

Sample Market Penetration Report

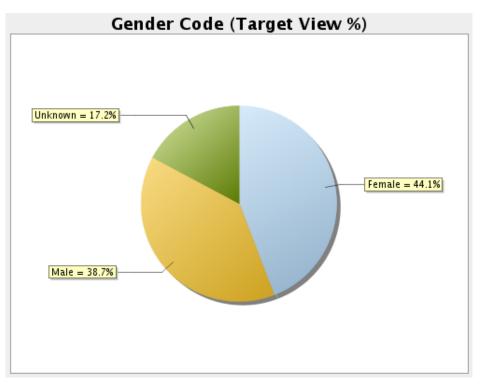
Report Type: Customer Market Penetration Report Target View: Sample Reference View: Local Market for Sample Report Created: Tuesday, Feb 02, 2010

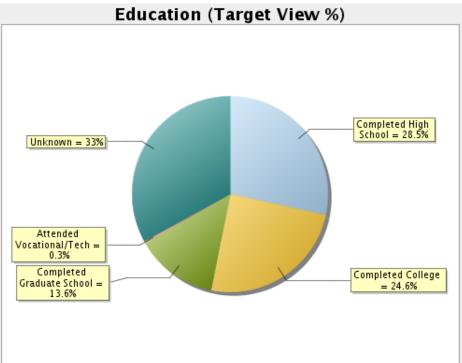


Demographic Facts

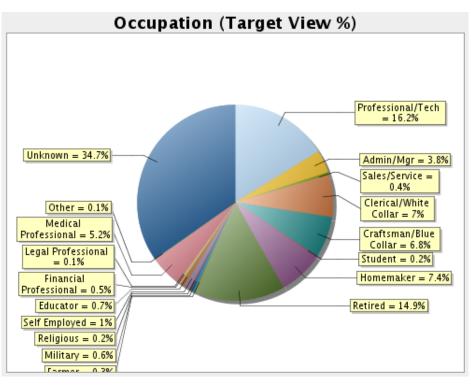
- Your top 2 Gender Code Categories are: Female (44.1%), Male (38.7%)
- Your top 3 Income Range Categories are: \$99,999 (16.2%), \$149,999 (14.4%), \$74,999 (6.9%)
- Your top 3 Net Worth Categories are: \$499,999 (27.3%), \$249,999 (24.2%), \$99,999 (21.0%)
- Your top 3 Education Categories are: Completed High School (28.5%), Completed College (24.6%), Completed Graduate School (13.6%)
- Your top 3 Occupation Categories are: Professional/Tech (16.2%), Retired (14.9%), Homemaker (7.4%)
- 48.5% of your Customers 'Presence of Kids' are: No Kids in HH
- Your top 3 Marital Status in HH Categories are: Married (70.1%), Single (23.0%), Inferred Married (3.3%)
- 94.3% of your Customers 'Home Owner / Renter' are: Home Owner
- 29.9% of your Customers 'Home Life' are: Yes
- 7.6% of your Customers 'DIY' are: Yes
- 8.0% of your Customers 'Sporty' are: Yes
- 15.8% of your Customers 'Upscale' are: Yes
- 2.3% of your Customers 'Cultural/Artistic' are: Yes
- 19.5% of your Customers 'Highbrow' are: Yes
- 29.0% of your Customers 'High-Tech' are: Yes
- 19.5% of your Customers 'Common Life' are: Yes
- 4.2% of your Customers 'Professional' are: Yes
- 37.9% of your Customers 'Broader Life' are: Yes
- Your top 3 Age Range Categories are: Ages 75+ (26.1%), 64 (23.9%), 74 (20.1%)
- Your top 3 LOR Range Categories are: 15+ Years (40.5%), 10 Years (23.5%), 14 Years (14.1%)
- Your top 3 Home Value Range Categories are: \$199,999 (13.0%), \$399,999 (9.3%), \$249,999 (9.2%)
- 93.2% of your Customers 'Dwelling Type' are: Single Family Dwelling Unit





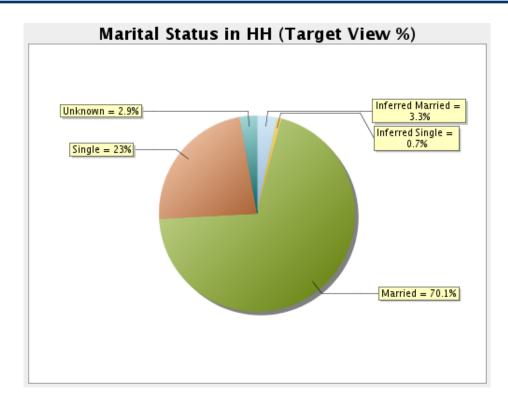






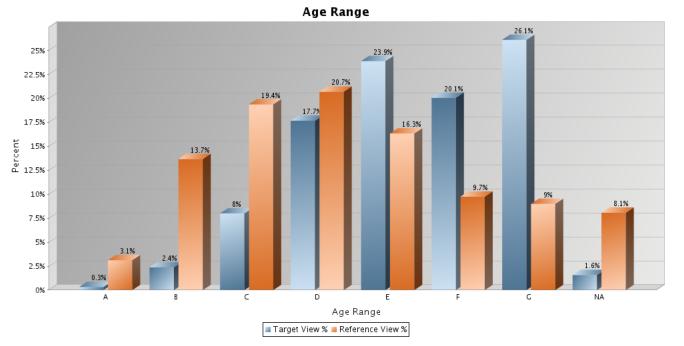
Presence of Kids (Target View %)

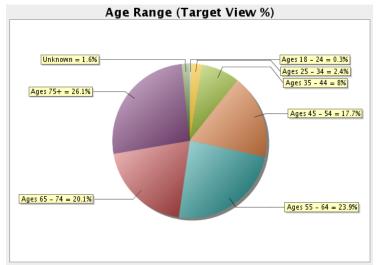


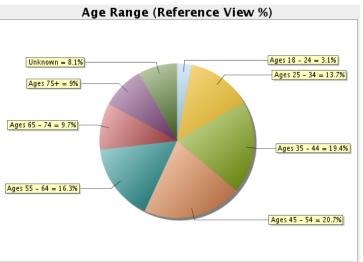




Age Range	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	Ages 18 - 24	53	0.3%	1,367,044	3.1%	10	Very Low
В	Ages 25 - 34	388	2.4%	5,987,861	13.7%	17	Very Low
С	Ages 35 - 44	1,305	8.0%	8,487,762	19.4%	41	Very Low
D	Ages 45 - 54	2,881	17.7%	9,067,959	20.7%	85	Low
E	Ages 55 - 64	3,896	23.9%	7,156,591	16.3%	146	Very High
F	Ages 65 - 74	3,273	20.1%	4,271,157	9.7%	205	Very High
G	Ages 75+	4,258	26.1%	3,941,779	9.0%	290	Very High
NA	Unknown	258	1.6%	3,539,707	8.1%	19	Very Low



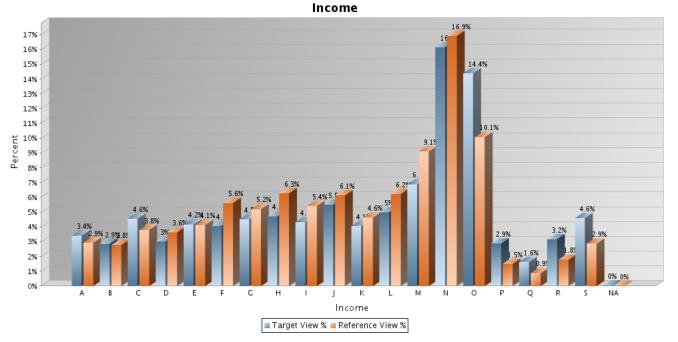


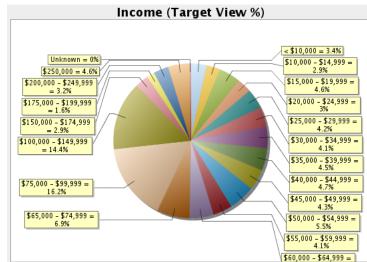


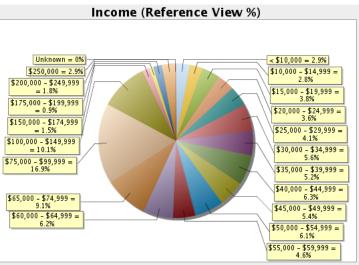


Income	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	< \$10,000	556	3.4%	1,288,301	2.9%	115	High
В	\$10,000 - \$14,999	466	2.9%	1,216,285	2.8%	102	Average
С	\$15,000 - \$19,999	743	4.6%	1,666,728	3.8%	119	High
D	\$20,000 - \$24,999	492	3.0%	1,594,530	3.6%	82	Low
E	\$25,000 - \$29,999	680	4.2%	1,812,470	4.1%	100	Average
F	\$30,000 - \$34,999	665	4.1%	2,463,643	5.6%	72	Very Low
G	\$35,000 - \$39,999	738	4.5%	2,281,716	5.2%	86	Low
Н	\$40,000 - \$44,999	770	4.7%	2,749,897	6.3%	75	Very Low
I	\$45,000 - \$49,999	705	4.3%	2,376,698	5.4%	79	Low
J	\$50,000 - \$54,999	900	5.5%	2,688,079	6.1%	89	Low
К	\$55,000 - \$59,999	663	4.1%	2,030,602	4.6%	87	Low
L	\$60,000 - \$64,999	815	5.0%	2,734,068	6.2%	80	Low
М	\$65,000 - \$74,999	1,122	6.9%	3,989,369	9.1%	75	Very Low
Ν	\$75,000 - \$99,999	2,636	16.2%	7,414,376	16.9%	95	Average
0	\$100,000 - \$149,999	2,348	14.4%	4,416,638	10.1%	142	Very High
Р	\$150,000 - \$174,999	470	2.9%	657,356	1.5%	192	Very High
Q	\$175,000 - \$199,999	268	1.6%	385,568	0.9%	186	Very High
R	\$200,000 - \$249,999	516	3.2%	783,638	1.8%	176	Very High
S	>= \$250,000	751	4.6%	1,262,270	2.9%	159	Very High

NA	Unknown	8	0.0%	7,628	0.0%	281	Very High
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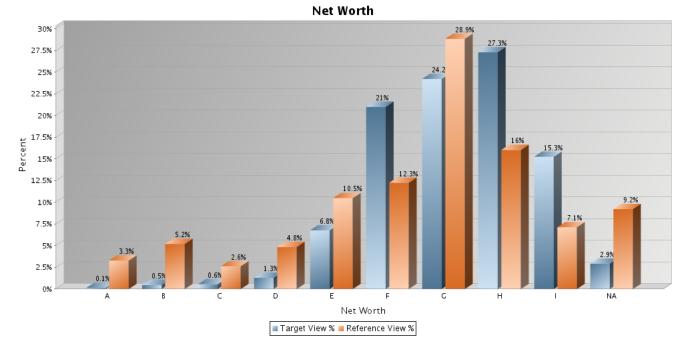


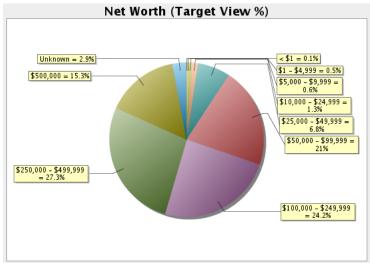


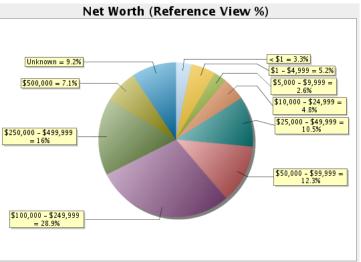




Net Worth	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	< \$1	20	0.1%	1,442,717	3.3%	3	Very Low
В	\$1 - \$4,999	77	0.5%	2,279,644	5.2%	9	Very Low
С	\$5,000 - \$9,999	92	0.6%	1,157,040	2.6%	21	Very Low
D	\$10,000 - \$24,999	213	1.3%	2,124,740	4.8%	26	Very Low
E	\$25,000 - \$49,999	1,105	6.8%	4,599,793	10.5%	64	Very Low
F	\$50,000 - \$99,999	3,428	21.0%	5,371,071	12.3%	171	Very High
G	\$100,000 - \$249,999	3,952	24.2%	12,644,523	28.9%	83	Low
Н	\$250,000 - \$499,999	4,456	27.3%	7,027,145	16.0%	170	Very High
I	>= \$500,000	2,489	15.3%	3,129,665	7.1%	213	Very High
NA	Unknown	480	2.9%	4,043,522	9.2%	31	Very Low

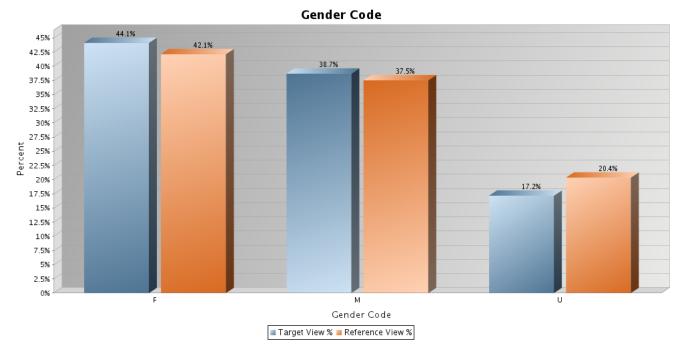


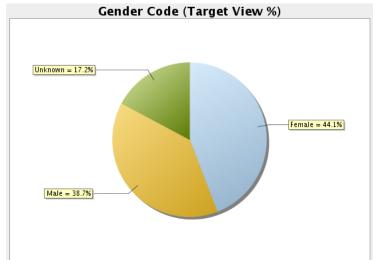


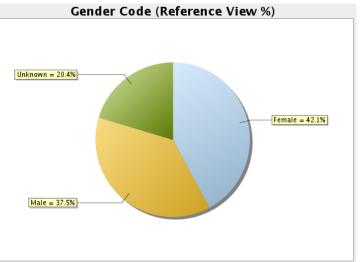




Gender Code	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
F	Female	7,198	44.1%	18,455,797	42.1%	104	Average
Μ	Male	6,312	38.7%	16,441,998	37.5%	103	Average
U	Unknown	2,802	17.2%	8,922,065	20.4%	84	Low



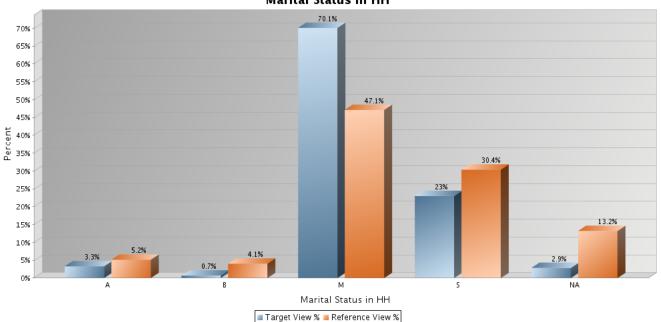




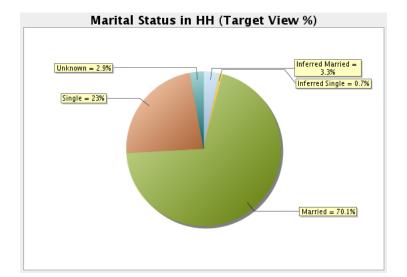
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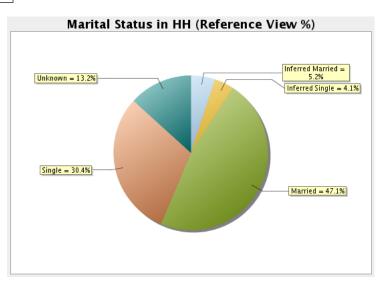


Marital Status in HH	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	Inferred Married	539	3.3%	2,260,412	5.2%	64	Very Low
В	Inferred Single	115	0.7%	1,780,127	4.1%	17	Very Low
М	Married	11,441	70.1%	20,655,597	47.1%	148	Very High
S	Single	3,751	23.0%	13,330,574	30.4%	75	Very Low
NA	Unknown	466	2.9%	5,793,150	13.2%	21	Very Low



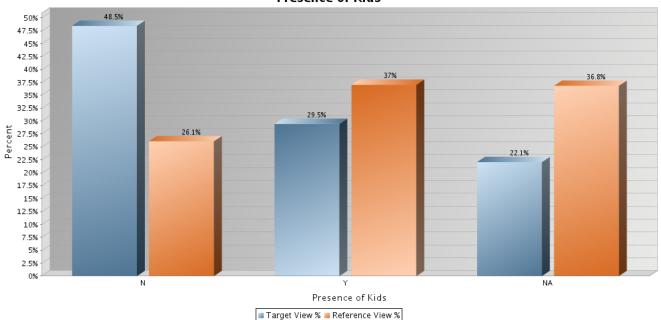
Marital Status in HH



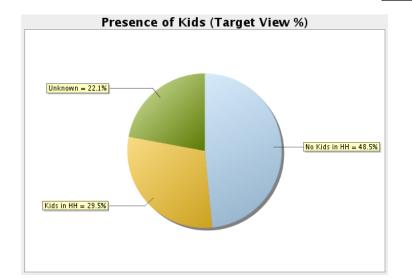


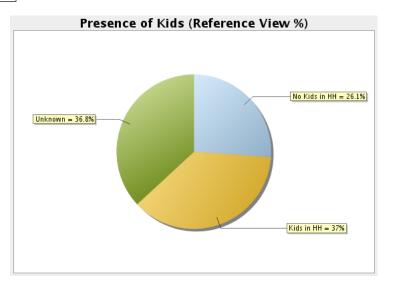


Presence of Kids	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Ν	No Kids in HH	7,904	48.5%	11,442,336	26.1%	185	Very High
Υ	Kids in HH	4,806	29.5%	16,231,687	37.0%	79	Low
NA	Unknown	3,602	22.1%	16,145,837	36.8%	59	Very Low



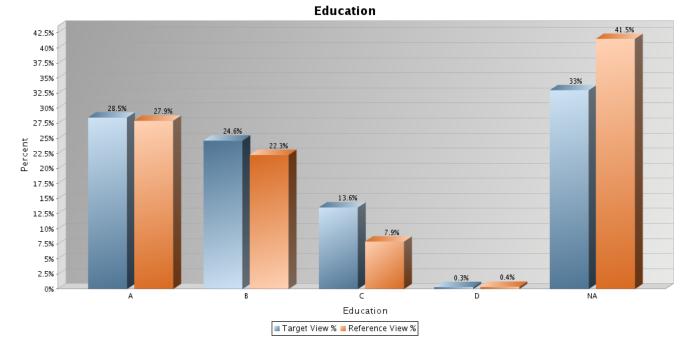
Presence of Kids

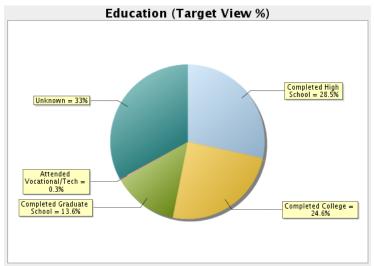


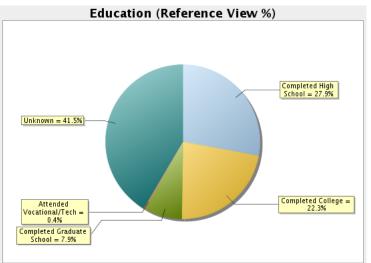




Education	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	Completed High School	4,644	28.5%	12,243,810	27.9%	101	Average
В	Completed College	4,019	24.6%	9,754,710	22.3%	110	Average
С	Completed Graduate School	2,211	13.6%	3,458,201	7.9%	171	Very High
D	Attended Vocational/Tech	56	0.3%	167,327	0.4%	89	Low
NA	Unknown	5,382	33.0%	18,195,812	41.5%	79	Low



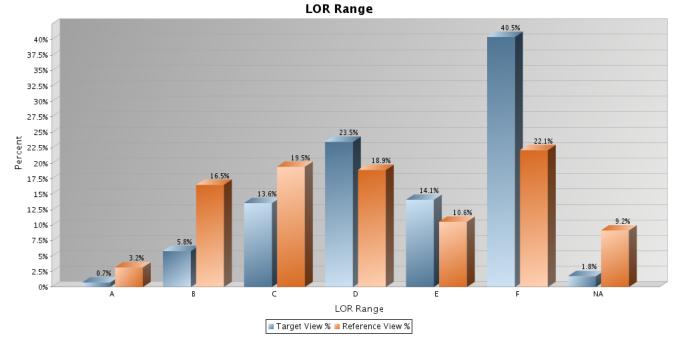


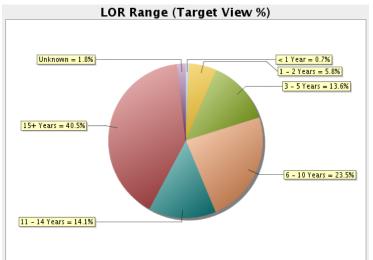


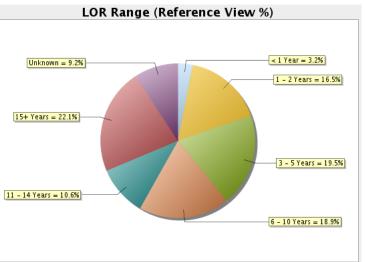
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LOR Range	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	< 1 Year	120	0.7%	1,397,843	3.2%	23	Very Low
В	1 - 2 Years	950	5.8%	7,249,442	16.5%	35	Very Low
С	3 - 5 Years	2,216	13.6%	8,524,880	19.5%	69	Very Low
D	6 - 10 Years	3,832	23.5%	8,299,288	18.9%	124	High
E	11 - 14 Years	2,304	14.1%	4,627,300	10.6%	133	Very High
F	15+ Years	6,600	40.5%	9,705,978	22.1%	182	Very High
NA	Unknown	290	1.8%	4,015,129	9.2%	19	Very Low



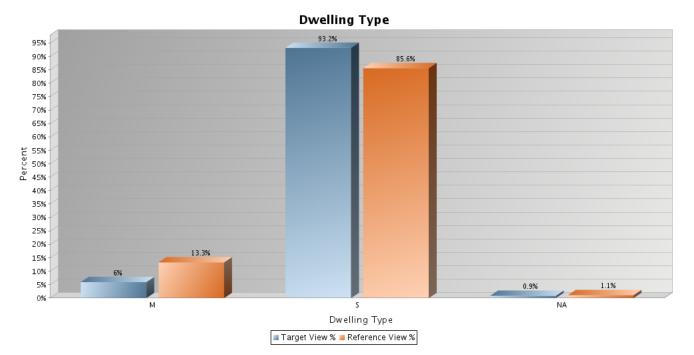


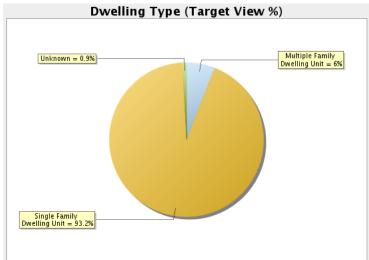


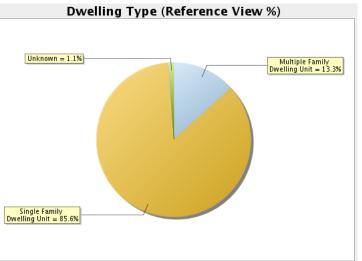
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Dwelling Type	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
М	Multiple Family Dwelling Unit	972	6.0%	5,825,443	13.3%	44	Very Low
S	Single Family Dwelling Unit	15,199	93.2%	37,509,234	85.6%	108	Average
NA	Unknown	141	0.9%	485,183	1.1%	78	Low

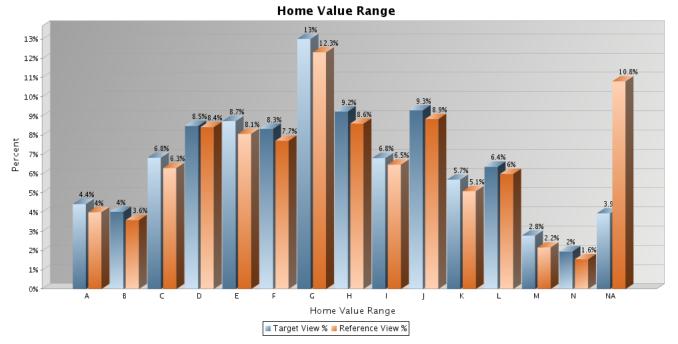






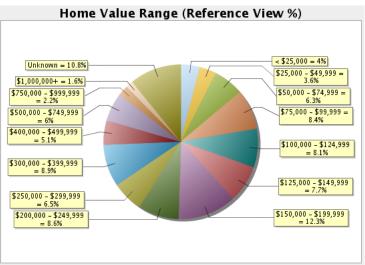


Home Value Range	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	< \$25,000	722	4.4%	1,753,512	4.0%	110	Average
В	\$25,000 - \$49,999	656	4.0%	1,573,069	3.6%	112	High
С	\$50,000 - \$74,999	1,115	6.8%	2,761,036	6.3%	108	Average
D	\$75,000 - \$99,999	1,385	8.5%	3,691,905	8.4%	100	Average
E	\$100,000 - \$124,999	1,426	8.7%	3,539,456	8.1%	108	Average
F	\$125,000 - \$149,999	1,361	8.3%	3,382,853	7.7%	108	Average
G	\$150,000 - \$199,999	2,124	13.0%	5,399,590	12.3%	105	Average
Н	\$200,000 - \$249,999	1,508	9.2%	3,773,605	8.6%	107	Average
I	\$250,000 - \$299,999	1,112	6.8%	2,838,768	6.5%	105	Average
J	\$300,000 - \$399,999	1,518	9.3%	3,878,516	8.9%	105	Average
К	\$400,000 - \$499,999	929	5.7%	2,231,708	5.1%	111	High
L	\$500,000 - \$749,999	1,039	6.4%	2,625,649	6.0%	106	Average
М	\$750,000 - \$999,999	454	2.8%	951,305	2.2%	128	Very High
Ν	\$1,000,000+	320	2.0%	681,840	1.6%	126	Very High
NA	Unknown	643	3.9%	4,737,048	10.8%	36	Very Low



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Home Value Range (Target View %) Unknown = 3.9% < \$25,000 = 4.4% \$25,000 - \$49,999 = 4% \$1,000,000+ = 2% \$750,000 - \$999,999 \$50,000 - \$74,999 = = 2.8% \$500,000 - \$749,999 = 6.4% 6.8% \$75,000 - \$99,999 = 8.5% \$400,000 - \$499,999 = 5.7% \$300,000 - \$399,999 = 9.3% \$100,000 - \$124,999 = 8.7% \$250,000 - \$299,999 = 6.8% \$125,000 - \$149,999 = 8.3% \$200,000 - \$249,999 = 9.2% \$150,000 - \$199,999 = 13%





Home Owner / Renter	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
0	Home Owner	15,381	94.3%	32,977,441	75.3%	125	High
R	Renter	357	2.2%	2,395,463	5.5%	40	Very Low
NA	Unknown	574	3.5%	8,446,956	19.3%	18	Very Low

94.3% 95% 90% 85% 80% 75.3% 75% 70% 65% 60% tu 55% 250% 45% 40% 35% 30% -25% 19.3% 20% 15% 10% 5.5% 3.5% 2.2% 5% 0% 0 R NA Home Owner / Renter 🔳 Target View % 📕 Reference View % Home Owner / Renter (Target View %) Home Owner / Renter (Reference View %) Unknown = 3.5% Renter = 2.2% Unknown = 19.3%

Renter = 5.5%

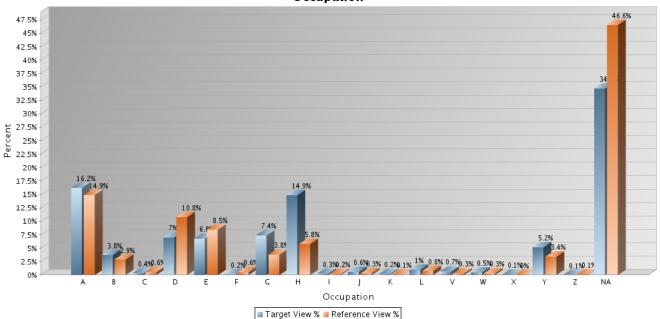
Home Owner / Renter

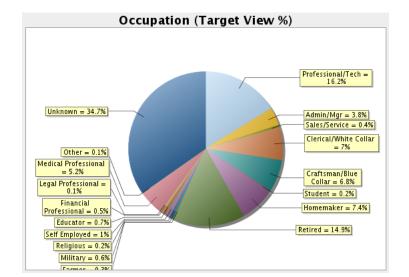
Home Owner = 94.3%

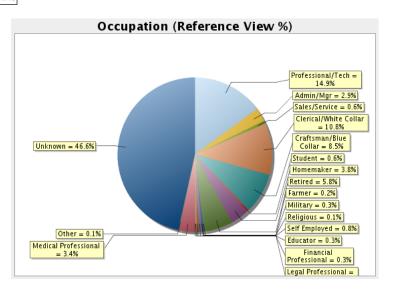
Home Owner = 75.3%



Occupation	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
А	Professional/Tech	2,650	16.2%	6,538,995	14.9%	108	Average
В	Admin/Mgr	615	3.8%	1,266,069	2.9%	130	Very High
С	Sales/Service	63	0.4%	258,202	0.6%	65	Very Low
D	Clerical/White Collar	1,143	7.0%	4,728,790	10.8%	64	Very Low
E	Craftsman/Blue Collar	1,107	6.8%	3,716,650	8.5%	80	Low
F	Student	25	0.2%	243,535	0.6%	27	Very Low
G	Homemaker	1,205	7.4%	1,674,817	3.8%	193	Very High
Н	Retired	2,426	14.9%	2,542,815	5.8%	256	Very High
I	Farmer	47	0.3%	91,793	0.2%	137	Very High
J	Military	101	0.6%	145,022	0.3%	187	Very High
К	Religious	35	0.2%	26,268	0.1%	357	Very High
L	Self Employed	168	1.0%	343,230	0.8%	131	Very High
V	Educator	116	0.7%	148,298	0.3%	210	Very High
W	Financial Professional	79	0.5%	140,912	0.3%	150	Very High
Х	Legal Professional	11	0.1%	11,510	0.0%	256	Very High
Υ	Medical Professional	846	5.2%	1,498,739	3.4%	151	Very High
Z	Other	9	0.1%	37,180	0.1%	65	Very Low
NA	Unknown	5,666	34.7%	20,407,035	46.6%	74	Very Low



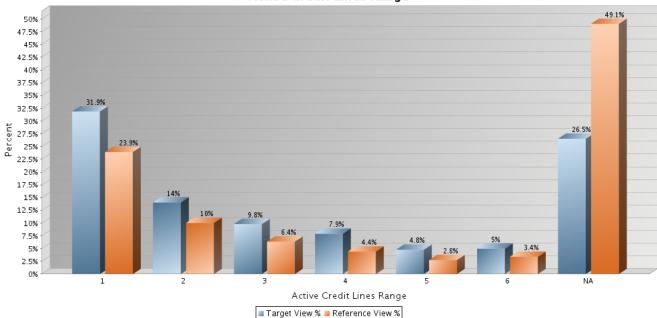




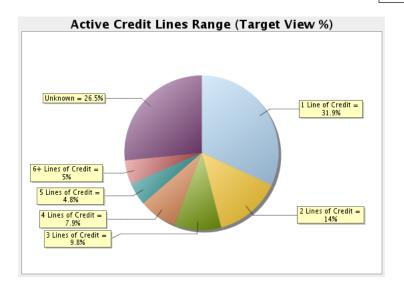
Occupation

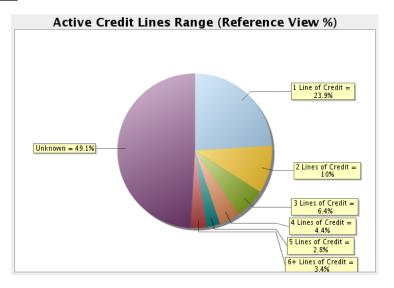


Active Credit Lines Range	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
1	1 Line of Credit	5,203	31.9%	10,494,335	23.9%	133	Very High
2	2 Lines of Credit	2,291	14.0%	4,395,872	10.0%	140	Very High
3	3 Lines of Credit	1,601	9.8%	2,792,103	6.4%	154	Very High
4	4 Lines of Credit	1,291	7.9%	1,936,342	4.4%	179	Very High
5	5 Lines of Credit	780	4.8%	1,205,484	2.8%	173	Very High
6	6+ Lines of Credit	816	5.0%	1,490,263	3.4%	147	Very High
NA	Unknown	4,330	26.5%	21,505,461	49.1%	54	Very Low



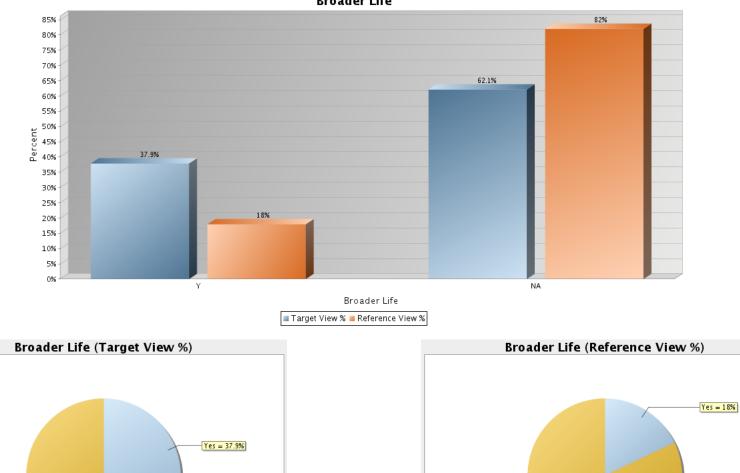
Active Credit Lines Range

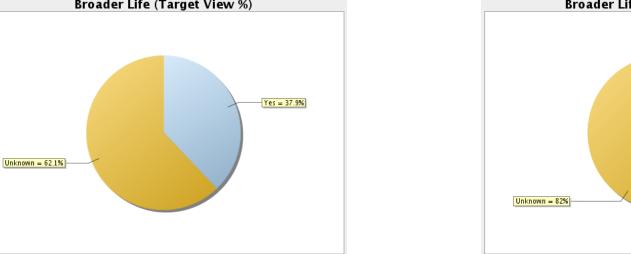






Broader Life	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	6,179	37.9%	7,874,428	18.0%	210	Very High
NA	Unknown	10,133	62.1%	35,945,432	82.0%	75	Very Low

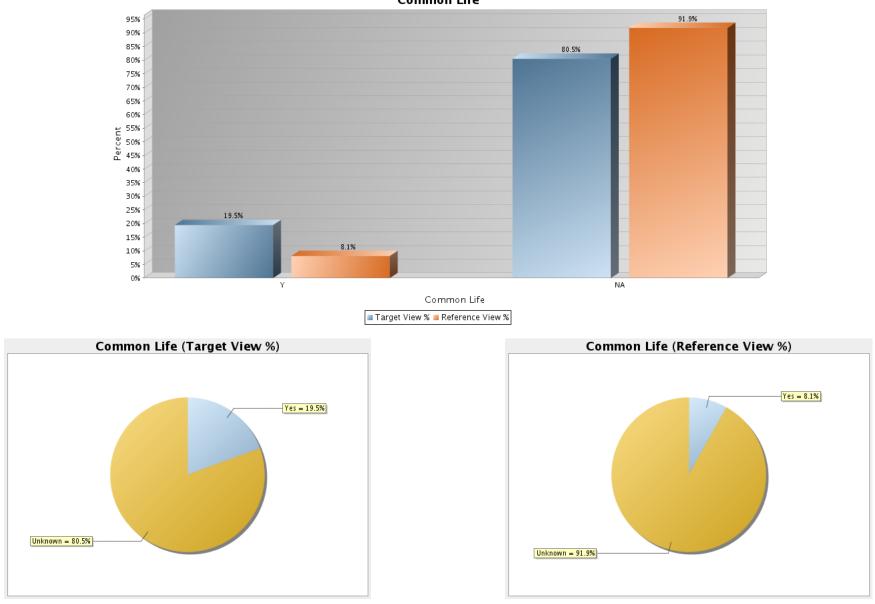




Broader Life

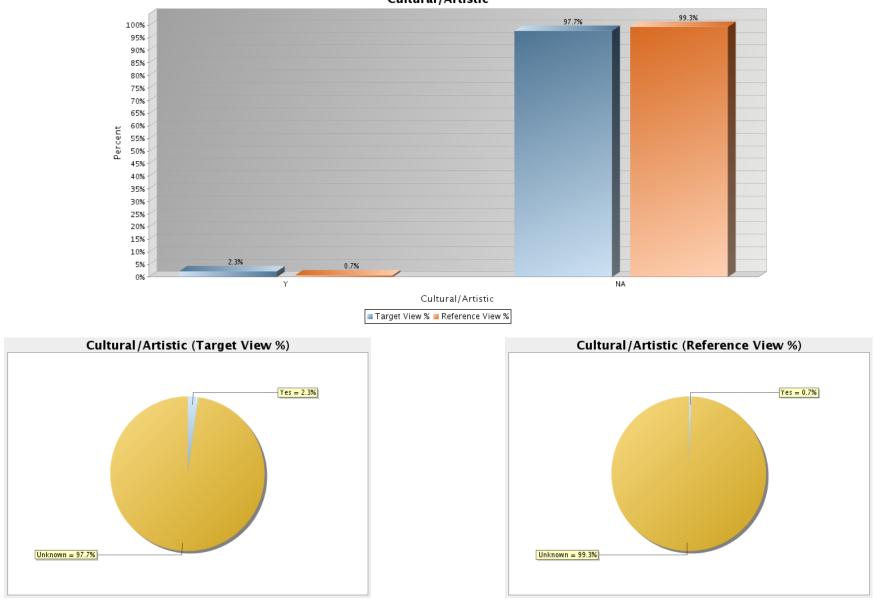


Common Life	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	3,177	19.5%	3,560,239	8.1%	239	Very High
NA	Unknown	13,135	80.5%	40,259,621	91.9%	87	Low





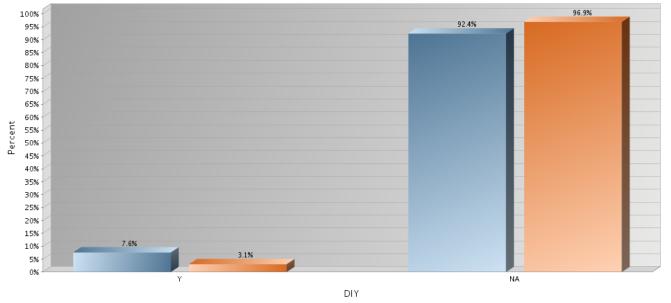
Cultural/Artisti c	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	374	2.3%	298,264	0.7%	336	Very High
NA	Unknown	15,938	97.7%	43,521,596	99.3%	98	Average



Cultural/Artistic



DIY	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	1,239	7.6%	1,336,956	3.1%	248	Very High
NA	Unknown	15,073	92.4%	42,482,904	96.9%	95	Average



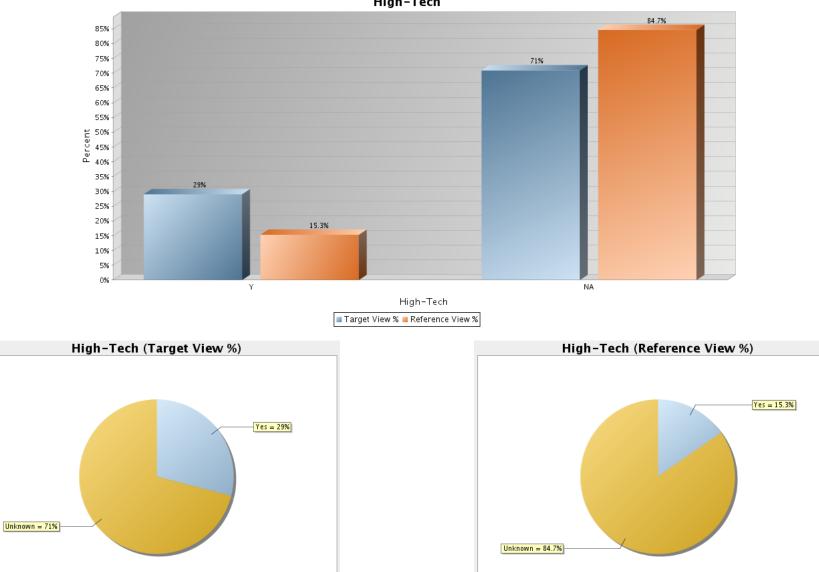
DIY

🔳 Target View % 📕 Reference View %





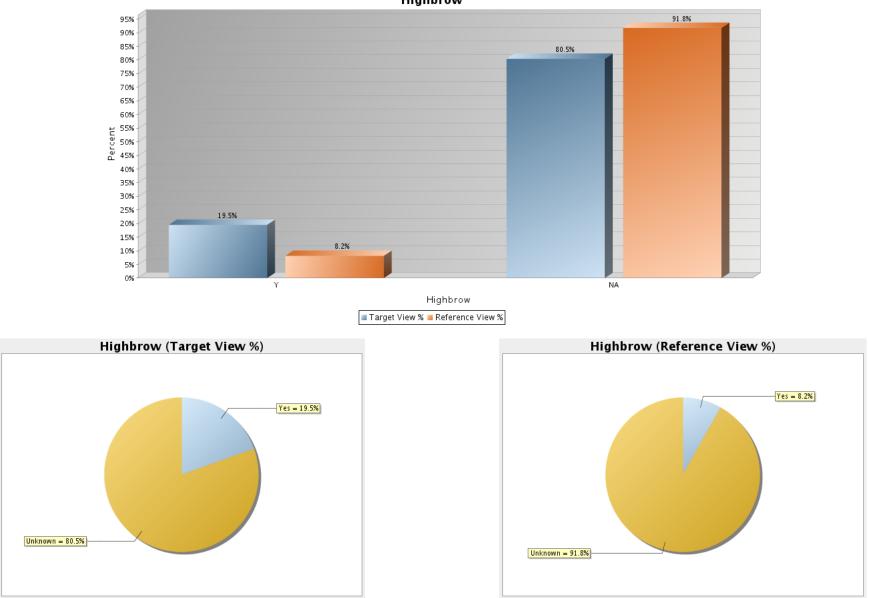
High-Tech	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	4,736	29.0%	6,714,666	15.3%	189	Very High
NA	Unknown	11,576	71.0%	37,105,194	84.7%	83	Low



High–Tech



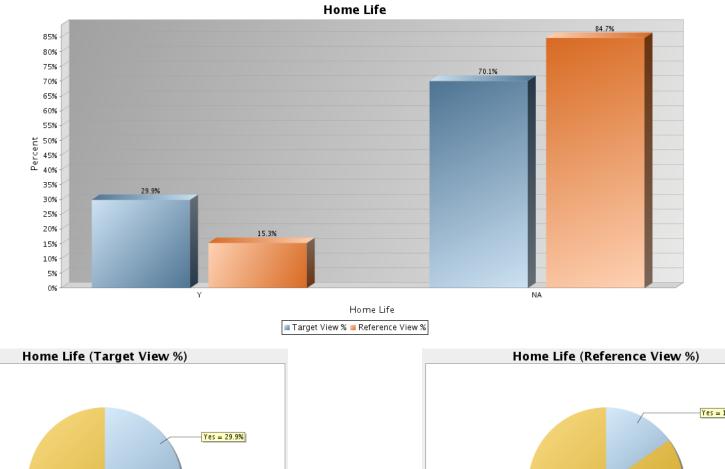
Highb	orow	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Y		Yes	3,188	19.5%	3,591,531	8.2%	238	Very High
NA	ł	Unknown	13,124	80.5%	40,228,329	91.8%	87	Low

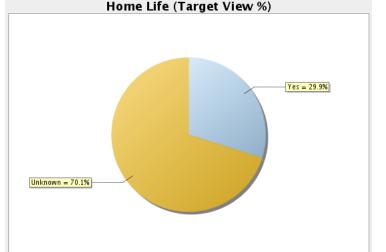


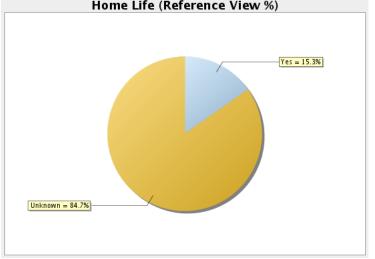
Highbrow



Home Life	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Y	Yes	4,874	29.9%	6,698,015	15.3%	195	Very High
NA	Unknown	11,438	70.1%	37,121,845	84.7%	82	Low

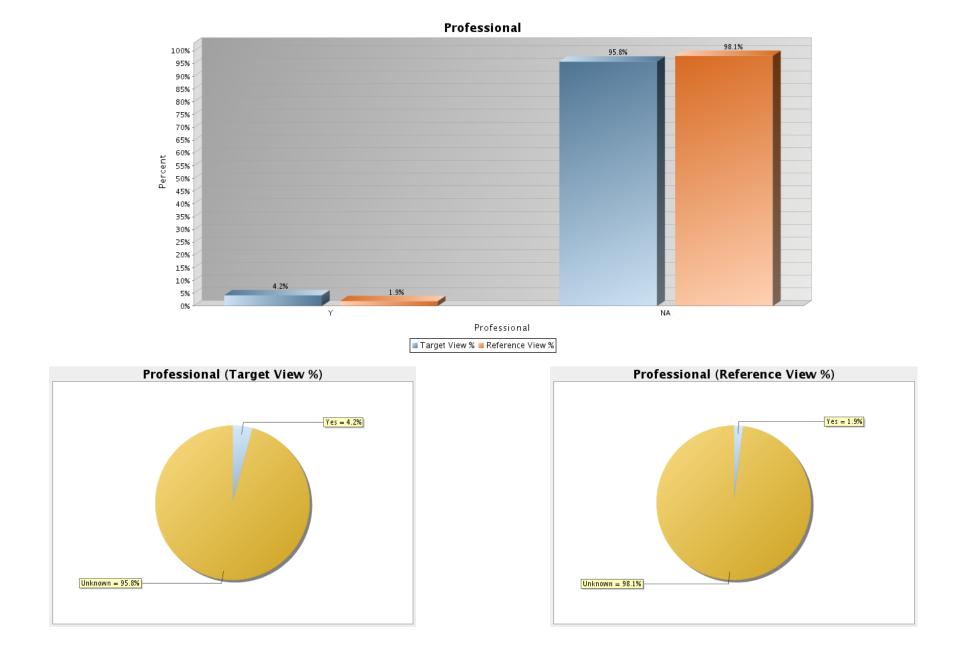






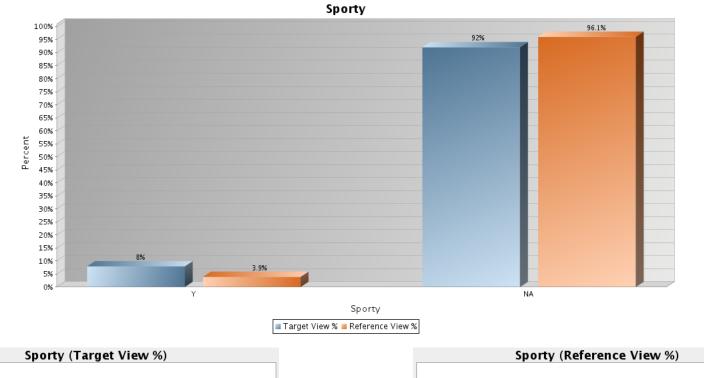


Professional	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	689	4.2%	852,700	1.9%	217	Very High
NA	Unknown	15,623	95.8%	42,967,160	98.1%	97	Average





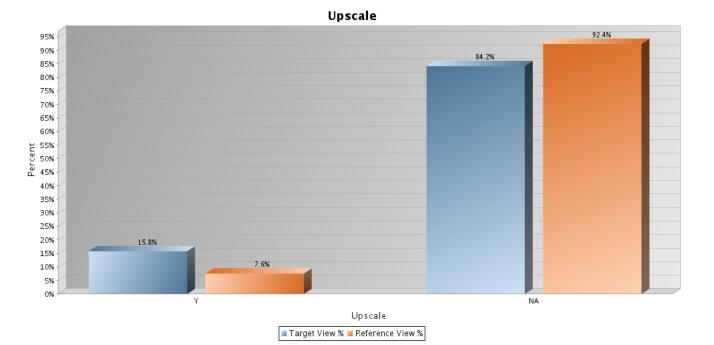
Sporty	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Υ	Yes	1,297	8.0%	1,721,137	3.9%	202	Very High
NA	Unknown	15,015	92.0%	42,098,723	96.1%	95	Average







Upscale	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
Y	Yes	2,580	15.8%	3,326,564	7.6%	208	Very High
NA	Unknown	13,732	84.2%	40,493,296	92.4%	91	Average







State	Description	Target View #	Target View %	Reference View #	Reference View %	PLI	PLI Description
AK	Alaska	1	0.0%	9,532	0.0%	28	Very Low
AL	Alabama	459	2.8%	1,147,345	2.6%	107	Average
AR	Arkansas	384	2.4%	826,784	1.9%	124	High
AZ	Arizona	584	3.6%	1,528,458	3.5%	102	Average
CA	California	3,848	23.6%	11,149,873	25.4%	92	Average
СО	Colorado	90	0.6%	623,237	1.4%	38	Very Low
СТ	Connecticut	28	0.2%	232,999	0.5%	32	Very Low
DC	District Of Columbia	102	0.6%	223,805	0.5%	122	High
DE	Delaware	38	0.2%	235,327	0.5%	43	Very Low
FL	Florida	90	0.6%	857,749	2.0%	28	Very Low
GA	Georgia	1,707	10.5%	3,057,028	7.0%	150	Very High
IA	Iowa	81	0.5%	346,745	0.8%	62	Very Low
ID	Idaho	19	0.1%	109,215	0.2%	46	Very Low
IL	Illinois	66	0.4%	638,826	1.5%	27	Very Low
IN	Indiana	11	0.1%	95,245	0.2%	31	Very Low
KS	Kansas	39	0.2%	231,159	0.5%	45	Very Low
KY	Kentucky	73	0.4%	477,946	1.1%	41	Very Low
LA	Louisiana	45	0.3%	298,887	0.7%	40	Very Low
MA	Massachusetts	2	0.0%	24,388	0.1%	22	Very Low
MD	Maryland	69	0.4%	589,699	1.3%	31	Very Low
ME	Maine	4	0.0%	10,440	0.0%	102	Average

MI	Michigan	19	0.1%	176,629	0.4%	28	Very Low
MN	Minnesota	29	0.2%	226,642	0.5%	34	Very Low
MO	Missouri	54	0.3%	561,316	1.3%	25	Very Low
MS	Mississippi	239	1.5%	595,139	1.4%	107	Average
MT	Montana	29	0.2%	118,192	0.3%	65	Very Low
NC	North Carolina	1,353	8.3%	3,386,458	7.7%	107	Average
ND	North Dakota	10	0.1%	56,344	0.1%	47	Very Low
NE	Nebraska	28	0.2%	148,094	0.3%	50	Very Low
NH	New Hampshire	10	0.1%	75,608	0.2%	35	Very Low
NJ	New Jersey	132	0.8%	1,049,363	2.4%	33	Very Low
NM	New Mexico	96	0.6%	440,685	1.0%	58	Very Low
NV	Nevada	45	0.3%	337,368	0.8%	35	Very Low
OH	Ohio	315	1.9%	2,449,580	5.6%	34	Very Low
ОК	Oklahoma	69	0.4%	483,244	1.1%	38	Very Low
PA	Pennsylvania	10	0.1%	82,600	0.2%	32	Very Low
RI	Rhode Island	33	0.2%	218,173	0.5%	40	Very Low
SC	South Carolina	22	0.1%	197,375	0.5%	29	Very Low
SD	South Dakota	4	0.0%	9,755	0.0%	110	Average
TN	Tennessee	4,199	25.7%	2,333,113	5.3%	483	Very High
ТХ	Texas	556	3.4%	3,744,098	8.5%	39	Very Low
UT	Utah	3	0.0%	27,038	0.1%	29	Very Low
VA	Virginia	915	5.6%	2,430,209	5.5%	101	Average
VT	Vermont	1	0.0%	6,779	0.0%	39	Very Low
WA	Washington	363	2.2%	1,720,170	3.9%	56	Very Low
WI	Wisconsin	19	0.1%	163,899	0.4%	31	Very Low
WV	West Virginia	3	0.0%	10,153	0.0%	79	Low
WY	Wyoming	16	0.1%	57,149	0.1%	75	Very Low

