>Apparel (Adults)</b>			
Bought any men's clothing in last 12 months	3,453	54.4%	99
Bought any women's clothing in last 12 months	3,072	48.4%	99
Bought any shoes in last 12 months	4,283	67.5%	93
Bought any fine jewelry in last 12 months	1,147	18.1%	94
Bought a watch in last 12 months	969	15.3%	107
<b>Automobiles (Households)</b>			
HH owns/leases any vehicle	2,713	91.8%	102
HH bought/leased new vehicle last 12 months	248	8.4%	87
<b>Automotive Aftermarket (Adults)</b>			
Bought gasoline in last 6 months	5,712	90.0%	102
Bought/changed motor oil in last 12 months	3,198	50.4%	106
Had tune-up in last 12 months	1,520	24.0%	98
<b>Beverages (Adults)</b>			
Drank non-diet (regular) in last 6 months	2,498	39.4%	100
Drank beer/ale in last 6 months	2,478	39.0%	96
<b>Cameras (Adults)</b>			
Own digital point & shoot camera/camcorder	599	9.4%	97
Own digital SLR camera/camcorder	511	8.1%	82
Printed digital photos in last 12 months	1,426	22.5%	89
<b>Cell Phones (Adults/Households)</b>			
Bought cell phone in last 12 months	2,061	32.5%	99
Have a smartphone	5,679	89.5%	97
Have a smartphone: Android phone (any brand)	3,005	47.4%	119
Have a smartphone: Apple iPhone	2,640	41.6%	79
Number of cell phones in household: 1	951	32.2%	105
Number of cell phones in household: 2	1,179	39.9%	104
Number of cell phones in household: 3+	779	26.4%	91
HH has cell phone only (no landline telephone)	2,027	68.6%	102
<b>Computers (Households)</b>			
HH owns a computer	2,302	77.9%	96
HH owns desktop computer	1,112	37.6%	99
HH owns laptop/notebook	1,807	61.1%	93
HH owns any Apple/Mac brand computer	508	17.2%	77
HH owns any PC/non-Apple brand computer	1,992	67.4%	101
HH purchased most recent computer in a store	1,083	36.6%	99
HH purchased most recent computer online	597	20.2%	90
HH spent \$1-\$499 on most recent home computer	550	18.6%	120
HH spent \$500-\$999 on most recent home computer	564	19.1%	101
HH spent \$1,000-\$1,499 on most recent home computer	279	9.4%	79
HH spent \$1,500-\$1,999 on most recent home computer	100	3.4%	65
HH spent \$2,000+ on most recent home computer	120	4.1%	86

**Data Note:** An MPI (Market Potential Index) measures the relative likelihood of the adults or households 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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Product/Consumer Behavior	Expected Number of Adults or HHs	Percent of Adults/HHs	MPI
<b>Convenience Stores (Adults)</b>			
Shopped at convenience store in last 6 months	4,049	63.8%	102
Bought brewed coffee at convenience store in last 30 days	789	12.4%	100
Bought cigarettes at convenience store in last 30 days	596	9.4%	131
Bought gas at convenience store in last 30 days	2,592	40.8%	108
Spent at convenience store in last 30 days: \$1-19	369	5.8%	77
Spent at convenience store in last 30 days: \$20-\$39	620	9.8%	95
Spent at convenience store in last 30 days: \$40-\$50	688	10.8%	127
Spent at convenience store in last 30 days: \$51-\$99	427	6.7%	111
Spent at convenience store in last 30 days: \$100+	1,359	21.4%	105
<b>Entertainment (Adults)</b>			
Attended a movie in last 6 months	2,800	44.1%	92
Went to live theater in last 12 months	422	6.6%	66
Went to a bar/night club in last 12 months	914	14.4%	85
Dined out in last 12 months	2,953	46.5%	92
Gambled at a casino in last 12 months	637	10.0%	88
Visited a theme park in last 12 months	749	11.8%	82
Viewed movie (video-on-demand) in last 30 days	706	11.1%	86
Viewed TV show (video-on-demand) in last 30 days	504	7.9%	94
Watched any pay-per-view TV in last 12 months	394	6.2%	97
Downloaded a movie over the Internet in last 30 days	457	7.2%	94
Downloaded any individual song in last 6 months	1,133	17.9%	91
Used internet to watch a movie online in the last 30 days	1,968	31.0%	91
Used internet to watch a TV program online in last 30 days	1,153	18.2%	83
Played a video/electronic game (console) in last 12 months	576	9.1%	77
Played a video/electronic game (portable) in last 12 months	298	4.7%	79
<b>Financial (Adults)</b>			
Have home mortgage (1st)	2,047	32.3%	89
Used ATM/cash machine in last 12 months	3,734	58.8%	98
Own any stock	646	10.2%	85
Own U.S. savings bond	296	4.7%	76
Own shares in mutual fund (stock)	580	9.1%	82
Own shares in mutual fund (bonds)	410	6.5%	92
Have interest checking account	2,177	34.3%	97
Have non-interest checking account	2,250	35.5%	100
Have savings account	4,260	67.1%	98
Have 401K retirement savings plan	1,152	18.2%	83
Own/used any credit/debit card in last 12 months	5,544	87.4%	98
Avg monthly credit card expenditures: \$1-110	884	13.9%	116
Avg monthly credit card expenditures: \$111-\$225	496	7.8%	99
Avg monthly credit card expenditures: \$226-\$450	507	8.0%	91
Avg monthly credit card expenditures: \$451-\$700	509	8.0%	100
Avg monthly credit card expenditures: \$701-\$1,000	407	6.4%	86
Avg monthly credit card expenditures: \$1001-2000	613	9.7%	97
Avg monthly credit card expenditures: \$2001+	420	6.6%	74
Did banking online in last 12 months	3,308	52.1%	98
Did banking on mobile device in last 12 months	2,405	37.9%	90

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<b>Grocery (Adults)</b>			
HH used bread in last 6 months	2,792	94.5%	100
HH used chicken (fresh or frozen) in last 6 months	2,087	70.6%	103
HH used turkey (fresh or frozen) in last 6 months	440	14.9%	103
HH used fish/seafood (fresh or frozen) in last 6 months	1,730	58.5%	100
HH used fresh fruit/vegetables in last 6 months	2,617	88.5%	101
HH used fresh milk in last 6 months	2,474	83.7%	101
HH used organic food in last 6 months	640	21.7%	87
<b>Health (Adults)</b>			
Exercise at home 2+ times per week	2,419	38.1%	94
Exercise at club 2+ times per week	643	10.1%	74
Visited a doctor in last 12 months	4,955	78.1%	98
Used vitamin/dietary supplement in last 6 months	3,896	61.4%	101
<b>Home (Households)</b>			
HH did any home improvement in last 12 months	1,052	35.6%	104
HH used any maid/professional cleaning service in last 12 months	566	19.1%	94
HH purchased low ticket HH furnishings in last 12 months	636	21.5%	99
HH purchased big ticket HH furnishings in last 12 months	776	26.3%	101
HH bought any small kitchen appliance in last 12 months	760	25.7%	101
HH bought any large kitchen appliance in last 12 months	442	15.0%	96
<b>Insurance (Adults/Households)</b>			
Currently carry life insurance	2,828	44.6%	92
Carry medical/hospital/accident insurance	4,982	78.5%	97
Carry homeowner/personal property insurance	3,585	56.5%	100
Carry renter's insurance	537	8.5%	79
HH has auto insurance: 1 vehicle in household covered	965	32.6%	111
HH has auto insurance: 2 vehicles in household covered	884	29.9%	97
HH has auto insurance: 3+ vehicles in household covered	734	24.8%	100
<b>Pets (Households)</b>			
Household owns any pet	1,813	61.3%	117
Household owns any cat	752	25.4%	111
Household owns any dog	1,486	50.3%	127
<b>Psychographics (Adults)</b>			
<b>Represents adults who "completely agree" with the statement:</b>			
Buying American is important	2,586	40.8%	115
Buy based on quality not price	1,105	17.4%	101
Buy on credit rather than wait	996	15.7%	119
Only use coupons brands: usually buy	996	15.7%	115
Will pay more for environmentally safe products	792	12.5%	91
Buy based on price not brands	1,881	29.6%	103
Am interested in how to help the environment	1,311	20.7%	101
<b>Reading (Adults)</b>			
Bought digital book in last 12 months	948	14.9%	86
Bought hardcover book in last 12 months	1,356	21.4%	88
Bought paperback book in last 12 month	1,781	28.1%	90
Read any daily newspaper (paper version)	928	14.6%	95
Read any digital newspaper in last 30 days	2,548	40.2%	81
Read any magazine (paper/electronic version) in last 6 months	5,435	85.6%	97

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<b>Restaurants (Adults)</b>			
Went to family restaurant/steak house in last 6 months	4,101	64.6%	97
Went to family restaurant/steak house: 4+ times a month	1,278	20.1%	97
Went to fast food/drive-in restaurant in last 6 months	5,707	89.9%	99
Went to fast food/drive-in restaurant 9+ times/month	2,276	35.9%	95
Fast food restaurant last 6 months: eat in	1,385	21.8%	96
Fast food restaurant last 6 months: home delivery	670	10.6%	91
Fast food restaurant last 6 months: take-out/drive-thru	3,348	52.8%	94
Fast food restaurant last 6 months: take-out/walk-in	1,113	17.5%	82
<b>Television &amp; Electronics (Adults/Households)</b>			
Own any tablet	3,360	52.9%	94
Own any e-reader	656	10.3%	84
Own e-reader/tablet: iPad	1,814	28.6%	82
HH has Internet connectable TV	1,249	42.3%	99
Own any portable MP3 player	869	13.7%	100
HH owns 1 TV	589	19.9%	101
HH owns 2 TVs	871	29.5%	107
HH owns 3 TVs	625	21.1%	96
HH owns 4+ TVs	603	20.4%	98
HH subscribes to cable TV	1,068	36.1%	97
HH subscribes to fiber optic	98	3.3%	61
HH owns portable GPS navigation device	660	22.3%	109
HH purchased video game system in last 12 months	190	6.4%	83
HH owns any Internet video device for TV	1,231	41.6%	92
<b>Travel (Adults)</b>			
Took domestic trip in continental US last 12 months	2,986	47.1%	88
Took 3+ domestic non-business trips in last 12 months	706	11.1%	88
Spent on domestic vacations in last 12 months: \$1-999	717	11.3%	90
Spent on domestic vacations in last 12 months: \$1,000-\$1,499	307	4.8%	78
Spent on domestic vacations in last 12 months: \$1,500-\$1,999	225	3.5%	94
Spent on domestic vacations in last 12 months: \$2,000-\$2,999	178	2.8%	75
Spent on domestic vacations in last 12 months: \$3,000+	296	4.7%	73
Domestic travel in last 12 months: used general travel website	293	4.6%	78
Took foreign trip (including Alaska and Hawaii) in last 3 years	1,741	27.4%	82
Took 3+ foreign trips by plane in last 3 years	423	6.7%	84
Spent on foreign vacations in last 12 months: \$1-999	351	5.5%	76
Spent on foreign vacations in last 12 months: \$1,000-\$2,999	213	3.4%	87
Spent on foreign vacations in last 12 months: \$3,000+	273	4.3%	71
Foreign travel in last 3 years: used general travel website	286	4.5%	69
Nights spent in hotel/motel in last 12 months: any	2,532	39.9%	88
Took cruise of more than one day in last 3 years	607	9.6%	89
Member of any frequent flyer program	1,200	18.9%	76
Member of any hotel rewards program	1,397	22.0%	85

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