| Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ |  | dults 18+ |  | Men |  | Women |  | <\$50K |  | \$50K+ |  | 18-24 |  | 25-34 |  | 35-44 |  | 45-54 |  | 55-64 |  | 65+ |  | NE |  | MW |  |  | South |  |  | West |
| Margin of Error $=+/-1.2 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Do you have child/dependent attending college this fall? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Yes |  | 10.0\% |  | 9.7\% |  | 10.2\% |  | 7.3\% |  | 12.4\% |  | 13.9\% |  | 6.7\% |  | 10.0\% |  | 21.0\% |  | 7.9\% |  | 1.4\% |  | 11.1\% |  | 7.9\% |  |  | 9.8\% |  |  | 11.0\% |
| No |  | 90.0\% |  | 90.3\% |  | 89.8\% |  | 92.7\% |  | 87.6\% |  | 86.1\% |  | 93.3\% |  | 90.0\% |  | 79.0\% |  | 92.1\% |  | 98.6\% |  | 88.9\% |  | 92.1\% |  |  | 90.2\% |  |  | 89.0\% |
| Total |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  |  | 100.0\% |  |  | 100.0\% |
| Will you be attending college this fall? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Yes |  | 10.6\% |  | 10.8\% |  | 10.4\% |  | 13.7\% |  | 7.0\% |  | 46.6\% |  | 14.7\% |  | 7.1\% |  | 2.8\% |  | 1.5\% |  | 0.3\% |  | 9.6\% |  | 9.5\% |  |  | 10.9\% |  |  | 12.5\% |
| No |  | 89.4\% |  | 89.2\% |  | 89.6\% |  | 86.3\% |  | 93.0\% |  | 53.4\% |  | 85.3\% |  | 92.9\% |  | 97.2\% |  | 98.5\% |  | 99.7\% |  | 90.4\% |  | 90.5\% |  |  | 89.1\% |  |  | 87.5\% |
| Total |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  |  | 100.0\% |  |  | 100.0\% |
| If you will be attending college, which year will you begin? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Freshman |  | 14.5\% |  | 18.0\% |  | 10.3\% |  | 14.9\% |  | 14.0\% |  | 30.5\% |  | 15.4\% |  | 10.4\% |  | 18.2\% |  | 8.0\% |  | 0.0\% |  | 25.6\% |  | 10.6\% |  |  | 12.4\% |  |  | 15.2\% |
| Sophomore |  | 13.7\% |  | 9.1\% |  | 19.2\% |  | 20.6\% |  | 5.7\% |  | 16.6\% |  | 12.4\% |  | 10.8\% |  | 13.5\% |  | 22.8\% |  | 0.0\% |  | 5.2\% |  | 12.7\% |  |  | 21.1\% |  |  | 11.0\% |
| Junior |  | 18.0\% |  | 14.1\% |  | 22.6\% |  | 23.0\% |  | 16.4\% |  | 19.6\% |  | 16.8\% |  | 29.6\% |  | 11.7\% |  | 22.2\% |  | 0.0\% |  | 6.9\% |  | 27.6\% |  |  | 17.2\% |  |  | 24.4\% |
| Senior |  | 18.2\% |  | 16.5\% |  | 20.2\% |  | 15.4\% |  | 21.7\% |  | 19.8\% |  | 16.6\% |  | 14.2\% |  | 15.1\% |  | 22.8\% |  | 25.0\% |  | 31.5\% |  | 5.8\% |  |  | 21.3\% |  |  | 15.0\% |
| Grad School/Law School/Med School/Other |  | 35.6\% |  | 42.3\% |  | 27.7\% |  | 26.0\% |  | 42.2\% |  | 13.6\% |  | 38.9\% |  | 35.0\% |  | 41.5\% |  | 24.1\% |  | 75.0\% |  | 30.9\% |  | 43.3\% |  |  | 28.0\% |  |  | 34.6\% |
| Total |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  |  | 100.0\% |  |  | 100.0\% |
| Have a Child/Dependent Attending College or Yourself Attending College: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| How much do you plan to spend on the following back-to-college items this year? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Clothing and accessories (excluding Shoes) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Percent Buying |  | 72.9\% |  | 74.5\% |  | 71.4\% |  | 68.7\% |  | 71.2\% |  | 89.1\% |  | 74.9\% |  | 72.8\% |  | 74.2\% |  | 67.5\% |  | 63.3\% |  | 70.9\% |  | 71.7\% |  |  | 76.5\% |  |  | 68.8\% |
| Net Average | \$ | 136.95 | \$ | 145.28 | \$ | 129.04 | \$ | 116.84 | \$ | 139.91 | \$ | 120.34 | \$ | 117.75 | \$ | 106.83 | \$ | 137.70 | \$ | 129.55 | \$ | 200.04 | \$ | 143.51 | \$ | 126.56 |  | \$ | 144.65 | \$ |  | 123.76 |
| in billions | \$ | 6.56 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shoes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 105.09 | \$ | 116.91 | \$ | 93.27 | \$ | 94.98 | \$ | 110.74 | \$ | 97.03 | \$ | 126.32 | \$ | 97.64 | \$ | 106.41 | \$ | 107.33 | \$ | 92.44 | \$ | 122.03 | \$ | 92.19 | \$ | \$ | 107.27 | \$ |  | 95.76 |
| Percent Buying |  | 69.3\% |  | 71.2\% |  | 67.4\% |  | 64.6\% |  | 68.8\% |  | 83.1\% |  | 73.2\% |  | 64.3\% |  | 69.1\% |  | 65.9\% |  | 63.4\% |  | 60.9\% |  | 65.6\% |  |  | 72.3\% |  |  | 70.6\% |
| Net Average | \$ | 72.79 | \$ | 83.22 | \$ | 62.90 | \$ | 61.39 | \$ | 76.20 | \$ | 80.62 | \$ | 92.44 | \$ | 62.76 | \$ | 73.48 | \$ | 70.78 | \$ | 58.61 | \$ | 74.34 | \$ | 60.49 |  | \$ | 77.59 | \$ |  | 67.62 |
| in billions | \$ | 3.49 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Collegiate Branded Gear or Supplies (apparel, bumper stickers, etc.) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 90.15 | \$ | 103.55 | \$ | 76.67 | \$ | 77.46 | \$ | 100.79 | \$ | 71.52 | \$ | 117.62 | \$ | 109.74 | \$ | 83.90 | \$ | 95.45 | \$ | 52.78 | \$ | 94.45 | \$ | 77.44 | \$ | \$ | 79.76 | \$ |  | 106.34 |
| Percent Buying |  | 50.5\% |  | 52.0\% |  | 49.0\% |  | 42.3\% |  | 51.0\% |  | 62.4\% |  | 56.4\% |  | 51.4\% |  | 50.4\% |  | 45.7\% |  | 39.7\% |  | 51.8\% |  | 42.1\% |  |  | 55.3\% |  |  | 49.8\% |
| Net Average | \$ | 45.49 | \$ | 53.83 | \$ | 37.59 | \$ | 32.75 | \$ | 51.44 | \$ | 44.63 | \$ | 66.36 | \$ | 56.46 | \$ | 42.32 | \$ | 43.58 | \$ | 20.97 | \$ | 48.95 | \$ | 32.62 |  | \$ | 44.12 | \$ |  | 52.98 |
| in billions | \$ | 2.18 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| School supplies, such as notebooks, folders, pencils, and backpacks |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 78.68 | \$ | 83.45 | \$ | 74.03 | \$ | 76.82 | \$ | 82.47 | \$ | 70.19 | \$ | 74.09 | \$ | 78.96 | \$ | 81.20 | \$ | 87.85 | \$ | 80.01 | \$ | 86.77 | \$ | 68.34 |  | \$ | 81.77 | \$ |  | 73.19 |
| Percent Buying |  | 84.8\% |  | 86.0\% |  | 83.6\% |  | 81.2\% |  | 84.7\% |  | 95.8\% |  | 88.8\% |  | 85.0\% |  | 84.1\% |  | 77.9\% |  | 79.7\% |  | 87.6\% |  | 68.8\% |  |  | 86.1\% |  |  | 85.0\% |
| Net Average | \$ | 66.70 | \$ | 71.74 | \$ | 61.92 | \$ | 62.38 | \$ | 69.83 | \$ | 67.22 | \$ | 65.80 | \$ | 67.10 | \$ | 68.30 | \$ | 68.39 | \$ | 63.76 | \$ | 76.04 | \$ | 46.98 |  | \$ | 70.39 |  |  | 62.22 |
| in billions | \$ | 3.20 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Electronics or computer-related equipment such as a home computer, laptop, tablet, cell phone, digital camera or MP3 player
$\begin{array}{lllllllllllllllllllllllllllllllll}\text { Average of Buyers } & \$ & 415.51 & \$ & 403.65 & \$ & 429.40 & \$ & 391.21 & \$ & 420.09 & \$ & 395.65 & \$ & 360.83 & \$ & 418.64 & \$ & 516.71 & \$ & 448.16 & \$ & 384.48 & \$ & 476.70 & \$ & 433.60 & \$ & 433.95 & \$ & 363.80\end{array}$
 $\begin{array}{llllllllllllllllllllllllllllllll} & \end{array}$

Dorm or apartment furnishings like bedspreads, posters, answering machine, or microwave/fridge
$\begin{array}{llllllllllllllllllllllllllllllllllll}\text { Average of Buyers } & \$ & 246.12 & \$ & 242.95 & \$ & 248.78 & \$ & 268.00 & \$ & 246.62 & \$ & 217.68 & \$ & 232.57 & \$ & 246.04 & \$ & 234.48 & \$ & 265.23 & \$ & 271.67 & \$ & 274.88 & \$ & 215.70 & \$ & 265.48 & \$ & 202.76\end{array}$
 in billions $\$ \quad \begin{array}{r}\text { \$ } \\ \hline\end{array}$

## Food items, such as snacks, beverages, etc.

$\begin{array}{llllllllllllllllllllllllllllllllllll}\text { Average of Buyers } & \$ & 163.24 & \$ & 180.28 & \$ & 146.22 & \$ & 153.56 & \$ & 176.22 & \$ & 155.25 & \$ & 190.06 & \$ & 178.01 & \$ & 152.60 & \$ & 196.92 & \$ & 104.85 & \$ & 172.32 & \$ & 170.51 & \$ & 164.49 & \$ & 156.68\end{array}$ $\begin{array}{lllllllllllllllllllllll} & \text { ercent Buying } & 72.3 \% & 74.2 \% & 70.5 \% & 68.3 \% & 71.0 \% & 85.7 \% & 74.7 \% & 75.0 \% & 71.3 \% & 67.3 \% & 63.3 \% & 67.2 \% & 67.8 \% & 75.0 \% & 72.5 \%\end{array}$ | Net Average | $\mathbf{\$}$ | 117.98 | $\$$ | 133.76 | $\$$ | 103.02 | $\$$ | 104.90 | $\$$ | 125.15 | $\$$ | 132.98 | $\$$ | 142.03 | $\$$ | 133.57 | $\$$ | 108.87 | $\$$ | 132.55 | $\$$ | 66.35 | $\$$ | 115.79 | $\$$ | 115.58 | $\$$ | 123.32 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | in billions \$ 5.65

Personal care items, such as skin care, hair care, oral care, makeup, OTC medicine, etc.
$\begin{array}{llllllllllllllllllllllllllllll}\text { Average of Buyers } & \$ & 102.97 & \$ & 106.07 & \$ & 100.13 & \$ & 88.59 & \$ & 116.48 & \$ & 76.45 & \$ & 106.66 & \$ & 116.44 & \$ & 96.74 & \$ & 125.01 & \$ & 97.27 & \$ & 94.54 & \$ & 110.02 & \$ & 108.96 & \$\end{array}$

| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ |  | Adults 18+ |  |  | Men |  | Women |  | <\$50K |  | \$50K+ |  | 18-24 |  | 25-34 |  | 35-44 |  | 45-54 |  | 55-64 |  | 65+ |  | NE |  | MW |  | South |  | West |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Margin of Error $=+/-1.2 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Percent Buying |  | 75.8\% |  | 74.3\% |  | 77.2\% |  | 68.5\% |  | 76.6\% |  | 89.8\% |  | 77.3\% |  | 75.5\% |  | 75.9\% |  | 69.3\% |  | 70.3\% |  | 71.9\% |  | 70.1\% |  | 77.4\% |  | 79.3\% |
|  | Net Average | \$ | 78.02 | \$ | 78.78 | \$ | 77.30 | \$ | 60.65 | \$ | 89.22 | \$ | 68.64 | \$ | 82.50 | \$ | 87.86 | \$ | 73.41 | \$ | 86.63 | \$ | 68.39 | \$ | 67.94 | \$ | 77.08 | \$ | 84.31 | \$ | 80.01 |
|  | in billions | \$ | 3.74 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gift Cards or Pre-Paid Cards |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Average of Buyers | \$ | 146.00 | \$ | 147.64 | \$ | 143.57 | \$ | 110.57 | \$ | 171.69 | \$ | 105.75 | \$ | 151.87 | \$ | 174.66 | \$ | 160.16 | \$ | 164.99 | \$ | 65.50 | \$ | 156.87 | \$ | 119.99 | \$ | 136.91 | \$ | 169.61 |
|  | Percent Buying |  | 32.7\% |  | 40.1\% |  | 25.6\% |  | 33.6\% |  | 32.6\% |  | 35.6\% |  | 43.2\% |  | 41.7\% |  | 30.7\% |  | 31.0\% |  | 15.7\% |  | 30.2\% |  | 28.3\% |  | 32.1\% |  | 38.4\% |
|  | Net Average | \$ | 47.68 | \$ | 59.18 | \$ | 36.78 | \$ | 37.14 | \$ | 55.91 | \$ | 37.62 | \$ | 65.67 | \$ | 72.82 | \$ | 49.21 | \$ | 51.13 | \$ | 10.26 | \$ | 47.40 | \$ | 33.99 | \$ | 44.00 | \$ | 65.18 |
|  | in billions | \$ | 2.28 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Combined Average | \$ | 899.18 | \$ | 965.93 | \$ | 835.90 | \$ | 786.33 | \$ | 948.69 | \$ | 954.84 | \$ | 969.14 | \$ | 914.05 | \$ | 893.88 | \$ | 874.73 | \$ | 806.20 | \$ | 916.97 | \$ | 788.57 | \$ | 961.22 | \$ | 867.67 |
|  | in billions | \$ | 43.09 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| Where will you purchase back-to-co | eck | apply |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Catalog | 11.2\% | 12.4\% | 10.1\% | 11.1\% | 11.9\% | 10.7\% | 14.8\% | 15.8\% | 6.4\% | 9.5\% | 10.2\% | 13.0\% | 6.6\% | 9.1\% | 16.5\% |
| College Bookstore | 39.1\% | 41.9\% | 36.5\% | 32.9\% | 40.3\% | 50.9\% | 32.2\% | 39.8\% | 35.4\% | 32.9\% | 46.1\% | 30.7\% | 30.7\% | 42.9\% | 47.3\% |
| Discount Store | 48.3\% | 43.4\% | 53.0\% | 45.8\% | 51.2\% | 38.8\% | 40.6\% | 50.6\% | 48.7\% | 51.5\% | 57.0\% | 43.4\% | 37.7\% | 52.0\% | 52.3\% |
| Department Store | 44.9\% | 42.6\% | 47.0\% | 36.2\% | 47.4\% | 58.3\% | 46.2\% | 43.8\% | 43.9\% | 39.6\% | 40.6\% | 46.2\% | 41.0\% | 44.3\% | 42.2\% |
| Drug Store | 19.6\% | 15.2\% | 23.8\% | 13.6\% | 22.2\% | 21.3\% | 20.6\% | 18.6\% | 16.9\% | 16.1\% | 24.2\% | 16.8\% | 14.9\% | 22.7\% | 17.8\% |
| Home Furnishings or Home Décor Store | 10.6\% | 10.8\% | 10.5\% | 6.3\% | 13.6\% | 15.7\% | 10.8\% | 13.6\% | 12.0\% | 10.4\% | 3.1\% | 14.0\% | 8.5\% | 9.9\% | 9.5\% |
| Office Supply Store | 31.3\% | 36.4\% | 26.3\% | 24.1\% | 35.2\% | 43.2\% | 25.5\% | 36.3\% | 26.3\% | 34.6\% | 25.8\% | 28.1\% | 23.3\% | 31.6\% | 35.7\% |
| Local/Small Business | 10.2\% | 11.0\% | 9.5\% | 10.4\% | 10.8\% | 17.0\% | 14.7\% | 8.7\% | 7.2\% | 13.0\% | 3.1\% | 11.0\% | 9.2\% | 8.6\% | 13.3\% |
| Online | 39.3\% | 42.4\% | 36.3\% | 32.0\% | 44.3\% | 50.3\% | 39.9\% | 33.4\% | 38.0\% | 29.5\% | 46.1\% | 32.6\% | 31.9\% | 45.6\% | 42.6\% |
| Clothing Store | 30.0\% | 30.7\% | 29.3\% | 24.2\% | 33.5\% | 45.9\% | 18.8\% | 25.9\% | 32.9\% | 27.3\% | 32.8\% | 28.1\% | 23.8\% | 36.8\% | 26.0\% |
| Electronics Store | 16.5\% | 18.3\% | 14.7\% | 13.2\% | 18.5\% | 25.8\% | 14.8\% | 20.8\% | 15.2\% | 11.5\% | 13.3\% | 12.8\% | 15.1\% | 18.2\% | 18.2\% |
| Thrift Stores/Resale Shops | 10.9\% | 9.0\% | 12.7\% | 14.0\% | 9.4\% | 14.5\% | 9.6\% | 11.2\% | 9.5\% | 11.5\% | 10.2\% | 7.9\% | 19.5\% | 8.9\% | 14.6\% |


| Online Back-to-College Shoppers: Do you plan to take advantage of any of the following shipping services when shopping online for back-to-college this year? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buy online, pick-up in store / Ship to store | 46.9\% | 44.5\% | 49.1\% | 47.0\% | 43.9\% | 55.2\% | 50.6\% | 50.9\% | 45.6\% | 46.7\% | 35.2\% | 45.8\% | 42.9\% | 46.5\% | 48.0\% |
| Expedited shipping | 15.5\% | 17.9\% | 13.3\% | 13.5\% | 16.7\% | 20.1\% | 31.0\% | 27.2\% | 12.5\% | 4.0\% | 0.0\% | 13.1\% | 20.4\% | 14.8\% | 16.5\% |
| Free shipping | 90.2\% | 89.1\% | 91.3\% | 75.5\% | 91.0\% | 92.2\% | 91.3\% | 93.4\% | 91.2\% | 84.3\% | 89.0\% | 69.4\% | 77.6\% | 92.5\% | 92.0\% |
| Reserve online | 6.9\% | 6.7\% | 7.1\% | 7.9\% | 5.6\% | 9.5\% | 11.4\% | 11.8\% | 5.8\% | 4.0\% | 0.0\% | 5.4\% | 7.7\% | 6.9\% | 6.5\% |
| Same-day delivery | 7.4\% | 8.6\% | 6.2\% | 9.7\% | 5.0\% | 15.5\% | 18.5\% | 10.4\% | 1.9\% | 0.0\% | 0.0\% | 12.4\% | 4.8\% | 5.9\% | 7.1\% |
| Other (please specify) | 1.9\% | 1.2\% | 2.6\% | 1.0\% | 3.2\% | 0.4\% | 0.9\% | 2.5\% | 0.0\% | 8.0\% | 0.0\% | 0.3\% | 0.0\% | 2.7\% | 3.3\% |
| more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| When will you begin shopping for back-to-college merchandise? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| At least two months before school starts | 23.6\% | 23.9\% | 23.4\% | 22.2\% | 25.9\% | 27.6\% | 30.1\% | 20.2\% | 30.1\% | 23.9\% | 11.2\% | 23.7\% | 26.1\% | 19.9\% | 27.8\% |
| Three weeks to one month before school starts | 37.4\% | 36.3\% | 38.6\% | 29.8\% | 35.7\% | 39.1\% | 31.2\% | 31.3\% | 34.0\% | 30.7\% | 57.1\% | 37.9\% | 25.2\% | 38.7\% | 39.7\% |
| 1-2 weeks before school starts | 23.7\% | 22.5\% | 24.8\% | 33.0\% | 22.7\% | 22.0\% | 22.6\% | 30.2\% | 24.9\% | 23.5\% | 19.2\% | 28.2\% | 22.6\% | 26.8\% | 17.2\% |
| The week school starts | 8.4\% | 9.9\% | 7.0\% | 7.1\% | 9.1\% | 6.6\% | 10.7\% | 9.0\% | 7.8\% | 9.8\% | 6.3\% | 6.2\% | 9.4\% | 7.8\% | 8.9\% |
| After school starts | 6.8\% | 7.4\% | 6.2\% | 7.9\% | 6.6\% | 4.7\% | 5.4\% | 9.3\% | 3.2\% | 12.1\% | 6.3\% | 3.9\% | 16.7\% | 6.7\% | 6.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Shop at least two months before school starts: Why do you begin shopping for back-to-college at least two months before school starts? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| To spread out my shopping budget | 65.8\% | 49.2\% | 81.4\% | 58.0\% | 61.7\% | 65.7\% | 69.9\% | 63.3\% | 61.1\% | 79.9\% | 56.2\% | 49.6\% | 53.5\% | 54.6\% | 66.4\% |
| Prices/promotions are too good to pass up | 49.3\% | 47.7\% | 50.8\% | 42.4\% | 39.2\% | 44.4\% | 51.3\% | 41.6\% | 40.3\% | 11.4\% | 100.0\% | 30.7\% | 32.8\% | 27.6\% | 50.7\% |
| To avoid crowds | 37.9\% | 47.3\% | 28.9\% | 33.7\% | 30.4\% | 39.5\% | 42.1\% | 32.5\% | 31.2\% | 38.3\% | 43.8\% | 30.1\% | 22.4\% | 33.5\% | 39.0\% |
| I don't want to miss out on desired items | 27.2\% | 29.8\% | 24.6\% | 27.1\% | 18.8\% | 38.1\% | 26.0\% | 17.5\% | 23.4\% | 14.8\% | 43.8\% | 25.2\% | 19.2\% | 20.7\% | 22.8\% |
| Habit | 11.6\% | 10.0\% | 13.2\% | 14.2\% | 11.4\% | 13.2\% | 19.6\% | 17.5\% | 13.0\% | 7.4\% | 0.0\% | 20.0\% | 15.6\% | 10.4\% | 8.3\% |
| I tend to shop for the school season year-round | 14.9\% | 13.5\% | 16.2\% | 15.0\% | 14.7\% | 18.2\% | 6.7\% | 15.4\% | 20.8\% | 30.9\% | 0.0\% | 15.3\% | 18.5\% | 16.1\% | 9.0\% |
| To avoid the stress of last-minute shopping | 34.9\% | 20.1\% | 48.9\% | 20.1\% | 34.5\% | 43.2\% | 15.2\% | 42.9\% | 29.9\% | 22.8\% | 56.2\% | 24.6\% | 27.1\% | 20.8\% | 32.7\% |
| Other (please specify) | 1.1\% | 1.3\% | 0.9\% | 1.0\% | 1.0\% | 0.7\% | 0.0\% | 2.1\% | 0.0\% | 4.0\% | 0.0\% | 0.4\% | 0.0\% | 0.0\% | 8.2\% |
| more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Where will the college student be living this year? |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dorm room or college housing | 31.3\% | 28.8\% | 33.6\% | 26.9\% | 33.1\% | 28.4\% | 20.1\% | 21.3\% | 38.3\% | 18.2\% | 57.8\% | 40.1\% | 20.8\% | 29.2\% | 31.2\% |
| Fraternity or sorority house | 4.6\% | 6.2\% | 3.1\% | 5.3\% | 3.8\% | 4.8\% | 7.9\% | 9.2\% | 3.8\% | 2.3\% | 0.0\% | 6.2\% | 4.8\% | 4.2\% | 5.0\% |


| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ | Adults 18+ | Men | Women | <\$50K | \$50K+ | 18-24 | 25-34 | 35-44 | 45-54 | 55-64 | $65+$ | NE | MW | South | West |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Margin of Error = +/- 1.2\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Off campus apartment or housing | 21.0\% | 22.8\% | 19.4\% | 21.0\% | 21.1\% | 29.8\% | 21.2\% | 15.0\% | 22.1\% | 39.2\% | 3.1\% | 12.4\% | 22.8\% | 26.0\% | 19.9\% |
| At home | 41.5\% | 40.1\% | 42.8\% | 44.5\% | 40.4\% | 36.0\% | 50.4\% | 53.2\% | 34.7\% | 38.1\% | 36.0\% | 41.0\% | 43.1\% | 39.9\% | 41.6\% |
| Other (please specify) | 1.6\% | 2.1\% | 1.0\% | 2.3\% | 1.6\% | 1.0\% | 0.4\% | 1.3\% | 1.1\% | 2.3\% | 3.1\% | 0.4\% | 8.5\% | 0.8\% | 2.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| How will the state of the U.S. economy impact your back-to-college purchases? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Buying more store brand/generic products | 28.4\% | 25.7\% | 31.0\% | 26.9\% | 27.9\% | 36.2\% | 28.8\% | 23.1\% | 23.5\% | 30.5\% | 30.5\% | 23.8\% | 23.0\% | 29.1\% | 32.7\% |
| Doing more comparative shopping online | 29.1\% | 28.6\% | 29.5\% | 24.7\% | 29.1\% | 39.1\% | 31.5\% | 29.3\% | 23.2\% | 19.6\% | 33.6\% | 22.7\% | 21.7\% | 32.4\% | 31.8\% |
| Doing more comparative shopping with ad circulars/newspapers | 25.5\% | 21.0\% | 29.7\% | 25.9\% | 25.3\% | 20.5\% | 26.8\% | 23.4\% | 21.6\% | 20.8\% | 37.5\% | 26.9\% | 19.1\% | 23.6\% | 27.9\% |
| Making do with last year's school items | 23.2\% | 20.2\% | 26.0\% | 22.3\% | 21.5\% | 30.0\% | 19.8\% | 18.6\% | 20.4\% | 25.2\% | 26.6\% | 17.4\% | 21.0\% | 23.4\% | 24.2\% |
| Shopping for sales more often | 35.2\% | 28.7\% | 41.4\% | 32.3\% | 34.3\% | 39.7\% | 30.2\% | 30.8\% | 28.5\% | 23.2\% | 57.8\% | 36.7\% | 24.6\% | 37.5\% | 35.0\% |
| Shopping more online | 18.1\% | 22.1\% | 14.3\% | 15.4\% | 18.9\% | 25.9\% | 20.8\% | 21.0\% | 12.4\% | 10.8\% | 19.5\% | 16.2\% | 13.6\% | 22.0\% | 17.3\% |
| Spending less overall | 30.3\% | 29.0\% | 31.5\% | 35.3\% | 24.4\% | 40.5\% | 21.1\% | 26.1\% | 25.3\% | 35.5\% | 36.0\% | 20.3\% | 29.9\% | 29.1\% | 41.2\% |
| Using coupons more | 24.5\% | 19.2\% | 29.6\% | 30.3\% | 20.3\% | 28.7\% | 19.2\% | 19.4\% | 19.2\% | 19.7\% | 40.6\% | 26.6\% | 23.1\% | 28.3\% | 17.7\% |
| Sharing or borrowing textbooks instead of buying them | 13.9\% | 11.6\% | 16.0\% | 13.2\% | 12.4\% | 24.6\% | 11.9\% | 11.7\% | 11.6\% | 12.8\% | 13.3\% | 12.3\% | 10.7\% | 16.1\% | 13.9\% |
| The economy is impacting students, living situation (living with parents/relatives, on-campus housing, fraternity/sorority housing) | 8.8\% | 9.4\% | 8.2\% | 11.9\% | 6.9\% | 13.5\% | 6.0\% | 10.9\% | 8.4\% | 12.8\% | 3.1\% | 10.0\% | 2.0\% | 11.3\% | 9.8\% |
| The economy is impacting choice of college (two-year school vs. four-year, closer to home, college that offered a scholarship, public vs. private) | 8.7\% | 8.8\% | 8.6\% | 11.3\% | 6.7\% | 15.3\% | 4.9\% | 9.0\% | 6.1\% | 13.0\% | 6.3\% | 8.4\% | 2.7\% | 10.0\% | 11.3\% |
| Other | 0.5\% | 0.6\% | 0.4\% | 0.8\% | 0.3\% | 0.2\% | 0.9\% | 0.7\% | 1.1\% | 0.0\% | 0.0\% | 0.9\% | 0.0\% | 0.4\% | 0.9\% |
| Back-to-college plans will not change | 26.3\% | 29.8\% | 22.9\% | 24.2\% | 30.1\% | 18.5\% | 22.5\% | 29.9\% | 28.5\% | 30.8\% | 25.8\% | 29.3\% | 32.9\% | 27.0\% | 21.3\% |
| more than one answer. |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asked of Back-to-College Shoppers: Do you own either of the following devices? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Smartphone (i.e. iPhone, Droid, BlackBerry etc.) | 78.2\% | 78.7\% | 77.8\% | 68.9\% | 85.0\% | 91.6\% | 88.8\% | 83.9\% | 86.5\% | 76.6\% | 46.9\% | 72.3\% | 71.9\% | 80.5\% | 82.5\% |
| Tablet (i.e. iPad, TouchPad, XOOM, PlayBook, etc.) | 55.1\% | 53.7\% | 56.5\% | 43.9\% | 61.7\% | 47.1\% | 58.4\% | 64.8\% | 53.3\% | 48.0\% | 57.0\% | 46.9\% | 41.7\% | 61.0\% | 61.2\% |
| I do not own either of these types of devices | 13.8\% | 13.2\% | 14.3\% | 24.4\% | 8.3\% | 3.6\% | 5.4\% | 6.5\% | 6.9\% | 16.4\% | 39.8\% | 20.2\% | 22.1\% | 8.5\% | 11.0\% |

Own a Smartphone: How will you use your Smartphone to make Back-to-College purchase decisions? (Check all
that apply)
Plan to Res
Plan to Research Products/Compare Prices
Plan to Purchase Products
Plan to Redeem Coupons
Plan to look up Retailer Information (location, store
hours, directions, etc.)
Plan to use Apps to Research or Purchase Products Plan to use Apps to Compare Prices Do not plan to Research or Make a Purchase with my Smartphone


| $41.0 \%$ | $44.6 \%$ | $37.5 \%$ | $32.8 \%$ | $42.0 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| $31.4 \%$ | $38.5 \%$ | $24.7 \%$ | $26.9 \%$ | $30.7 \%$ |
| $25.3 \%$ | $19.6 \%$ | $30.7 \%$ | $19.3 \%$ | $22.8 \%$ |
|  |  |  |  |  |
| $27.9 \%$ | $24.9 \%$ | $30.7 \%$ | $18.0 \%$ | $27.9 \%$ |
| $17.3 \%$ | $19.9 \%$ | $14.9 \%$ | $14.4 \%$ | $16.4 \%$ |
| $15.4 \%$ | $15.8 \%$ | $14.9 \%$ | $12.1 \%$ | $13.2 \%$ |
|  |  |  |  |  |
| $36.2 \%$ | $34.3 \%$ | $38.1 \%$ | $34.5 \%$ | $38.5 \%$ |

$54.1 \%$
$38.0 \%$
$34.3 \%$
$42.0 \%$
$23.3 \%$
$23.8 \%$
$20.2 \%$
47.7\%
$38.6 \%$
$29.8 \%$

$26.0 \%$
$19.7 \%$
$13.3 \%$

$24.5 \%$
$44.0 \%$
$35.0 \%$
$30.6 \%$
$27.3 \%$
$14.9 \%$
$11.9 \%$

$36.5 \%$
$4.0 \%$
$35.0 \%$
$30.6 \%$
$27.3 \%$
$14.9 \%$
$11.9 \%$
$36.5 \%$
$31.7 \%$
$17.7 \%$
$16.9 \%$
$16.9 \%$
$8.9 \%$
8.
52
$27.8 \%$
$16.5 \%$
$5.8 \%$

$14.5 \%$
$9.0 \%$
$7.5 \%$

$60.2 \%$
$60.2 \%$


| Own a Tablet: How will you use your Tablet to make Back-to-College purchase decisions? (Check all that apply) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan to Research Products/Compare Prices | $46.2 \%$ | $46.9 \%$ | $45.6 \%$ | $36.7 \%$ | $45.3 \%$ |
| Plan to Purchase Products | $35.2 \%$ | $43.9 \%$ | $27.0 \%$ | $34.8 \%$ | $36.7 \%$ |
| Plan to Redeem Coupons |  |  |  |  |  |

$53.7 \%$
$38.9 \%$
$33.3 \%$

$32.5 \%$
$23.9 \%$
$20.8 \%$
$24.4 \%$

| 53.7\% | 46.6\% |
| :---: | :---: |
| 38.9\% | 41.3\% |
| 33.3\% | 26.3\% |
| 32.5\% | 30.4\% |
| 23.9\% | 19.6\% |
| 20.8\% | 16.7\% |
| 4.4\% | 27.2\% |


| $46.6 \%$ |  |
| :--- | :--- |
| $3.8 \%$ |  |
|  | $2.0 \%$ |


| $41.0 \%$ |
| ---: |
| $28.2 \%$ |
| $13.1 \%$ |
|  |
| $21.3 \%$ |
| $13.0 \%$ |
| $7.8 \%$ |


| $30.8 \%$ |
| ---: |
| $27.4 \%$ |
| $7.7 \%$ |
|  |
| $27.4 \%$ |
| $7.7 \%$ |
| $12.7 \%$ |
|  |
| $48.9 \%$ |


|  | $58.7 \%$ |
| :--- | :--- |
|  | $36.3 \%$ |
| $28.7 \%$ |  |
|  |  |
|  | $41.3 \%$ |
|  | $17.5 \%$ |
|  | $42.5 \%$ |
|  |  |
|  |  |

31.8\%
$44.1 \%$
$31.7 \%$
$26.6 \%$

$32.0 \%$
$19.5 \%$
$14.0 \%$
$37.0 \%$
$46.6 \%$
$39.8 \%$
$24.0 \%$
$30.3 \%$
$14.9 \%$
$13.3 \%$
$24.4 \%$

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $34.7 \%$ | $30.6 \%$ | $47.1 \%$ | $50.8 \%$ |
| $34.4 \%$ | $26.3 \%$ | $39.3 \%$ | $33.3 \%$ |
| $20.6 \%$ | $12.5 \%$ | $27.6 \%$ | $15.3 \%$ |
|  |  |  |  |
| $30.4 \%$ | $14.4 \%$ | $27.2 \%$ | $37.6 \%$ |
| $13.0 \%$ | $10.7 \%$ | $18.5 \%$ | $15.3 \%$ |
| $13.1 \%$ | $8.3 \%$ | $23.2 \%$ | $17.4 \%$ |
|  |  |  |  |
| $25.1 \%$ | $29.3 \%$ | $33.1 \%$ | $31.5 \%$ |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL 07-15

|  | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Do you have child/dependent attending college this fall? |  |  |  |  |  |  |  |  |  |
| Yes | 9.8\% | 11.1\% | 10.5\% | 10.4\% | 10.7\% | 12.3\% | 10.5\% | 11.6\% | 10.0\% |
| No | 90.2\% | 88.9\% | 89.5\% | 89.6\% | 89.3\% | 87.7\% | 89.5\% | 88.4\% | 90.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Will you be attending college this fall? |  |  |  |  |  |  |  |  |  |
| Yes | 12.1\% | 11.8\% | 10.6\% | 13.2\% | 13.6\% | 14.3\% | 13.7\% | 11.5\% | 10.6\% |
| No | 87.9\% | 88.2\% | 89.4\% | 86.8\% | 86.4\% | 85.7\% | 86.3\% | 88.5\% | 89.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| If you will be attending college, which year will you begin? |  |  |  |  |  |  |  |  |  |
| Freshman | 18.9\% | 14.9\% | 22.0\% | 17.8\% | 22.9\% | 21.5\% | 14.3\% | 18.2\% | 14.5\% |
| Sophomore | 17.5\% | 14.6\% | 12.4\% | 18.7\% | 20.3\% | 14.1\% | 14.3\% | 11.4\% | 13.7\% |
| Junior | 14.5\% | 12.1\% | 17.0\% | 15.1\% | 16.8\% | 18.8\% | 16.1\% | 18.7\% | 18.0\% |
| Senior | 14.5\% | 10.3\% | 9.6\% | 11.2\% | 9.2\% | 11.3\% | 14.9\% | 11.7\% | 18.2\% |
| Grad School/Law School/Med School/Other | 34.5\% | 48.1\% | 38.9\% | 37.1\% | 30.9\% | 34.2\% | 40.4\% | 40.0\% | 35.6\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

How much do you plan to spend on the following back-to-college items this year?
Clothing and accessories (excluding Shoes)
$\begin{array}{llllllllllllllllllll}\text { Average of Buyers } & \$ & 216.47 & \$ & 202.61 & \$ & 173.79 & \$ & 166.94 & \$ & 172.89 & \$ & 179.20 & \$ & 168.52 & \$ & 182.51 & \$ & 187.78\end{array}$

| Percent Buying | $69.2 \%$ | $66.3 \%$ | $68.2 \%$ | $72.4 \%$ | $73.7 \%$ | $74.2 \%$ | $72.8 \%$ | $76.0 \%$ | $72.9 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |



Shoes

| Average of Buyers | \$ | 96.63 | \$ | 97.35 | \$ | 91.46 | \$ | 94.71 | \$ | 87.09 | \$ | 106.78 | \$ | 95.02 | \$ | 109.28 | \$ | 105.09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 62.0\% |  | 60.1\% |  | 63.2\% |  | 65.7\% |  | 69.6\% |  | 71.0\% |  | 69.0\% |  | 71.0\% |  | 69.3\% |
| Net Average | \$ | 59.90 | \$ | 58.46 | \$ | 57.85 | \$ | 62.20 | \$ | 60.58 | \$ | 75.81 | \$ | 65.60 | \$ | 77.60 | \$ | 72.79 |
| in billions |  | 2.96 | \$ | 3.05 | \$ | 2.82 | \$ | 3.41 | \$ | 3.45 | \$ | 4.47 | \$ | 3.59 | \$ | 4.10 | \$ | 9 |

Collegiate Branded Gear or Supplies (apparel, bumper stickers, etc.)

| Average of Buyers |  | NA | \$ | 82.53 | \$ | 79.09 | \$ | 80.32 | \$ | 72.51 | \$ | 99.50 | \$ | 83.67 | \$ | 91.68 | \$ | 90.15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | NA |  | 42.7\% |  | 43.7\% |  | 45.1\% |  | 45.5\% |  | 53.1\% |  | 51.3\% |  | 51.7\% |  | 50.5\% |
| Net Average |  | NA | \$ | 35.26 | \$ | 34.52 | \$ | 36.26 | \$ | 33.00 | \$ | 52.87 | \$ | 42.94 | \$ | 47.36 | \$ | 45.49 |
| in billions |  | NA | \$ | 1.84 | \$ | 1.68 | \$ | 1.99 | \$ | 1.88 | \$ | 3.11 | \$ | 2.35 | \$ | 2.50 | \$ | 2.18 |
| School supplies, such as notebooks, folders, pencils, and backpacks |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average of Buyers | \$ | 76.15 | \$ | 84.13 | \$ | 74.63 | \$ | 77.17 | \$ | 73.65 | \$ | 89.06 | \$ | 77.48 | \$ | 85.96 | \$ | 78.68 |
| Percent Buying |  | 83.4\% |  | 81.4\% |  | 81.8\% |  | 81.5\% |  | 83.5\% |  | 85.0\% |  | 81.2\% |  | 87.0\% |  | 84.8\% |
| Net Average | \$ | 63.52 | \$ | 68.47 | \$ | 61.05 | \$ | 62.91 | \$ | 61.48 | \$ | 75.73 | \$ | 62.92 | \$ | 74.80 | \$ | 66.70 |
| in billions | \$ | 3.14 | \$ | 3.57 | \$ | 2.97 | \$ | 3.45 | \$ | 3.50 | \$ | 4.46 | \$ | 3.45 | \$ | 3.95 | \$ | 3.20 |

Electronics or computer-related equipment such as a home computer, laptop, handheld
organizer, cell phone, calculator, digital camera or MP3 player

| Average of Buyers | \$ | 513.36 | \$ | 444.69 | \$ | 528.11 | \$ | 465.44 | \$ | 458.21 | \$ | 400.64 | \$ | 392.31 | \$ | 471.04 | \$ | 415.51 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 50.3\% |  | 47.6\% |  | 50.4\% |  | 50.9\% |  | 45.8\% |  | 54.0\% |  | 51.8\% |  | 51.8\% |  | 49.9\% |
| Net Average | \$ | 258.43 | \$ | 211.89 | \$ | 266.08 | \$ | 236.94 | \$ | 209.93 | \$ | 216.40 | \$ | 203.28 | \$ | 243.79 | \$ | 207.27 |
| in billions | \$ | 12.77 | \$ | 11.05 | \$ | 12.95 | \$ | 12.99 | \$ | 11.95 | \$ | 12.75 | \$ | 11.14 | \$ | 12.87 | \$ | 9.93 |

Dorm or apartment furnishings like bedspreads, posters, answering machine, or microwave/fridge


Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL 07-15

|  |  | 2007 |  | 2008 |  | 2009 |  | 2010 |  | 2011 |  | 2012 |  | 2013 |  | 2014 |  | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| in billions | \$ | 31.71 | \$ | 31.26 | \$ | 41.17 | \$ | 45.81 | \$ | 46.03 | \$ | 53.45 | \$ | 45.84 | \$ | 48.40 | \$ | 43.09 |
| Where will you purchase back-to-college items this year? (Check all that apply) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Catalog |  | 10.5\% |  | 9.4\% |  | 11.5\% |  | 8.3\% |  | 11.4\% |  | 15.1\% |  | 12.2\% |  | 11.5\% |  | 11.2\% |
| College Bookstore |  | 57.2\% |  | 41.8\% |  | 44.5\% |  | 43.2\% |  | 41.1\% |  | 40.9\% |  | 39.3\% |  | 41.9\% |  | 39.1\% |
| Discount Store |  | 51.5\% |  | 52.0\% |  | 53.4\% |  | 53.8\% |  | 53.9\% |  | 51.9\% |  | 48.3\% |  | 50.5\% |  | 48.3\% |
| Department Store |  | 41.8\% |  | 41.8\% |  | 43.1\% |  | 42.5\% |  | 47.6\% |  | 45.4\% |  | 42.7\% |  | 46.6\% |  | 44.9\% |
| Drug Store |  | 13.2\% |  | 14.3\% |  | 23.4\% |  | 17.0\% |  | 19.4\% |  | 22.3\% |  | 18.5\% |  | 23.0\% |  | 19.6\% |
| Home Furnishings or Home Decor Store |  | 12.7\% |  | 13.1\% |  | 11.0\% |  | 9.8\% |  | 11.2\% |  | 16.4\% |  | 17.2\% |  | 11.7\% |  | 10.6\% |
| Office Supply Store |  | 35.6\% |  | 37.3\% |  | 32.5\% |  | 36.5\% |  | 33.4\% |  | 40.3\% |  | 33.3\% |  | 36.3\% |  | 31.3\% |
| Local/Small Business |  | NA |  | NA |  | NA |  | NA |  | NA |  | NA |  | NA |  | 13.2\% |  | 10.2\% |
| Online |  | 30.5\% |  | 29.9\% |  | 28.6\% |  | 28.6\% |  | 33.4\% |  | 37.3\% |  | 37.1\% |  | 44.6\% |  | 39.3\% |
| Clothing Store |  | 34.3\% |  | 30.7\% |  | 29.8\% |  | 28.2\% |  | 34.2\% |  | 34.8\% |  | 30.8\% |  | 34.0\% |  | 30.0\% |
| Electronics Store |  | 20.9\% |  | 19.6\% |  | 20.9\% |  | 18.0\% |  | 19.6\% |  | 21.1\% |  | 20.4\% |  | 19.9\% |  | 16.5\% |
| Thrift Stores/Resale Shops |  | 14.0\% |  | 14.2\% |  | 18.6\% |  | 18.9\% |  | 16.7\% |  | 15.0\% |  | 14.2\% |  | 10.0\% |  | 10.9\% |

Online Back-to-College Shoppers: Do you plan to take advantage of any of the following shipping services when shopping online for back-to-college this year? (Check all that apply)

| Buy online, pick-up in store / Ship to store | NA | NA | NA | NA | NA | NA | NA | NA | 46.9\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expedited shipping | NA | NA | NA | NA | NA | NA | NA | NA | 15.5\% |
| Free shipping | NA | NA | NA | NA | NA | NA | NA | NA | 90.2\% |
| Reserve online | NA | NA | NA | NA | NA | NA | NA | NA | 6.9\% |
| Same-day delivery | NA | NA | NA | NA | NA | NA | NA | NA | 7.4\% |
| Other (please specify) <br> me sum ui me \% tutals may ve greater man ivu\% vecuause me respumuents valı select more than one answer. | NA | NA | NA | NA | NA | NA | NA | NA | 1.9\% |
| When will you begin shopping for back-to-college merchandise? |  |  |  |  |  |  |  |  |  |
| At least two months before school starts | 20.9\% | 21.5\% | 22.3\% | 20.2\% | 24.4\% | 29.0\% | 29.8\% | 28.2\% | 23.6\% |
| Three weeks to one month before school starts | 28.6\% | 29.8\% | 33.7\% | 33.1\% | 28.9\% | 31.9\% | 34.5\% | 33.4\% | 37.4\% |
| 1-2 weeks before school starts | 31.0\% | 27.9\% | 25.7\% | 23.2\% | 27.9\% | 23.3\% | 19.9\% | 25.6\% | 23.7\% |
| The week school starts | 9.4\% | 12.1\% | 9.0\% | 12.6\% | 9.4\% | 6.5\% | 4.9\% | 6.3\% | 8.4\% |
| After school starts | 10.1\% | 8.7\% | 9.4\% | 10.9\% | 9.4\% | 9.2\% | 10.8\% | 6.5\% | 6.8\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

Shop at least two months before school starts: Why do you begin shopping for back-to-college at least two months before school starts? (Check all that apply)


Where will the college student be living this year?

| Dorm room or college housing | $18.7 \%$ | $18.0 \%$ | $15.8 \%$ | $18.8 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Fraternity or sorority house | $1.3 \%$ | $2.1 \%$ | $2.0 \%$ | $2.0 \%$ |
| Off campus apartment or housing | $28.6 \%$ | $24.3 \%$ | $22.4 \%$ | $23.0 \%$ |
| At home | $49.7 \%$ | $54.1 \%$ | $58.5 \%$ | $51.8 \%$ |
| Other: | $1.8 \%$ | $1.5 \%$ | $1.2 \%$ | $4.4 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ | $100.0 \%$ |

$$
\begin{array}{r}
18.1 \% \\
3.6 \% \\
24.7 \% \\
52.9 \% \\
0.7 \% \\
100.0 \%
\end{array}
$$

$$
\begin{array}{r}
25.9 \% \\
4.7 \% \\
24.8 \% \\
42.9 \% \\
1.7 \% \\
100.0 \%
\end{array}
$$

NA
NA
NA
NA
NA
$N A$
$N A$
$N A$

| NA | NA | $65.8 \%$ |
| :--- | ---: | ---: |
| NA | NA | $49.3 \%$ |
| NA | NA | $37.9 \%$ |
| NA | NA | $27.2 \%$ |
| NA | NA | $11.6 \%$ |
| NA | NA | $14.9 \%$ |
| NA | NA | $34.9 \%$ |
| NA | NA | $1.1 \%$ |

How will the state of the U.S. economy impact your back-to-college purchases? (Check all that apply)

| Buying more store brand/generic products | NA | NA | 32.5\% | 34.1\% | 38.0\% | 32.3\% | 32.0\% | 26.5\% | 28.4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Doing more comparative shopping online | NA | NA | 26.0\% | 23.2\% | 30.7\% | 34.6\% | 31.7\% | 33.0\% | 29.1\% |
| Doing more comparative shopping with ad circulars/newspapers | NA | NA | 30.8\% | 29.8\% | 30.5\% | 29.8\% | 27.1\% | 25.8\% | 25.5\% |
| Making due with last year's school items | NA | NA | 33.6\% | 29.5\% | 29.7\% | 31.2\% | 27.3\% | 24.9\% | 23.2\% |
| Shopping for sales more often | NA | NA | 46.1\% | 42.0\% | 39.5\% | 41.2\% | 37.5\% | 36.3\% | 35.2\% |
| Shopping more online | NA | NA | 15.4\% | 18.2\% | 18.8\% | 20.5\% | 18.6\% | 21.0\% | 18.1\% |
| Spending less overall | NA | NA | 48.0\% | 45.0\% | 44.6\% | 38.7\% | 38.9\% | 32.2\% | 30.3\% |
| Using coupons more | NA | NA | 32.5\% | 32.9\% | 32.7\% | 31.2\% | 26.6\% | 24.4\% | 24.5\% |
| Sharing or borrowing textbooks instead of buying them | NA | NA | 17.4\% | 19.3\% | 18.4\% | 15.1\% | 15.0\% | 17.2\% | 13.9\% |


|  | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The economy is impacting students' living situation (living with parents/relatives on-campus housing fraternity/sorority housing) | NA | NA | 12.8\% | 11.9\% | 13.3\% | 11.4\% | 10.1\% | 10.1\% | 8.8\% |
| The economy is impacting choice of college (twoyear school vs. four-year, closer to home, college |  |  |  |  |  |  |  |  |  |
| that offered a scholarship, public vs. private) | NA | NA | 15.0\% | 13.9\% | 14.2\% | 12.7\% | 10.7\% | 12.0\% | 8.7\% |
| Other: | NA | NA | 4.4\% | 2.8\% | 2.7\% | 1.6\% | 1.1\% | 1.1\% | 0.5\% |
| Back-to-college plans will not change <br> me suin ui me \% tulals may ve yieater man ivu\% vecause me respunuenis call select more than one answer. | NA | NA | 16.9\% | 20.6\% | 16.3\% | 16.5\% | 23.5\% | 22.8\% | 26.3\% |
| Asked of Back-to-College Shoppers: Do you own either of the following devices? (Check all that apply) |  |  |  |  |  |  |  |  |  |
| Smartphone (i.e. iPhone, Droid, BlackBerry etc.) | NA | NA | NA | NA | 44.0\% | 53.3\% | 68.0\% | 76.1\% | 78.2\% |
| Tablet (i.e. iPad, TouchPad, XOOM, PlayBook, etc.) | NA | NA | NA | NA | 10.5\% | 29.6\% | 39.0\% | 45.1\% | 55.1\% |
| I do not own either of these types of devices <br>  select more than one answer. | NA | NA | NA | NA | 52.5\% | 36.5\% | 24.1\% | 16.6\% | 13.8\% |
| Own a Smartphone: How will you use your Smartphone to make Back-to-College purchase decisions? (Check all that apply) |  |  |  |  |  |  |  |  |  |
| Plan to Research Products/Compare Prices | NA | NA | NA | NA | 30.9\% | 31.5\% | 31.5\% | 33.8\% | 41.0\% |
| Plan to Purchase Products | NA | NA | NA | NA | 16.8\% | 20.9\% | 19.1\% | 22.4\% | 31.4\% |
| Plan to Redeem Coupons | NA | NA | NA | NA | 15.8\% | 18.2\% | 25.9\% | 22.0\% | 25.3\% |
| Plan to look up Retailer Information (location, store hours, directions, etc.) | NA | NA | NA | NA | 25.1\% | 22.1\% | 20.9\% | 29.8\% | 27.9\% |
| Plan to use Apps to Research or Purchase |  |  |  |  |  |  |  |  |  |
| Products | NA | NA | NA | NA | NA | 16.9\% | 15.5\% | 15.5\% | 17.3\% |
| Plan to use Apps to Compare Prices | NA | NA | NA | NA | NA | 17.7\% | 12.5\% | 15.4\% | 15.4\% |
| Do not plan to Research or Make a purchase with my Smartphone <br> ine suin ui me \% tulals may ve yreater man ivu\% vecause me respumuents cali select more than one answer. | NA | NA | NA | NA | 51.1\% | 48.4\% | 45.0\% | 42.2\% | 36.2\% |
| Own a Tablet: How will you use your Tablet to make Back-to-College purchase decisions? (Check all that apply) |  |  |  |  |  |  |  |  |  |
| Plan to Research Products/Compare Prices | NA | NA | NA | NA | 45.4\% | 40.6\% | 38.1\% | 37.4\% | 46.2\% |
| Plan to Purchase Products | NA | NA | NA | NA | 39.6\% | 34.5\% | 31.1\% | 27.0\% | 35.2\% |
| Plan to Redeem Coupons | NA | NA | NA | NA | NA | 27.2\% | 26.3\% | 17.6\% | 21.9\% |
| Plan to look up Retailer Information (location, store hours, directions, etc.) | NA | NA | NA | NA | NA | 27.0\% | 24.0\% | 25.9\% | 30.5\% |
| Plan to use Apps to Research or Purchase |  |  |  |  |  |  |  |  |  |
| Products | NA | NA | NA | NA | 22.9\% | 18.4\% | 14.7\% | 15.0\% | 15.9\% |
| Plan to use Apps to Compare Prices | NA | NA | NA | NA | NA | 16.9\% | 10.5\% | 14.1\% | 19.2\% |
| Do not plan to Research or Make a Purchase with my Tablet <br>  | NA | NA | NA | NA | 28.0\% | 31.1\% | 40.6\% | 45.5\% | 32.5\% |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15

| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ | Adults 18+ | Freshman | Sophomore | Junior | Senior | Graduate Student |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Margin of Error $=+/-1.2 \%$ |  |  |  |  |  |  |
| Do you have child/dependent attending college this fall? |  |  |  |  |  |  |
| Yes | 10.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| No | 90.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Will you be attending college this fall? |  |  |  |  |  |  |
| Yes | 10.6\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| No | 89.4\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| If you will be attending college, which year will you begin? |  |  |  |  |  |  |
| Freshman | 14.5\% | 100.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Sophomore | 13.7\% | 0.0\% | 100.0\% | 0.0\% | 0.0\% | 0.0\% |
| Junior | 18.0\% | 0.0\% | 0.0\% | 100.0\% | 0.0\% | 0.0\% |
| Senior | 18.2\% | 0.0\% | 0.0\% | 0.0\% | 100.0\% | 0.0\% |
| Grad School/Law School/Med School/Other | 35.6\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 100.0\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

## Have a Child/Dependent Attending College or Yourself Attending College:

How much do you plan to spend on the following back-to-college items this year?
Clothing and accessories (excluding Shoes)
$\begin{array}{rlrlclccccccr}\text { Average of Buyers } & \$ & 187.78 & \$ & 132.68 & \$ & 125.29 & \$ & 132.33 & \$ & 152.25 & \$ & 155.92 \\ \text { Percent Buying } & 72.9 \% & & 85.2 \% & & 77.8 \% & & 79.0 \% & & 73.9 \% & 69.1 \% \\ \text { Net Average } & \$ & 136.95 & \$ & 113.03 & \$ & 97.43 & \$ & 104.56 & \$ & 112.47 & \$ & 107.73\end{array}$

## Shoes

| Average of Buyers | $\$$ | 105.09 | $\$$ | 95.46 | $\$$ | 103.05 | $\$$ | 96.84 | $\$$ | 108.49 | $\$$ | 96.43 |
| ---: | :--- | :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Percent Buying | $69.3 \%$ |  | $80.8 \%$ |  | $77.2 \%$ |  | $72.0 \%$ |  | $68.6 \%$ |  | $64.8 \%$ |  |
| Net Average $\$$ | 72.79 | $\$$ | 77.08 | $\$$ | 79.58 | $\$$ | 69.74 | $\$$ | 74.37 | $\$$ | 62.47 |  |

Collegiate Branded Gear or Supplies (apparel, bumper stickers, etc.)

| Average of Buyers | $\$$ | 90.15 | $\$$ | 84.98 | $\$$ | 63.83 | $\$$ | 60.67 | $\$$ | 51.85 | $\$$ | 68.23 |
| ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Percent Buying | $50.5 \%$ |  | $60.3 \%$ |  | $43.7 \%$ |  | $57.1 \%$ |  | $53.3 \%$ |  | $42.5 \%$ |  |
| Net Average $\$$ | 45.49 | $\$$ | 51.24 | $\$$ | 27.91 | $\$$ | 34.67 | $\$$ | 27.62 | $\$$ | 29.03 |  |

School supplies, such as notebooks, folders, pencils, and backpacks

|  | 78.68 | $\$$ | 79.73 | $\$$ | 53.00 | $\$$ | 66.46 | $\$$ | 55.57 | $\$$ | 63.17 |  |
| ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Average of Buyers | $\$$ | $78.6 \%$ |  | $95.9 \%$ |  | $97.8 \%$ |  | $90.4 \%$ |  | $89.3 \%$ |  | $87.0 \%$ |
| Percent Buying | $84.8 \%$ |  | 76.50 | $\$$ | 51.83 | $\$$ | 60.11 | $\$$ | 49.61 | $\$$ | 54.99 |  |

Electronics or computer-related equipment such as a home computer, laptop, tablet, cell phone, digital camera or MP3 player

| Average of Buyers | \$ | 415.51 | \$ | 421.81 | \$ | 373.13 | \$ | 344.77 | \$ | 401.21 | \$ | 462.38 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 49.9\% |  | 76.4\% |  | 56.6\% |  | 57.7\% |  | 53.2\% |  | 49.8\% |
| Net Average | \$ | 207.27 | \$ | 322.37 | \$ | 211.23 | \$ | 199.00 | \$ | 213.57 | \$ | 230.42 |
| in billions | \$ | 9.93 |  |  |  |  |  |  |  |  |  |  |

Dorm or apartment furnishings like bedspreads, posters, answering machine, or microwave/fridge
Average of Buyers \$ 246.12 \$ 205.94 \$ 191.40 \$ 197.05 \$ 229.76

| Percent Buying $51.3 \%$ | $53.5 \%$ | $42.0 \%$ | $47.4 \%$ | $42.2 \%$ | $36.1 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |

$\begin{array}{lllllllllllll}\text { Net Average } & \$ & 126.30 & \$ & 110.27 & \$ & 80.30 & \$ & 93.36 & \$ & 96.97 & \$ & 91.95\end{array}$
in billions \$ 6.05
Food items, such as snacks, beverages, etc.

| Average of Buyers | $\$$ | 163.24 | $\$$ | 154.60 | $\$$ | 142.56 | $\$$ | 171.73 | $\$$ | 133.63 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15


| Where will you purchase back-to-college items this year? (Check all that apply) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Catalog | 11.2\% | 11.1\% | 5.7\% | 9.5\% | 7.8\% | 7.8\% |
| College Bookstore | 39.1\% | 43.8\% | 47.9\% | 42.0\% | 44.7\% | 29.4\% |
| Discount Store | 48.3\% | 42.5\% | 41.7\% | 41.1\% | 33.9\% | 41.6\% |
| Department Store | 44.9\% | 55.4\% | 46.2\% | 52.9\% | 46.2\% | 49.7\% |
| Drug Store | 19.6\% | 18.4\% | 19.8\% | 17.7\% | 15.3\% | 22.0\% |
| Home Furnishings or Home Décor Store | 10.6\% | 11.5\% | 5.3\% | 9.1\% | 12.7\% | 11.8\% |
| Office Supply Store | 31.3\% | 42.3\% | 30.2\% | 39.1\% | 32.3\% | 35.4\% |
| Local/Small Business | 10.2\% | 12.4\% | 7.6\% | 14.4\% | 11.5\% | 13.4\% |
| Online | 39.3\% | 45.5\% | 44.1\% | 47.5\% | 52.6\% | 51.0\% |
| Clothing Store | 30.0\% | 35.3\% | 39.7\% | 35.7\% | 32.2\% | 30.2\% |
| Electronics Store | 16.5\% | 24.9\% | 19.9\% | 19.8\% | 17.7\% | 17.7\% |
| Thrift Stores/Resale Shops | 10.9\% | 15.3\% | 11.5\% | 16.4\% | 12.3\% | 11.5\% |


more than one answer.

Online Back-to-College Shoppers: Do you plan to take advantage of any of the following shipping services when shopping online for back-to-college this year? (Check all that apply)

| Buy online, pick-up in store / Ship to store | 46.9\% | 45.6\% | 46.4\% | 45.2\% | 51.4\% | 48.8\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Expedited shipping | 15.5\% | 18.6\% | 24.8\% | 20.0\% | 25.3\% | 19.6\% |
| Free shipping | 90.2\% | 89.0\% | 86.7\% | 89.9\% | 81.4\% | 92.2\% |
| Reserve online | 6.9\% | 14.4\% | 6.8\% | 3.0\% | 5.2\% | 6.2\% |
| Same-day delivery | 7.4\% | 21.2\% | 20.2\% | 12.4\% | 12.1\% | 7.3\% |
| Other (please specify) <br>  more than one answer. | 1.9\% | 0.0\% | 2.4\% | 1.6\% | 0.0\% | 1.0\% |
| When will you begin shopping for back-to-college merchandise? |  |  |  |  |  |  |
| At least two months before school starts | 23.6\% | 39.2\% | 24.9\% | 20.5\% | 21.6\% | 22.9\% |
| Three weeks to one month before school starts | 37.4\% | 35.9\% | 34.8\% | 33.1\% | 37.0\% | 27.0\% |
| 1-2 weeks before school starts | 23.7\% | 14.2\% | 26.5\% | 29.9\% | 24.0\% | 31.4\% |
| The week school starts | 8.4\% | 6.4\% | 9.5\% | 10.4\% | 8.2\% | 9.8\% |
| After school starts | 6.8\% | 4.3\% | 4.3\% | 6.1\% | 9.2\% | 8.9\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

Shop at least two months before school starts: Why do you begin shopping for back-to-college at least two months before school starts? (Check all that apply)

| To spread out my shopping budget | $65.8 \%$ | $72.7 \%$ | $51.0 \%$ | $70.1 \%$ | $55.0 \%$ | $56.0 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Prices/promotions are too good to pass up | $49.3 \%$ | $47.1 \%$ | $53.5 \%$ | $45.1 \%$ | $43.1 \%$ | $46.9 \%$ |
| To avoid crowds | $37.9 \%$ | $42.1 \%$ | $47.2 \%$ | $34.2 \%$ | $32.6 \%$ | $30.4 \%$ |

## Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15

|  |  |  |  |  | Graduate |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| N = 6500, $\mathbf{6 / 3 0} \mathbf{- 7 / 8 / 1 5}$ | Adults $\mathbf{1 8 +}$ | Freshman | Sophomore | Junior | Senior |  |
| Student |  |  |  |  |  |  |


| How will the state of the U.S. economy impac |  | , | eck | ply) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buying more store brand/generic products | 28.4\% | 38.5\% | 29.7\% | 31.4\% | 29.5\% | 20.6\% |
| Doing more comparative shopping online | 29.1\% | 37.3\% | 38.1\% | 41.6\% | 23.7\% | 30.2\% |
| Doing more comparative shopping with ad circulars/newspapers | 25.5\% | 24.1\% | 23.1\% | 18.0\% | 16.4\% | 17.7\% |
| Making do with last year's school items | 23.2\% | 18.5\% | 29.7\% | 28.4\% | 20.7\% | 23.4\% |
| Shopping for sales more often | 35.2\% | 35.9\% | 34.0\% | 37.0\% | 32.3\% | 34.7\% |
| Shopping more online | 18.1\% | 24.4\% | 24.6\% | 24.1\% | 21.9\% | 20.9\% |
| Spending less overall | 30.3\% | 36.2\% | 35.7\% | 37.3\% | 32.3\% | 31.9\% |
| Using coupons more | 24.5\% | 22.2\% | 29.3\% | 32.0\% | 12.2\% | 30.3\% |
| Sharing or borrowing textbooks instead of buying them | 13.9\% | 18.5\% | 20.9\% | 26.2\% | 16.0\% | 17.5\% |
| The economy is impacting students, living situation (living with parents/relatives, on-campus housing, fraternity/sorority housing) | 8.8\% | 13.2\% | 12.4\% | 11.8\% | 3.0\% | 10.0\% |
| The economy is impacting choice of college (two-year school vs. four-year, closer to home, college that offered a scholarship, public vs. private) | 8.7\% | 16.2\% | 12.9\% | 11.8\% | 1.1\% | 10.3\% |
| Other | 0.5\% | 0.8\% | 1.1\% | 2.7\% | 0.0\% | 0.7\% |
| Back-to-college plans will not change <br>  | 26.3\% | 19.6\% | 26.2\% | 19.7\% | 28.5\% | 31.5\% |

Asked of Back-to-College Shoppers: Do you own either of the following devices? (Check all that apply)

| Smartphone (i.e. iPhone, Droid, BlackBerry etc.) | $78.2 \%$ | $92.9 \%$ | $90.7 \%$ | $93.9 \%$ | $89.1 \%$ | $88.6 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Tablet (i.e. iPad, TouchPad, XOOM, PlayBook, etc.) | $55.1 \%$ | $44.5 \%$ | $52.3 \%$ | $57.1 \%$ | $46.8 \%$ | $54.4 \%$ |
| I do not own either of these types of devices | $13.8 \%$ | $2.7 \%$ | $8.2 \%$ | $2.6 \%$ | $4.9 \%$ | $7.3 \%$ |


| Plan to Research Products/Compare Prices | 41.0\% | 55.3\% | 42.5\% | 51.2\% | 43.1\% | 48.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan to Purchase Products | 31.4\% | 40.3\% | 35.1\% | 31.1\% | 33.6\% | 35.6\% |
| Plan to Redeem Coupons | 25.3\% | 32.5\% | 29.7\% | 30.4\% | 18.7\% | 30.3\% |
| Plan to look up Retailer Information (location, store hours, directions, etc.) | 27.9\% | 38.1\% | 31.1\% | 34.1\% | 34.7\% | 38.7\% |
| Plan to use Apps to Research or Purchase Products | 17.3\% | 21.3\% | 22.4\% | 20.7\% | 17.6\% | 21.3\% |
| Plan to use Apps to Compare Prices | 15.4\% | 21.3\% | 27.4\% | 15.7\% | 13.6\% | 14.1\% |
| Do not plan to Research or Make a Purchase with my |  |  |  |  |  |  |
| Smartphone | 36.2\% | 17.4\% | 30.1\% | 30.8\% | 31.8\% | 28.6\% |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15

| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ | Adults 18+ | Freshman | Sophomore | Junior | Senior | Student |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Margin of Error = +/- 1.2\% |  |  |  |  |  |  |
| Own a Tablet: How will you use your Tablet to make Back-to-College purchase decisions? (Check all that apply) |  |  |  |  |  |  |
| Plan to Research Products/Compare Prices | 46.2\% | 60.0\% | 51.9\% | 43.3\% | 51.4\% | 46.2\% |
| Plan to Purchase Products | 35.2\% | 36.4\% | 43.2\% | 33.5\% | 34.4\% | 42.4\% |
| Plan to Redeem Coupons | 21.9\% | 36.4\% | 28.4\% | 34.2\% | 15.7\% | 28.3\% |
| Plan to look up Retailer Information (location, store hours, directions, etc.) | 30.5\% | 31.6\% | 34.1\% | 29.3\% | 29.0\% | 38.4\% |
| Plan to use Apps to Research or Purchase Products | 15.9\% | 19.1\% | 22.6\% | 17.3\% | 21.8\% | 28.1\% |
| Plan to use Apps to Compare Prices | 19.2\% | 15.4\% | 21.4\% | 11.7\% | 19.9\% | 23.2\% |
| Do not plan to Research or Make a Purchase with my |  |  |  |  |  |  |
| Tablet <br> me sum ur me \% tutals may ve yreater man ivu\% vecuause me respumuens cual semect more than one answer. | 32.5\% | 13.7\% | 30.9\% | 34.6\% | 32.9\% | 26.7\% |

Source: Prosper Insights \& Analytics ${ }^{\mathrm{TM}}$, Monthly Consumer Survey, JUL-15
Online
$N=6500,6 / 30-7 / 8 / 15 \quad$ Adults 18+ Shoppers
Margin of Error $=+/-1.2 \%$
Do you have child/dependent attending college this fall?

| Yes | $10.0 \%$ | $44.2 \%$ |
| :--- | ---: | ---: |
| No | $90.0 \%$ | $55.8 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ |

Will you be attending college this fall?

| Yes | $10.6 \%$ | $100.0 \%$ |
| :--- | ---: | ---: |
| No | $89.4 \%$ | $0.0 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ |

If you will be attending college, which year will you begin?

| Freshman | $14.5 \%$ | $19.4 \%$ |
| :--- | ---: | ---: |
| Sophomore | $13.7 \%$ | $15.1 \%$ |
| Junior | $18.0 \%$ | $17.4 \%$ |
| Senior | $18.2 \%$ | $17.2 \%$ |
| Grad School/Law School/Med School/Other | $35.6 \%$ | $30.8 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ |

## Have a Child/Dependent Attending College or Yourself Attending College:

How much do you plan to spend on the following back-to-college items this year?
Clothing and accessories (excluding Shoes)

| Average of Buyers | $\$$ | 187.78 | $\$$ | $\mathbf{1 7 3 . 2 2}$ |
| ---: | :--- | ---: | :--- | ---: |
| Percent Buying |  | $72.9 \%$ |  | $85.6 \%$ |
| Net Average | $\$$ | 136.95 | $\$$ | 148.26 |

Shoes

| Average of Buyers | $\$$ | 105.09 | $\$$ | 113.06 |
| ---: | :--- | :---: | :--- | :--- |
| Percent Buying | $69.3 \%$ |  | $81.8 \%$ |  |
| Net Average | $\$$ | 72.79 | $\$$ | $\mathbf{9 2 . 5 2}$ |
| in billions | $\$$ | 3.49 |  |  |

Collegiate Branded Gear or Supplies (apparel, bumper stickers, etc.)
Average of Buyers \$ 90.15 \$ 85.92

Percent Buying $50.5 \% \quad 60.3 \%$
Net Average \$ 45.49 \$ 51.85
in billions \$ 2.18
School supplies, such as notebooks, folders, pencils, and backpacks

| Average of Buyers | $\$$ | 78.68 | $\mathbf{\$}$ | $\mathbf{8 0 . 0 9}$ |
| ---: | :--- | :--- | :--- | :--- |
| Percent Buying |  | $84.8 \%$ |  | $93.3 \%$ |
| Net Average | $\$$ | 66.70 | $\mathbf{\$}$ | $\mathbf{7 4 . 7 2}$ |

Net Average \$ 66.70 \$ 74.72
in billions \$ 3.20

Electronics or computer-related equipment such as a home computer, laptop, tablet, cell phone, digital camera or MP3 player

| Average of Buyers | $\$$ | $\mathbf{4 1 5 . 5 1}$ | $\mathbf{\$}$ | $\mathbf{5 1 6 . 1 7}$ |
| ---: | :--- | :---: | :---: | ---: |
| Percent Buying | $49.9 \%$ |  | $62.6 \%$ |  |
| Net Average | $\$$ | 207.27 | $\$$ | 322.92 |
| in billions | $\$$ | 9.93 |  |  |

Dorm or apartment furnishings like bedspreads, posters, answering machine, or microwave/fridge
Average of Buyers \$ 246.12 \$ 272.30
Percent Buying $51.3 \%$ 56.2\%

| $\mathrm{N}=6500,6 / 30-7 / 8 / 15$ | Adults 18+ |  |  | Shoppers |
| :---: | :---: | :---: | :---: | :---: |
| Margin of Error $=+/-1.2 \%$ |  |  |  |  |
| Net Average | \$ | 126.30 | \$ | 153.16 |
| in billions | \$ | 6.05 |  |  |
| Food items, such as snacks, beverages, etc. |  |  |  |  |
| Average of Buyers | \$ | 163.24 | \$ | 193.48 |
| Percent Buying |  | 72.3\% |  | 83.1\% |
| Net Average | \$ | 117.98 | \$ | 160.78 |
| in billions |  | 5.65 |  |  |

Personal care items, such as skin care, hair care, oral care, makeup, OTC medicine, etc.
Average of Buyers \$ 102.97 \$ 103.11
Percent Buying $75.8 \%$ 86.6\%
Net Average \$ 78.02 \$ 89.30
in billions $\$ 3.74$
Gift Cards or Pre-Paid Cards

| Average of Buyers | \$ | 146.00 | \$ | 148.06 |
| :---: | :---: | :---: | :---: | :---: |
| Percent Buying |  | 32.7\% |  | 37.3\% |
| Net Average | \$ | 47.68 | \$ | 55.18 |
| in billions | \$ | 2.28 |  |  |
| Combined Average <br> in billions |  | $\begin{array}{r} 899.18 \\ 43.09 \end{array}$ | \$ | 1,148.70 |

Where will you purchase back-to-college items this year? (Check all that apply)

| Catalog | 11.2\% | 11.1\% |
| :---: | :---: | :---: |
| College Bookstore | 39.1\% | 46.8\% |
| Discount Store | 48.3\% | 46.7\% |
| Department Store | 44.9\% | 57.9\% |
| Drug Store | 19.6\% | 25.4\% |
| Home Furnishings or Home Décor Store | 10.6\% | 18.0\% |
| Office Supply Store | 31.3\% | 41.9\% |
| Local/Small Business | 10.2\% | 18.1\% |
| Online | 39.3\% | 100.0\% |
| Clothing Store | 30.0\% | 50.4\% |
| Electronics Store | 16.5\% | 29.0\% |
| Thrift Stores/Resale Shops | 10.9\% | 13.9\% |

Online Back-to-College Shoppers: Do you plan to take advantage of any of the following shipping services when shopping online for back-to-college this year? (Check all that apply)

| Buy online, pick-up in store / Ship to store | $46.9 \%$ | $46.9 \%$ |
| :--- | ---: | ---: |
| Expedited shipping | $15.5 \%$ | $15.5 \%$ |
| Free shipping | $90.2 \%$ | $90.2 \%$ |
| Reserve online | $6.9 \%$ | $6.9 \%$ |
| Same-day delivery | $7.4 \%$ | $7.4 \%$ |
| Other (please specify) | $1.9 \%$ | $1.9 \%$ | more than one answer.

When will you begin shopping for back-to-college merchandise?

| At least two months before school starts | $23.6 \%$ | $26.3 \%$ |
| :--- | ---: | ---: |
| Three weeks to one month before school starts | $37.4 \%$ | $39.9 \%$ |
| $1-2$ weeks before school starts | $23.7 \%$ | $24.2 \%$ |
| The week school starts | $8.4 \%$ | $6.0 \%$ |

Source: Prosper Insights \& Analytics ${ }^{\text {TM }}$, Monthly Consumer Survey, JUL-15

Online $\quad$| Shoppers |
| ---: | ---: | ---: |

## Shop at least two months before school starts: Why do you begin shopping for back-to-college at least two months before school starts? (Check all that apply)

| To spread out my shopping budget | 65.8\% | 70.1\% |
| :---: | :---: | :---: |
| Prices/promotions are too good to pass up | 49.3\% | 44.0\% |
| To avoid crowds | 37.9\% | 42.8\% |
| I don't want to miss out on desired items | 27.2\% | 39.8\% |
| Habit | 11.6\% | 22.4\% |
| I tend to shop for the school season year-round | 14.9\% | 20.2\% |
| To avoid the stress of last-minute shopping | 34.9\% | 48.0\% |
| Other (please specify) | 1.1\% | 1.0\% |

"! more than one answer.

## Where will the college student be living this year?

| Dorm room or college housing | $31.3 \%$ | $27.6 \%$ |
| :--- | ---: | ---: |
| Fraternity or sorority house | $4.6 \%$ | $1.9 \%$ |
| Off campus apartment or housing | $21.0 \%$ | $29.3 \%$ |
| At home | $41.5 \%$ | $39.9 \%$ |
| Other (please specify) | $1.6 \%$ | $1.3 \%$ |
| Total | $100.0 \%$ | $100.0 \%$ |

How will the state of the U.S. economy impact your back-to-college purchases? (Check all that apply)

| Buying more store brand/generic products | $28.4 \%$ | $32.8 \%$ |
| :--- | ---: | ---: |
| Doing more comparative shopping online | $29.1 \%$ | $42.9 \%$ |
| Doing more comparative shopping with ad |  |  |
| circulars/newspapers | $25.5 \%$ | $26.2 \%$ |
| Making do with last year's school items | $23.2 \%$ | $28.9 \%$ |
| Shopping for sales more often | $35.2 \%$ | $40.5 \%$ |
| Shopping more online | $18.1 \%$ | $34.2 \%$ |
| Spending less overall | $30.3 \%$ | $38.4 \%$ |
| Using coupons more | $24.5 \%$ | $29.2 \%$ |
|  |  |  |
| Sharing or borrowing textbooks instead of buying them | $13.9 \%$ | $22.4 \%$ |
| The economy is impacting students, living situation |  |  |
| (living with parents/relatives, on-campus housing, |  |  |
| fraternity/sorority housing | $8.8 \%$ | $14.0 \%$ |
| The economy is impacting choice of college (two-year <br> school vs. four-year, closer to home, college that |  |  |
| offered a scholarship, public vs. private) | $8.7 \%$ | $12.8 \%$ |
| Other | $0.5 \%$ | $0.8 \%$ |
| Back-to-college plans will not change | $26.3 \%$ | $22.8 \%$ |

 more than one answer.

## Asked of Back-to-College Shoppers: Do you own either of the following devices? (Check all that

 apply)Smartphone (i.e. iPhone, Droid, BlackBerry etc.)
Tablet (i.e. iPad, TouchPad, XOOM, PlayBook, etc.)
I do not own either of these types of devices
 more than one answer.

| $78.2 \%$ | $91.0 \%$ |
| ---: | ---: |
| $55.1 \%$ | $56.1 \%$ |
| $13.8 \%$ | $5.0 \%$ |



Own a Tablet: How will you use your Tablet to make Back-to-College purchase decisions? (Check all that apply)

| Plan to Research Products/Compare Prices | 46.2\% | 58.9\% |
| :---: | :---: | :---: |
| Plan to Purchase Products | 35.2\% | 52.6\% |
| Plan to Redeem Coupons | 21.9\% | 30.3\% |
| Plan to look up Retailer Information (location, store hours, directions, etc.) | 30.5\% | 37.9\% |
| Plan to use Apps to Research or Purchase Products | 15.9\% | 30.2\% |
| Plan to use Apps to Compare Prices | 19.2\% | 27.0\% |
| Do not plan to Research or Make a Purchase with my |  |  |
| Tablet | 32.5\% | 21.5\% |

