



# Retail Market Potential

Marion CDP, UT  
 Marion CDP, UT (4948170)  
 Geography: Place

Prepared by Jeffrey B. Jones, AICP

<b>Demographic Summary</b>	<b>2017</b>	<b>2022</b>
Population	769	834
Population 18+	561	620
Households	221	239
Median Household Income	\$70,781	\$75,743

  

<b>Product/Consumer Behavior</b>	<b>Expected Number of Adults/HHs</b>	<b>Percent of Adults/HHs</b>	<b>MPI</b>
<b>Apparel (Adults)</b>			
Bought any men's clothing in last 12 months	282	50.3%	105
Bought any women's clothing in last 12 months	257	45.8%	106
Bought clothing for child <13 years in last 6 months	181	32.3%	117
Bought any shoes in last 12 months	322	57.4%	107
Bought costume jewelry in last 12 months	121	21.6%	113
Bought any fine jewelry in last 12 months	95	16.9%	94
Bought a watch in last 12 months	83	14.8%	97
<b>Automobiles (Households)</b>			
HH owns/leases any vehicle	207	93.7%	110
HH bought/leased new vehicle last 12 mo	34	15.4%	156
<b>Automotive Aftermarket (Adults)</b>			
Bought gasoline in last 6 months	521	92.9%	109
Bought/changed motor oil in last 12 months	271	48.3%	100
Had tune-up in last 12 months	169	30.1%	105
<b>Beverages (Adults)</b>			
Drank bottled water/seltzer in last 6 months	399	71.1%	107
Drank regular cola in last 6 months	234	41.7%	95
Drank beer/ale in last 6 months	261	46.5%	110
<b>Cameras (Adults)</b>			
Own digital point & shoot camera/camcorder	153	27.3%	128
Own digital SLR camera/camcorder	69	12.3%	148
Printed digital photos in last 12 months	88	15.7%	113
<b>Cell Phones (Adults/Households)</b>			
Bought cell phone in last 12 months	208	37.1%	102
Have a smartphone	444	79.1%	118
Have a smartphone: Android phone (any brand)	180	32.1%	101
Have a smartphone: Apple iPhone	241	43.0%	140
Number of cell phones in household: 1	42	19.0%	59
Number of cell phones in household: 2	88	39.8%	106
Number of cell phones in household: 3+	88	39.8%	153
HH has cell phone only (no landline telephone)	90	40.7%	90
<b>Computers (Households)</b>			
HH owns a computer	198	89.6%	117
HH owns desktop computer	121	54.8%	128
HH owns laptop/notebook	148	67.0%	121
HH owns any Apple/Mac brand computer	45	20.4%	132
HH owns any PC/non-Apple brand computer	173	78.3%	118
HH purchased most recent computer in a store	105	47.5%	127
HH purchased most recent computer online	38	17.2%	132
Spent <\$500 on most recent home computer	36	16.3%	106
Spent \$500-\$999 on most recent home computer	51	23.1%	126
Spent \$1,000-\$1,499 on most recent home computer	29	13.1%	144
Spent \$1,500-\$1,999 on most recent home computer	14	6.3%	148
Spent \$2,000+ on most recent home computer	13	5.9%	165

**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 GfK MRI in a nationally representative survey of U.S. households. Esri forecasts for 2017 and 2022.



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<b>Convenience Stores (Adults)</b>			
Shopped at convenience store in last 6 mos	300	53.5%	107
Bought brewed coffee at convenience store in last 30 days	84	15.0%	96
Bought cigarettes at convenience store in last 30 days	48	8.6%	71
Bought gas at convenience store in last 30 days	201	35.8%	106
Spent at convenience store in last 30 days: <\$20	53	9.4%	120
Spent at convenience store in last 30 days: \$20-\$39	57	10.2%	111
Spent at convenience store in last 30 days: \$40-\$50	44	7.8%	104
Spent at convenience store in last 30 days: \$51-\$99	20	3.6%	77
Spent at convenience store in last 30 days: \$100+	129	23.0%	98
<b>Entertainment (Adults)</b>			
Attended a movie in last 6 months	385	68.6%	116
Went to live theater in last 12 months	78	13.9%	107
Went to a bar/night club in last 12 months	109	19.4%	116
Dined out in last 12 months	301	53.7%	119
Gambled at a casino in last 12 months	91	16.2%	117
Visited a theme park in last 12 months	129	23.0%	129
Viewed movie (video-on-demand) in last 30 days	147	26.2%	143
Viewed TV show (video-on-demand) in last 30 days	105	18.7%	142
Watched any pay-per-view TV in last 12 months	93	16.6%	134
Downloaded a movie over the Internet in last 30 days	50	8.9%	108
Downloaded any individual song in last 6 months	150	26.7%	126
Watched a movie online in the last 30 days	108	19.3%	102
Watched a TV program online in last 30 days	104	18.5%	109
Played a video/electronic game (console) in last 12 months	61	10.9%	110
Played a video/electronic game (portable) in last 12 months	30	5.3%	119
<b>Financial (Adults)</b>			
Have home mortgage (1st)	255	45.5%	148
Used ATM/cash machine in last 12 months	329	58.6%	118
Own any stock	46	8.2%	113
Own U.S. savings bond	33	5.9%	114
Own shares in mutual fund (stock)	46	8.2%	112
Own shares in mutual fund (bonds)	33	5.9%	117
Have interest checking account	191	34.0%	125
Have non-interest checking account	187	33.3%	113
Have savings account	367	65.4%	120
Have 401K retirement savings plan	110	19.6%	134
Own/used any credit/debit card in last 12 months	477	85.0%	113
Avg monthly credit card expenditures: <\$111	79	14.1%	117
Avg monthly credit card expenditures: \$111-\$225	43	7.7%	108
Avg monthly credit card expenditures: \$226-\$450	52	9.3%	141
Avg monthly credit card expenditures: \$451-\$700	35	6.2%	118
Avg monthly credit card expenditures: \$701-\$1,000	26	4.6%	100
Avg monthly credit card expenditures: \$1,001+	70	12.5%	135
Did banking online in last 12 months	280	49.9%	136
Did banking on mobile device in last 12 months	136	24.2%	140
Paid bills online in last 12 months	320	57.0%	127

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<b>Grocery (Adults)</b>			
Used beef (fresh/frozen) in last 6 months	163	73.8%	106
Used bread in last 6 months	208	94.1%	100
Used chicken (fresh or frozen) in last 6 months	168	76.0%	110
Used turkey (fresh or frozen) in last 6 months	40	18.1%	114
Used fish/seafood (fresh or frozen) in last 6 months	124	56.1%	103
Used fresh fruit/vegetables in last 6 months	199	90.0%	104
Used fresh milk in last 6 months	201	91.0%	104
Used organic food in last 6 months	48	21.7%	105
<b>Health (Adults)</b>			
Exercise at home 2+ times per week	196	34.9%	121
Exercise at club 2+ times per week	113	20.1%	151
Visited a doctor in last 12 months	459	81.8%	108
Used vitamin/dietary supplement in last 6 months	306	54.5%	104
<b>Home (Households)</b>			
Any home improvement in last 12 months	81	36.7%	135
Used housekeeper/maid/professional HH cleaning service in last 12	36	16.3%	122
Purchased low ticket HH furnishings in last 12 months	43	19.5%	120
Purchased big ticket HH furnishings in last 12 months	55	24.9%	116
Bought any small kitchen appliance in last 12 months	55	24.9%	112
Bought any large kitchen appliance in last 12 months	35	15.8%	125
<b>Insurance (Adults/Households)</b>			
Currently carry life insurance	292	52.0%	120
Carry medical/hospital/accident insurance	426	75.9%	110
Carry homeowner insurance	338	60.2%	128
Carry renter's insurance	47	8.4%	96
Have auto insurance: 1 vehicle in household covered	46	20.8%	67
Have auto insurance: 2 vehicles in household covered	84	38.0%	133
Have auto insurance: 3+ vehicles in household covered	70	31.7%	146
<b>Pets (Households)</b>			
Household owns any pet	142	64.3%	118
Household owns any cat	52	23.5%	104
Household owns any dog	117	52.9%	128
<b>Psychographics (Adults)</b>			
Buying American is important to me	236	42.1%	101
Usually buy items on credit rather than wait	63	11.2%	92
Usually buy based on quality - not price	95	16.9%	92
Price is usually more important than brand name	139	24.8%	93
Usually use coupons for brands I buy often	98	17.5%	96
Am interested in how to help the environment	83	14.8%	90
Usually pay more for environ safe product	64	11.4%	85
Usually value green products over convenience	47	8.4%	77
Likely to buy a brand that supports a charity	191	34.0%	97
<b>Reading (Adults)</b>			
Bought digital book in last 12 months	113	20.1%	142
Bought hardcover book in last 12 months	138	24.6%	120
Bought paperback book in last 12 month	192	34.2%	115
Read any daily newspaper (paper version)	117	20.9%	86
Read any digital newspaper in last 30 days	228	40.6%	119
Read any magazine (paper/electronic version) in last 6 months	530	94.5%	105

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<b>Restaurants (Adults)</b>			
Went to family restaurant/steak house in last 6 months	463	82.5%	110
Went to family restaurant/steak house: 4+ times a month	189	33.7%	123
Went to fast food/drive-in restaurant in last 6 months	527	93.9%	104
Went to fast food/drive-in restaurant 9+ times/mo	265	47.2%	120
Fast food/drive-in last 6 months: eat in	221	39.4%	108
Fast food/drive-in last 6 months: home delivery	51	9.1%	118
Fast food/drive-in last 6 months: take-out/drive-thru	306	54.5%	118
Fast food/drive-in last 6 months: take-out/walk-in	134	23.9%	119
<b>Television &amp; Electronics (Adults/Households)</b>			
Own any tablet	239	42.6%	126
Own any e-reader	71	12.7%	146
Own e-reader/tablet: iPad	155	27.6%	134
HH has Internet connectable TV	64	29.0%	144
Own any portable MP3 player	209	37.3%	133
HH owns 1 TV	29	13.1%	63
HH owns 2 TVs	52	23.5%	90
HH owns 3 TVs	56	25.3%	118
HH owns 4+ TVs	62	28.1%	154
HH subscribes to cable TV	106	48.0%	100
HH subscribes to fiber optic	31	14.0%	176
HH owns portable GPS navigation device	75	33.9%	125
HH purchased video game system in last 12 mos	19	8.6%	111
HH owns Internet video device for TV	35	15.8%	143
<b>Travel (Adults)</b>			
Domestic travel in last 12 months	355	63.3%	124
Took 3+ domestic non-business trips in last 12 months	86	15.3%	137
Spent on domestic vacations in last 12 months: <\$1,000	78	13.9%	134
Spent on domestic vacations in last 12 months: \$1,000-\$1,499	38	6.8%	119
Spent on domestic vacations in last 12 months: \$1,500-\$1,999	28	5.0%	136
Spent on domestic vacations in last 12 months: \$2,000-\$2,999	29	5.2%	136
Spent on domestic vacations in last 12 months: \$3,000+	56	10.0%	174
Domestic travel in the 12 months: used general travel website	44	7.8%	112
Foreign travel in last 3 years	169	30.1%	124
Took 3+ foreign trips by plane in last 3 years	28	5.0%	113
Spent on foreign vacations in last 12 months: <\$1,000	23	4.1%	96
Spent on foreign vacations in last 12 months: \$1,000-\$2,999	23	4.1%	118
Spent on foreign vacations in last 12 months: \$3,000+	36	6.4%	127
Foreign travel in last 3 years: used general travel website	32	5.7%	99
Nights spent in hotel/motel in last 12 months: any	292	52.0%	125
Took cruise of more than one day in last 3 years	59	10.5%	132
Member of any frequent flyer program	131	23.4%	143
Member of any hotel rewards program	117	20.9%	140

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