



# Market Profile

440 E Rand Rd, Arlington Heights, Illinois, 60004  
Rings: 1, 3, 5 mile radii

Newmark Grubb Knight Frank Research  
Latitude: 42.11046  
Longitude: -87.97715

|                                | 1 mile    | 3 miles   | 5 miles   |
|--------------------------------|-----------|-----------|-----------|
| <b>Population Summary</b>      |           |           |           |
| 2000 Total Population          | 14,245    | 135,357   | 325,095   |
| 2010 Total Population          | 13,724    | 132,861   | 323,023   |
| 2016 Total Population          | 13,687    | 134,544   | 328,272   |
| 2016 Group Quarters            | 24        | 854       | 2,411     |
| 2021 Total Population          | 13,683    | 135,643   | 331,798   |
| 2016-2021 Annual Rate          | -0.01%    | 0.16%     | 0.21%     |
| <b>Household Summary</b>       |           |           |           |
| 2000 Households                | 5,313     | 52,852    | 125,146   |
| 2000 Average Household Size    | 2.67      | 2.54      | 2.58      |
| 2010 Households                | 5,231     | 52,572    | 126,171   |
| 2010 Average Household Size    | 2.62      | 2.51      | 2.54      |
| 2016 Households                | 5,243     | 53,361    | 128,640   |
| 2016 Average Household Size    | 2.61      | 2.51      | 2.53      |
| 2021 Households                | 5,254     | 53,853    | 130,199   |
| 2021 Average Household Size    | 2.60      | 2.50      | 2.53      |
| 2016-2021 Annual Rate          | 0.04%     | 0.18%     | 0.24%     |
| 2010 Families                  | 3,982     | 35,638    | 85,129    |
| 2010 Average Family Size       | 3.05      | 3.10      | 3.13      |
| 2016 Families                  | 3,965     | 35,851    | 85,956    |
| 2016 Average Family Size       | 3.05      | 3.10      | 3.13      |
| 2021 Families                  | 3,958     | 36,023    | 86,560    |
| 2021 Average Family Size       | 3.04      | 3.10      | 3.13      |
| 2016-2021 Annual Rate          | -0.04%    | 0.10%     | 0.14%     |
| <b>Housing Unit Summary</b>    |           |           |           |
| 2000 Housing Units             | 5,447     | 54,174    | 128,860   |
| Owner Occupied Housing Units   | 82.2%     | 76.2%     | 72.3%     |
| Renter Occupied Housing Units  | 15.3%     | 21.4%     | 24.9%     |
| Vacant Housing Units           | 2.5%      | 2.4%      | 2.9%      |
| 2010 Housing Units             | 5,555     | 55,587    | 133,862   |
| Owner Occupied Housing Units   | 81.9%     | 73.7%     | 69.8%     |
| Renter Occupied Housing Units  | 12.3%     | 20.9%     | 24.4%     |
| Vacant Housing Units           | 5.8%      | 5.4%      | 5.7%      |
| 2016 Housing Units             | 5,565     | 56,298    | 135,793   |
| Owner Occupied Housing Units   | 80.5%     | 72.1%     | 68.1%     |
| Renter Occupied Housing Units  | 13.7%     | 22.7%     | 26.6%     |
| Vacant Housing Units           | 5.8%      | 5.2%      | 5.3%      |
| 2021 Housing Units             | 5,575     | 56,873    | 137,341   |
| Owner Occupied Housing Units   | 80.4%     | 71.9%     | 67.9%     |
| Renter Occupied Housing Units  | 13.8%     | 22.8%     | 26.9%     |
| Vacant Housing Units           | 5.8%      | 5.3%      | 5.2%      |
| <b>Median Household Income</b> |           |           |           |
| 2016                           | \$88,824  | \$76,097  | \$73,877  |
| 2021                           | \$100,543 | \$84,134  | \$81,051  |
| <b>Median Home Value</b>       |           |           |           |
| 2016                           | \$387,857 | \$309,016 | \$303,732 |
| 2021                           | \$404,071 | \$333,551 | \$329,138 |
| <b>Per Capita Income</b>       |           |           |           |
| 2016                           | \$43,771  | \$39,224  | \$38,283  |
| 2021                           | \$47,586  | \$42,595  | \$41,464  |
| <b>Median Age</b>              |           |           |           |
| 2010                           | 43.8      | 41.0      | 39.4      |
| 2016                           | 45.5      | 42.2      | 40.5      |
| 2021                           | 46.8      | 43.0      | 41.3      |

**Data Note:** Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.



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| <b>2016 Households by Income</b>                  |           |           |           |
| Household Income Base                             | 5,243     | 53,361    | 128,640   |
| <\$15,000   | 4.0%      | 5.8%      | 6.7%      |
| \$15,000 - \$24,999                               | 4.7%      | 6.4%      | 6.6%      |
| \$25,000 - \$34,999                               | 6.1%      | 7.7%      | 7.6%      |
| \$35,000 - \$49,999                               | 9.1%      | 11.4%     | 11.9%     |
| \$50,000 - \$74,999                               | 17.6%     | 17.9%     | 17.8%     |
| \$75,000 - \$99,999                               | 13.5%     | 14.1%     | 14.4%     |
| \$100,000 - \$149,999                             | 20.5%     | 19.3%     | 17.9%     |
| \$150,000 - \$199,999                             | 12.4%     | 9.4%      | 8.9%      |
| \$200,000+  | 12.0%     | 8.0%      | 8.2%      |
| Average Household Income                          | \$115,063 | \$98,248  | \$96,813  |
| <b>2021 Households by Income</b>                  |           |           |           |
| Household Income Base                             | 5,254     | 53,853    | 130,199   |
| <\$15,000   | 3.8%      | 5.6%      | 6.6%      |
| \$15,000 - \$24,999                               | 4.3%      | 5.8%      | 6.1%      |
| \$25,000 - \$34,999                               | 8.3%      | 10.6%     | 10.5%     |
| \$35,000 - \$49,999                               | 5.7%      | 7.2%      | 7.6%      |
| \$50,000 - \$74,999                               | 14.0%     | 14.8%     | 15.0%     |
| \$75,000 - \$99,999                               | 13.4%     | 13.6%     | 13.9%     |
| \$100,000 - \$149,999                             | 23.0%     | 22.4%     | 20.7%     |
| \$150,000 - \$199,999                             | 14.3%     | 11.2%     | 10.7%     |
| \$200,000+  | 13.1%     | 8.8%      | 8.9%      |
| Average Household Income                          | \$124,762 | \$106,597 | \$104,782 |
| <b>2016 Owner Occupied Housing Units by Value</b> |           |           |           |
| Total   | 4,481     | 40,575    | 92,500    |
| <\$50,000   | 2.5%      | 2.4%      | 2.8%      |
| \$50,000 - \$99,999                               | 3.4%      | 5.3%      | 4.7%      |
| \$100,000 - \$149,999                             | 3.6%      | 7.8%      | 8.1%      |
| \$150,000 - \$199,999                             | 4.8%      | 9.5%      | 10.4%     |
| \$200,000 - \$249,999                             | 6.8%      | 10.9%     | 11.0%     |
| \$250,000 - \$299,999                             | 8.2%      | 12.0%     | 12.1%     |
| \$300,000 - \$399,999                             | 23.4%     | 23.6%     | 22.9%     |
| \$400,000 - \$499,999                             | 21.5%     | 13.7%     | 13.4%     |
| \$500,000 - \$749,999                             | 20.0%     | 10.6%     | 10.4%     |
| \$750,000 - \$999,999                             | 4.8%      | 3.0%      | 3.0%      |
| \$1,000,000 +                                     | 0.8%      | 1.3%      | 1.0%      |
| Average Home Value                                | \$410,271 | \$341,106 | \$335,933 |
| <b>2021 Owner Occupied Housing Units by Value</b> |           |           |           |
| Total   | 4,484     | 40,869    | 93,297    |
| <\$50,000   | 0.9%      | 1.0%      | 1.3%      |
| \$50,000 - \$99,999                               | 1.2%      | 2.6%      | 2.5%      |
| \$100,000 - \$149,999                             | 1.5%      | 4.2%      | 4.6%      |
| \$150,000 - \$199,999                             | 3.0%      | 8.0%      | 8.7%      |
| \$200,000 - \$249,999                             | 5.7%      | 11.0%     | 10.9%     |
| \$250,000 - \$299,999                             | 8.9%      | 13.5%     | 13.9%     |
| \$300,000 - \$399,999                             | 27.8%     | 28.8%     | 28.1%     |
| \$400,000 - \$499,999                             | 22.5%     | 14.5%     | 14.2%     |
| \$500,000 - \$749,999                             | 22.2%     | 11.5%     | 11.4%     |
| \$750,000 - \$999,999                             | 5.5%      | 3.4%      | 3.5%      |
| \$1,000,000 +                                     | 0.8%      | 1.4%      | 1.1%      |
| Average Home Value                                | \$440,405 | \$368,646 | \$362,870 |

**Data Note:** Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.

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|-------------------------------|--------|---------|---------|
| <b>2010 Population by Age</b> |        |         |         |
| Total                         | 13,723 | 132,859 | 323,025 |
| 0 - 4                         | 4.9%   | 5.8%    | 6.2%    |
| 5 - 9                         | 6.6%   | 6.1%    | 6.2%    |
| 10 - 14                       | 7.4%   | 6.4%    | 6.3%    |
| 15 - 24                       | 11.2%  | 11.2%   | 11.4%   |
| 25 - 34                       | 8.4%   | 12.5%   | 13.9%   |
| 35 - 44                       | 13.3%  | 13.6%   | 13.9%   |
| 45 - 54                       | 17.8%  | 16.3%   | 15.8%   |
| 55 - 64                       | 13.9%  | 12.8%   | 12.4%   |
| 65 - 74                       | 9.2%   | 7.5%    | 7.0%    |
| 75 - 84                       | 5.8%   | 5.3%    | 4.7%    |
| 85 +                          | 1.6%   | 2.4%    | 2.1%    |
| 18 +                          | 76.4%  | 77.6%   | 77.2%   |
| <b>2016 Population by Age</b> |        |         |         |
| Total                         | 13,686 | 134,543 | 328,272 |
| 0 - 4                         | 4.5%   | 5.3%    | 5.7%    |
| 5 - 9                         | 5.7%   | 5.9%    | 6.1%    |
| 10 - 14                       | 7.1%   | 6.3%    | 6.3%    |
| 15 - 24                       | 11.2%  | 10.9%   | 11.2%   |
| 25 - 34                       | 9.5%   | 12.5%   | 13.2%   |
| 35 - 44                       | 11.4%  | 12.8%   | 13.5%   |
| 45 - 54                       | 15.7%  | 14.2%   | 14.0%   |
| 55 - 64                       | 15.9%  | 14.5%   | 13.7%   |
| 65 - 74                       | 10.6%  | 9.3%    | 8.8%    |
| 75 - 84                       | 6.1%   | 5.5%    | 4.9%    |
| 85 +                          | 2.5%   | 2.9%    | 2.5%    |
| 18 +                          | 78.3%  | 78.9%   | 78.2%   |
| <b>2021 Population by Age</b> |        |         |         |
| Total                         | 13,683 | 135,643 | 331,797 |
| 0 - 4                         | 4.3%   | 5.2%    | 5.6%    |
| 5 - 9                         | 5.1%   | 5.5%    | 5.7%    |
| 10 - 14                       | 6.3%   | 6.0%    | 6.1%    |
| 15 - 24                       | 10.3%  | 10.2%   | 10.6%   |
| 25 - 34                       | 9.0%   | 12.2%   | 12.9%   |
| 35 - 44                       | 12.5%  | 13.4%   | 14.0%   |
| 45 - 54                       | 14.1%  | 13.0%   | 13.0%   |
| 55 - 64                       | 16.2%  | 14.2%   | 13.5%   |
| 65 - 74                       | 12.2%  | 11.0%   | 10.3%   |
| 75 - 84                       | 7.1%   | 6.2%    | 5.5%    |
| 85 +                          | 2.8%   | 3.0%    | 2.6%    |
| 18 +                          | 80.1%  | 79.8%   | 79.0%   |
| <b>2010 Population by Sex</b> |        |         |         |
| Males                         | 6,632  | 64,493  | 158,212 |
| Females                       | 7,092  | 68,368  | 164,811 |
| <b>2016 Population by Sex</b> |        |         |         |
| Males                         | 6,610  | 65,396  | 160,984 |
| Females                       | 7,077  | 69,148  | 167,288 |
| <b>2021 Population by Sex</b> |        |         |         |
| Males                         | 6,627  | 66,029  | 162,778 |
| Females                       | 7,055  | 69,614  | 169,019 |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.

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|---|--------|---------|---------|
| <b>2010 Population by Race/Ethnicity</b>                  |        |         |         |
| Total   | 13,726 | 132,860 | 323,023 |
| White Alone   | 90.1%  | 83.1%   | 79.0%   |
| Black Alone   | 1.1%   | 1.5%    | 2.1%    |
| American Indian Alone                                     | 0.1%   | 0.2%    | 0.3%    |
| Asian Alone   | 6.3%   | 7.8%    | 10.4%   |
| Pacific Islander Alone                                    | 0.0%   | 0.0%    | 0.0%    |
| Some Other Race Alone                                     | 1.1%   | 5.5%    | 6.2%    |
| Two or More Races   | 1.3%   | 1.8%    | 2.1%    |
| Hispanic Origin   | 4.7%   | 13.3%   | 15.6%   |
| Diversity Index   | 25.7   | 46.3    | 53.3    |
| <b>2016 Population by Race/Ethnicity</b>                  |        |         |         |
| Total   | 13,687 | 134,544 | 328,272 |
| White Alone   | 88.4%  | 81.3%   | 76.6%   |
| Black Alone   | 1.0%   | 1.3%    | 1.8%    |
| American Indian Alone                                     | 0.1%   | 0.2%    | 0.3%    |
| Asian Alone   | 7.8%   | 9.3%    | 12.3%   |
| Pacific Islander Alone                                    | 0.0%   | 0.0%    | 0.0%    |
| Some Other Race Alone                                     | 1.2%   | 5.8%    | 6.7%    |
| Two or More Races   | 1.5%   | 2.0%    | 2.3%    |
| Hispanic Origin   | 5.4%   | 14.3%   | 16.9%   |
| Diversity Index   | 29.2   | 49.5    | 56.7    |
| <b>2021 Population by Race/Ethnicity</b>                  |        |         |         |
| Total   | 13,683 | 135,643 | 331,798 |
| White Alone   | 86.9%  | 79.7%   | 74.6%   |
| Black Alone   | 0.9%   | 1.1%    | 1.6%    |
| American Indian Alone                                     | 0.1%   | 0.2%    | 0.3%    |
| Asian Alone   | 9.1%   | 10.6%   | 14.0%   |
| Pacific Islander Alone                                    | 0.0%   | 0.0%    | 0.0%    |
| Some Other Race Alone                                     | 1.4%   | 6.1%    | 7.0%    |
| Two or More Races   | 1.6%   | 2.1%    | 2.4%    |
| Hispanic Origin   | 6.0%   | 15.4%   | 18.2%   |
| Diversity Index   | 32.3   | 52.2    | 59.5    |
| <b>2010 Population by Relationship and Household Type</b> |        |         |         |
| Total   | 13,724 | 132,861 | 323,023 |
| In Households   | 99.8%  | 99.4%   | 99.2%   |
| In Family Households                                      | 89.3%  | 84.5%   | 84.0%   |
| Householder   | 28.7%  | 26.8%   | 26.4%   |
| Spouse  | 24.9%  | 22.3%   | 21.7%   |
| Child   | 32.8%  | 30.6%   | 30.4%   |
| Other relative  | 2.1%   | 3.4%    | 3.9%    |
| Nonrelative   | 0.7%   | 1.3%    | 1.5%    |
| In Nonfamily Households                                   | 10.5%  | 14.9%   | 15.3%   |
| In Group Quarters   | 0.2%   | 0.6%    | 0.8%    |
| Institutionalized Population                              | 0.1%   | 0.4%    | 0.6%    |
| Noninstitutionalized Population                           | 0.1%   | 0.2%    | 0.1%    |

**Data Note:** Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

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| <b>2016 Population 25+ by Educational Attainment</b> |        |         |         |
| Total  | 9,793  | 96,342  | 231,941 |
| Less than 9th Grade                                  | 0.9%   | 2.8%    | 4.1%    |
| 9th - 12th Grade, No Diploma                         | 1.5%   | 3.0%    | 3.7%    |
| High School Graduate                                 | 15.3%  | 18.0%   | 17.7%   |
| GED/Alternative Credential                           | 1.7%   | 1.7%    | 1.8%    |
| Some College, No Degree                              | 15.1%  | 16.7%   | 17.0%   |
| Associate Degree                                     | 8.4%   | 6.6%    | 7.1%    |
| Bachelor's Degree                                    | 33.4%  | 32.2%   | 30.3%   |
| Graduate/Professional Degree                         | 23.8%  | 18.8%   | 18.3%   |
| <b>2016 Population 15+ by Marital Status</b>         |        |         |         |
| Total  | 11,318 | 111,000 | 268,624 |
| Never Married  | 25.1%  | 28.3%   | 28.9%   |
| Married  | 64.6%  | 58.0%   | 56.8%   |
| Widowed  | 4.8%   | 5.6%    | 5.6%    |
| Divorced   | 5.4%   | 8.0%    | 8.7%    |
| <b>2016 Civilian Population 16+ in Labor Force</b>   |        |         |         |
| Civilian Employed                                    | 97.1%  | 95.1%   | 95.2%   |
| Civilian Unemployed                                  | 2.9%   | 4.9%    | 4.8%    |
| <b>2016 Employed Population 16+ by Industry</b>      |        |         |         |
| Total  | 7,050  | 72,394  | 176,582 |
| Agriculture/Mining                                   | 0.1%   | 0.1%    | 0.2%    |
| Construction   | 4.3%   | 4.7%    | 4.7%    |
| Manufacturing  | 9.4%   | 11.2%   | 12.6%   |
| Wholesale Trade                                      | 5.3%   | 3.7%    | 3.9%    |
| Retail Trade   | 11.2%  | 11.3%   | 11.2%   |
| Transportation/Utilities                             | 3.4%   | 5.5%    | 5.2%    |
| Information  | 2.2%   | 2.6%    | 2.6%    |
| Finance/Insurance/Real Estate                        | 9.3%   | 8.6%    | 8.4%    |
| Services   | 51.9%  | 49.8%   | 49.4%   |
| Public Administration                                | 2.8%   | 2.3%    | 1.9%    |
| <b>2016 Employed Population 16+ by Occupation</b>    |        |         |         |
| Total  | 7,050  | 72,395  | 176,583 |
| White Collar   | 79.0%  | 71.1%   | 70.2%   |
| Management/Business/Financial                        | 23.8%  | 20.0%   | 19.9%   |
| Professional   | 28.5%  | 26.1%   | 25.5%   |
| Sales  | 13.9%  | 11.4%   | 11.6%   |
| Administrative Support                               | 12.8%  | 13.5%   | 13.3%   |
| Services   | 11.0%  | 14.1%   | 14.3%   |
| Blue Collar  | 10.0%  | 14.8%   | 15.5%   |
| Farming/Forestry/Fishing                             | 0.0%   | 0.1%    | 0.1%    |
| Construction/Extraction                              | 2.7%   | 3.1%    | 3.1%    |
| Installation/Maintenance/Repair                      | 1.5%   | 2.0%    | 1.9%    |
| Production   | 2.7%   | 4.7%    | 5.6%    |
| Transportation/Material Moving                       | 3.1%   | 5.0%    | 4.8%    |
| <b>2010 Population By Urban/ Rural Status</b>        |        |         |         |
| Total Population                                     | 13,724 | 132,861 | 323,023 |
| Population Inside Urbanized Area                     | 100.0% | 100.0%  | 100.0%  |
| Population Inside Urbanized Cluster                  | 0.0%   | 0.0%    | 0.0%    |
| Rural Population                                     | 0.0%   | 0.0%    | 0.0%    |

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| <b>2010 Households by Type</b>                       |        |         |         |
| Total  | 5,231  | 52,572  | 126,170 |
| Households with 1 Person                             | 20.8%  | 27.8%   | 27.3%   |
| Households with 2+ People                            | 79.2%  | 72.2%   | 72.7%   |
| Family Households                                    | 76.1%  | 67.8%   | 67.5%   |
| Husband-wife Families                                | 66.1%  | 56.5%   | 55.4%   |
| With Related Children                                | 28.9%  | 25.4%   | 25.6%   |
| Other Family (No Spouse Present)                     | 10.0%  | 11.3%   | 12.1%   |
| Other Family with Male Householder                   | 2.4%   | 3.3%    | 3.6%    |
| With Related Children                                | 0.9%   | 1.5%    | 1.7%    |
| Other Family with Female Householder                 | 7.7%   | 8.0%    | 8.5%    |
| With Related Children                                | 3.4%   | 4.1%    | 4.6%    |
| Nonfamily Households                                 | 3.0%   | 4.4%    | 5.2%    |
| All Households with Children                         | 33.4%  | 31.1%   | 32.1%   |
| Multigenerational Households                         | 2.1%   | 2.8%    | 3.0%    |
| Unmarried Partner Households                         | 2.7%   | 3.9%    | 4.5%    |
| Male-female  | 2.3%   | 3.4%    | 4.0%    |
| Same-sex   | 0.4%   | 0.4%    | 0.5%    |
| <b>2010 Households by Size</b>                       |        |         |         |
| Total  | 5,231  | 52,572  | 126,170 |
| 1 Person Household                                   | 20.8%  | 27.8%   | 27.3%   |
| 2 Person Household                                   | 34.5%  | 32.1%   | 31.8%   |
| 3 Person Household                                   | 17.1%  | 16.0%   | 16.3%   |
| 4 Person Household                                   | 17.7%  | 14.7%   | 14.7%   |
| 5 Person Household                                   | 7.1%   | 6.2%    | 6.3%    |
| 6 Person Household                                   | 2.0%   | 2.1%    | 2.2%    |
| 7 + Person Household                                 | 0.7%   | 1.1%    | 1.3%    |
| <b>2010 Households by Tenure and Mortgage Status</b> |        |         |         |
| Total  | 5,231  | 52,572  | 126,171 |
| Owner Occupied                                       | 86.9%  | 77.9%   | 74.1%   |
| Owned with a Mortgage/Loan                           | 61.1%  | 55.8%   | 54.1%   |
| Owned Free and Clear                                 | 25.8%  | 22.2%   | 20.0%   |
| Renter Occupied                                      | 13.1%  | 22.1%   | 25.9%   |
| <b>2010 Housing Units By Urban/ Rural Status</b>     |        |         |         |
| Total Housing Units                                  | 5,555  | 55,587  | 133,862 |
| Housing Units Inside Urbanized Area                  | 100.0% | 100.0%  | 100.0%  |
| Housing Units Inside Urbanized Cluster               | 0.0%   | 0.0%    | 0.0%    |
| Rural Housing Units                                  | 0.0%   | 0.0%    | 0.0%    |

**Data Note:** Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.



# Market Profile

440 E Rand Rd, Arlington Heights, Illinois, 60004  
Rings: 1, 3, 5 mile radii

Newmark Grubb Knight Frank Research  
Latitude: 42.11046  
Longitude: -87.97715

|   | 1 mile                       | 3 miles                 | 5 miles                    |
|---|------------------------------|-------------------------|----------------------------|
| <b>Top 3 Tapestry Segments</b>                              |                              |                         |                            |
|   | 1. Savvy Suburbanites (1D)   | Savvy Suburbanites (1D) | Savvy Suburbanites (1D)    |
|   | 2. Comfortable Empty Nesters | Pleasantville (2B)      | Pleasantville (2B)         |
|   | 3. Golden Years (9B)         | Golden Years (9B)       | Enterprising Professionals |
| <b>2016 Consumer Spending</b>                               |                              |                         |                            |
| Apparel & Services: Total \$                                | \$14,990,634                 | \$135,066,778           | \$325,650,364              |
| Average Spent   | \$2,859.17                   | \$2,531.19              | \$2,531.49                 |
| Spending Potential Index                                    | 142                          | 126                     | 126                        |
| Education: Total \$   | \$12,409,998                 | \$106,798,941           | \$250,464,767              |
| Average Spent   | \$2,366.97                   | \$2,001.44              | \$1,947.02                 |
| Spending Potential Index                                    | 167                          | 141                     | 138                        |
| Entertainment/Recreation: Total \$                          | \$22,153,364                 | \$194,068,437           | \$461,768,295              |
| Average Spent   | \$4,225.32                   | \$3,636.90              | \$3,589.62                 |
| Spending Potential Index                                    | 145                          | 125                     | 123                        |
| Food at Home: Total \$                                      | \$35,025,584                 | \$318,618,399           | \$768,795,625              |
| Average Spent   | \$6,680.45                   | \$5,971.00              | \$5,976.33                 |
| Spending Potential Index                                    | 134                          | 120                     | 120                        |
| Food Away from Home: Total \$                               | \$22,622,023                 | \$203,494,562           | \$492,184,253              |
| Average Spent   | \$4,314.71                   | \$3,813.54              | \$3,826.06                 |
| Spending Potential Index                                    | 140                          | 123                     | 124                        |
| Health Care: Total \$                                       | \$40,427,370                 | \$345,274,835           | \$811,076,573              |
| Average Spent   | \$7,710.73                   | \$6,470.55              | \$6,305.01                 |
| Spending Potential Index                                    | 146                          | 122                     | 119                        |
| HH Furnishings & Equipment: Total \$                        | \$13,647,327                 | \$118,794,128           | \$283,047,783              |
| Average Spent   | \$2,602.96                   | \$2,226.24              | \$2,200.31                 |
| Spending Potential Index                                    | 147                          | 126                     | 125                        |
| Personal Care Products & Services: Total \$                 | \$5,579,265                  | \$49,230,801            | \$117,617,124              |
| Average Spent   | \$1,064.14                   | \$922.60                | \$914.31                   |
| Spending Potential Index                                    | 145                          | 126                     | 125                        |
| Shelter: Total \$   | \$118,244,761                | \$1,073,473,241         | \$2,572,162,109            |
| Average Spent   | \$22,552.88                  | \$20,117.19             | \$19,995.04                |
| Spending Potential Index                                    | 145                          | 129                     | 128                        |
| Support Payments/Cash Contributions/Gifts in Kind: Total \$ | \$18,580,065                 | \$154,693,057           | \$363,493,913              |
| Average Spent   | \$3,543.79                   | \$2,898.99              | \$2,825.67                 |
| Spending Potential Index                                    | 153                          | 125                     | 122                        |
| Travel: Total \$  | \$15,982,949                 | \$133,734,874           | \$313,039,076              |
| Average Spent   | \$3,048.44                   | \$2,506.23              | \$2,433.45                 |
| Spending Potential Index                                    | 164                          | 135                     | 131                        |
| Vehicle Maintenance & Repairs: Total \$                     | \$7,693,158                  | \$67,594,684            | \$161,379,551              |
| Average Spent   | \$1,467.32                   | \$1,266.74              | \$1,254.51                 |
| Spending Potential Index                                    | 142                          | 122                     | 121                        |

**Data Note:** Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

**Source:** Consumer Spending data are derived from the 2013 and 2014 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

**Source:** U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021 Esri converted Census 2000 data into 2010 geography.