

WE THINK

WHY

NEIGHBOR-

HOODS

MATTER



GDR

**WE DO NOT
DEAL WITH
INDIVIDUAL DATA**

**OUR KEY UNIT IS
NEIGHBORHOODS**



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, show clearly what most parents already know in their backbone:

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

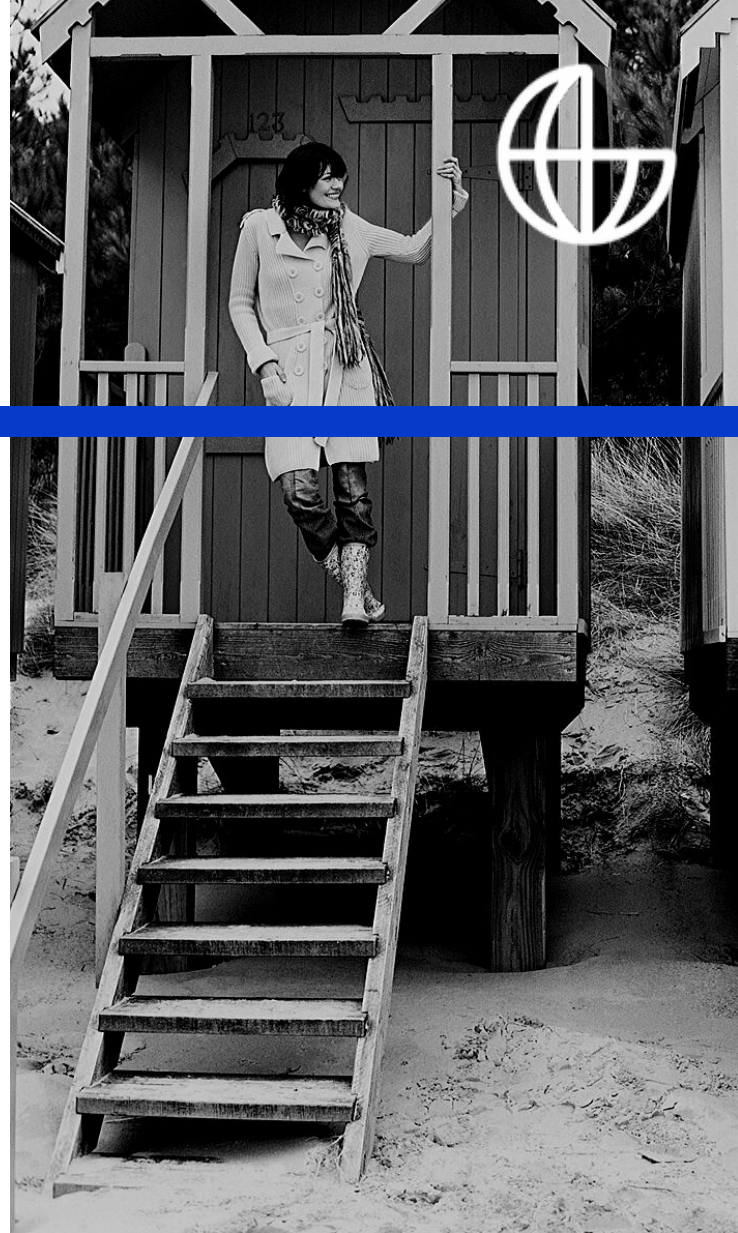
A lot of factors come into play when choosing where to live:

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/kindergartens, urban, suburban, rural preferences.

MAIN FACTORS

But generally, two main factors define choice of neighborhoods:

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



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

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

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

LIKE MINDED PEOPLE

THE 2018 THE ZILLOW GROUP
CONSUMER HOUSING TRENDS
REPORT ILLUSTRATES THIS
VERY WELL

The 2018 The Zillow Group Consumer Housing Trends Report illustrates this:

"More than two-thirds (68 percent) 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 major changes like marriage and divorce, having children, retire or graduate from school.

These life-changing events not only changes our consumption patterns, but also prompt us to move to neighborhoods populated by like minded people in the same situation.

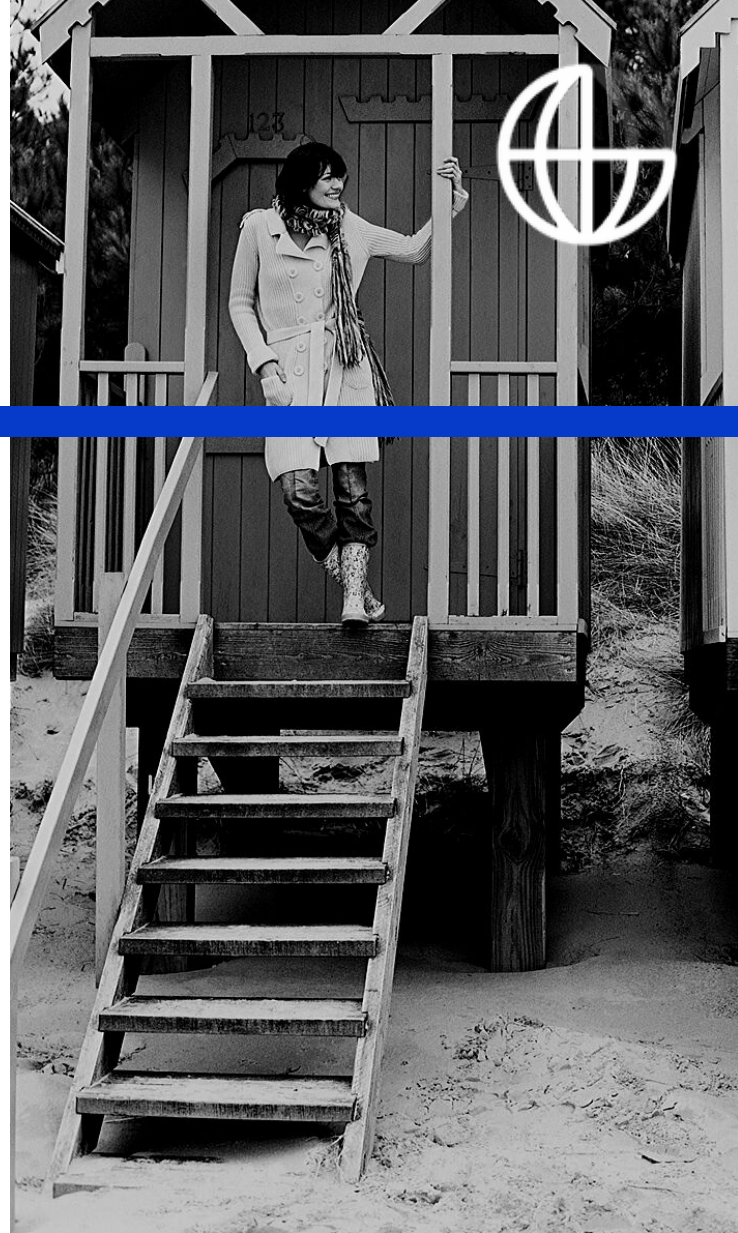
OUR KEY UNIT

At GDR we do not deal with individuals or individual data.

Our key unit is neighborhoods.

Neighborhoods are defined by GDR as:
A geographical area with minimum five households who are homogeneous when it comes to life phases, household income, and consumption patterns.

This method provides precision, privacy and reach.



WE SEGMENT 46,445,756
DIFFERENT NEIGHBORHOODS IN
17 KEY CONSUMER MARKETS.

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

Neighborhoods are most often defined by the local statistical offices.

At GDR we segment 46,445,756 different neighborhoods in 17 key consumer markets.

And we keep expanding. Stay tuned for new on Canada, Mexico, Brazil, Australia and New Zealand in Q4 2019.