



WHY NEIGHBOURHOODS MATTER



NEIGHBOURHOODS
REFLECT
LIFESTYLES

LIFE CHOICES

CHOOSING WHERE TO LIVE OR EVEN WHERE TO BUY A HOUSE IS ONE OF - IF NOT THE MOST - IMPORTANT LIFE-CHOICE FOR MOST PEOPLE.

Research pioneered by the two professors of Economics at Harvard University, Nathaniel Hendren and Raj Chetty, shows clearly what most parents already know in their backbone:

Neighbourhoods have a profound and significant effect on our life and our children's life.

A lot of factors come into play when choosing where to live:

Where you were born, where you live today, where your family and friends live, work or education options, your life situation (single, married, with or without children, age of the children) cultural offerings, presence of schools and kindergartens, urban, suburban, rural preferences.

MAIN FACTORS

But generally, two main factors define choice of neighbourhoods:

- Life phase (what do you need)
- Income (what can you afford)



PEOPLE AND FAMILIES WITH SIMILAR LIFE PHASES AND SIMILAR INCOME LEVELS TEND TO CLUSTER TOGETHER.

This is also a key driver in why most neighbourhoods are fairly homogeneous.

People and families with similar life phases and similar income levels tend to cluster together.

This is also why neighbourhoods have different preferences and different consumption patterns.

LIKE-MINDED PEOPLE



THE ZILLOW GROUP CONSUMER
HOUSING TRENDS REPORT
ILLUSTRATES THIS
VERY WELL

The Zillow Group Consumer Housing
Trends Report illustrates this:

"More than two-thirds (68 %) of households that bought or sold homes or relocated to a new rental in the past year say they experienced a life-changing event."

Life-changing events are significant changes like marriage and divorce, having children, retiring or graduating from school.

These life-changing events change our consumption patterns and prompt us to move to neighbourhoods populated by like-minded people in the same situation.

OUR KEY UNIT

We do not deal with individuals or individual data. Our fundamental unit is neighbourhood, defined by us as:

A geographical area with a minimum of 15 households that are homogeneous when it comes to life phases, household income, and consumption patterns.



This method provides precision, privacy, and reach.

Basically, we offer a platform and ID-independent targeting option, where our clients can target the neighbourhoods with the highest concentration of relevant preferences and consumption patterns.

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CHILDREN, RETIRING OR
GRADUATING FROM SCHOOL.**