



Retail MarketPlace Profile

Sangamon County, IL 6
 Sangamon County, IL (17167)
 Geography: County

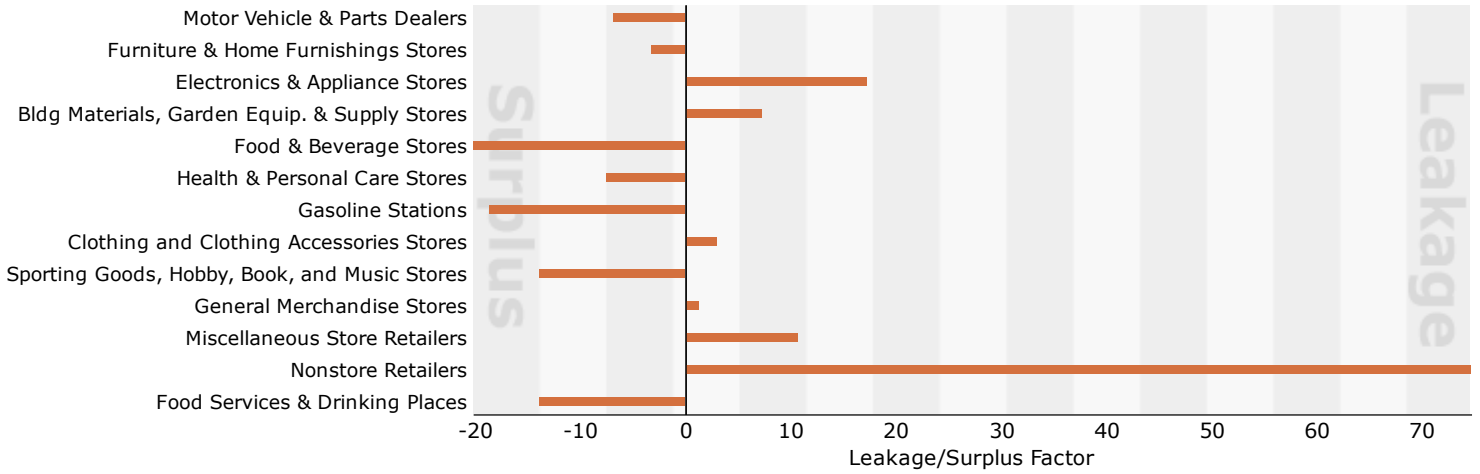
Prepared by Esri

Summary Demographics						
2017 Population						199,816
2017 Households						84,166
2017 Median Disposable Income						\$43,623
2017 Per Capita Income						\$32,307
Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$2,999,750,617	\$3,434,750,384	-\$434,999,767	-6.8	1,581
Total Retail Trade	44-45	\$2,702,022,872	\$3,040,278,455	-\$338,255,583	-5.9	1,045
Total Food & Drink	722	\$297,727,745	\$394,471,929	-\$96,744,184	-14.0	536
Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$566,034,650	\$650,283,191	-\$84,248,541	-6.9	139
Automobile Dealers	4411	\$468,044,710	\$565,732,449	-\$97,687,739	-9.4	77
Other Motor Vehicle Dealers	4412	\$47,239,121	\$45,909,834	\$1,329,287	1.4	19
Auto Parts, Accessories & Tire Stores	4413	\$50,750,819	\$38,640,908	\$12,109,911	13.5	43
Furniture & Home Furnishings Stores	442	\$89,150,608	\$95,216,902	-\$6,066,294	-3.3	57
Furniture Stores	4421	\$51,589,635	\$25,360,588	\$26,229,047	34.1	29
Home Furnishings Stores	4422	\$37,560,973	\$69,856,314	-\$32,295,341	-30.1	28
Electronics & Appliance Stores	443	\$102,486,698	\$72,230,641	\$30,256,057	17.3	58
Bldg Materials, Garden Equip. & Supply Stores	444	\$190,091,516	\$164,310,605	\$25,780,911	7.3	91
Bldg Material & Supplies Dealers	4441	\$171,771,037	\$142,123,937	\$29,647,100	9.4	69
Lawn & Garden Equip & Supply Stores	4442	\$18,320,479	\$22,186,668	-\$3,866,189	-9.5	22
Food & Beverage Stores	445	\$443,094,021	\$667,650,525	-\$224,556,504	-20.2	113
Grocery Stores	4451	\$389,096,813	\$635,736,031	-\$246,639,218	-24.1	78
Specialty Food Stores	4452	\$22,879,757	\$5,375,085	\$17,504,672	62.0	13
Beer, Wine & Liquor Stores	4453	\$31,117,451	\$26,539,409	\$4,578,042	7.9	22
Health & Personal Care Stores	446,4461	\$179,882,018	\$209,401,043	-\$29,519,025	-7.6	84
Gasoline Stations	447,4471	\$281,096,044	\$410,782,851	-\$129,686,807	-18.7	58
Clothing & Clothing Accessories Stores	448	\$144,175,969	\$135,671,813	\$8,504,156	3.0	126
Clothing Stores	4481	\$97,389,680	\$91,671,617	\$5,718,063	3.0	86
Shoe Stores	4482	\$20,673,725	\$19,444,644	\$1,229,081	3.1	13
Jewelry, Luggage & Leather Goods Stores	4483	\$26,112,564	\$24,555,552	\$1,557,012	3.1	27
Sporting Goods, Hobby, Book & Music Stores	451	\$70,596,281	\$93,576,825	-\$22,980,544	-14.0	79
Sporting Goods/Hobby/Musical Instr Stores	4511	\$58,427,536	\$84,766,002	-\$26,338,466	-18.4	69
Book, Periodical & Music Stores	4512	\$12,168,745	\$8,810,823	\$3,357,922	16.0	10
General Merchandise Stores	452	\$462,860,336	\$450,898,531	\$11,961,805	1.3	53
Department Stores Excluding Leased Depts.	4521	\$329,829,523	\$341,106,014	-\$11,276,491	-1.7	19
Other General Merchandise Stores	4529	\$133,030,813	\$109,792,517	\$23,238,296	9.6	34
Miscellaneous Store Retailers	453	\$98,528,827	\$79,531,002	\$18,997,825	10.7	176
Florists	4531	\$6,731,163	\$2,922,142	\$3,809,021	39.5	16
Office Supplies, Stationery & Gift Stores	4532	\$17,263,365	\$22,878,817	-\$5,615,452	-14.0	39
Used Merchandise Stores	4533	\$9,402,372	\$23,395,376	-\$13,993,004	-42.7	64
Other Miscellaneous Store Retailers	4539	\$65,131,927	\$30,334,667	\$34,797,260	36.4	57
Nonstore Retailers	454	\$74,025,904	\$10,724,526	\$63,301,378	74.7	11
Electronic Shopping & Mail-Order Houses	4541	\$58,230,533	\$3,680,847	\$54,549,686	88.1	2
Vending Machine Operators	4542	\$2,043,259	\$877,251	\$1,166,008	39.9	2
Direct Selling Establishments	4543	\$13,752,112	\$6,166,428	\$7,585,684	38.1	7
Food Services & Drinking Places	722	\$297,727,745	\$394,471,929	-\$96,744,184	-14.0	536
Special Food Services	7223	\$7,184,339	\$14,195,637	-\$7,011,298	-32.8	25
Drinking Places - Alcoholic Beverages	7224	\$9,808,945	\$15,121,123	-\$5,312,178	-21.3	66
Restaurants/Other Eating Places	7225	\$280,734,461	\$365,155,169	-\$84,420,708	-13.1	445

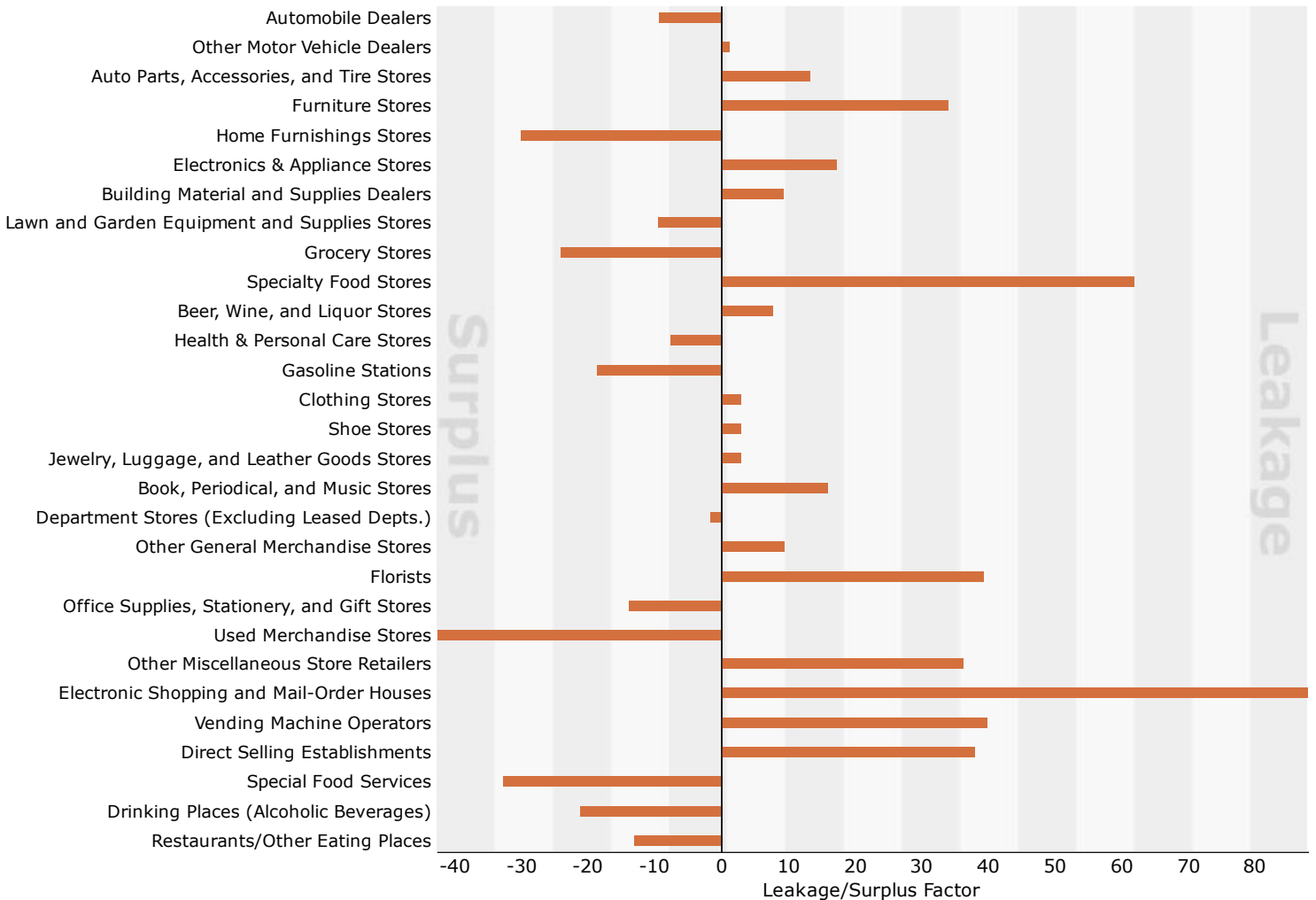
Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement. <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group



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