

Retail MarketPlace Profile

Independence, Missouri
 Independence City, MO (2935000)
 Geography: Place

Data provided by ESRI

Summary Demographics

2018 Population	121,018
2018 Households	50,204
2018 Median Disposable Income	\$41,002
2018 Per Capita Income	\$26,538

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
2017 Industry Summary						
Total Retail Trade and Food & Drink	44-45,722	\$1,494,224,117	\$2,004,742,580	-\$510,518,463	-14.6	875
Total Retail Trade	44-45	\$1,352,783,251	\$1,769,184,438	-\$416,401,187	-13.3	643
Total Food & Drink	722	\$141,440,866	\$235,558,142	-\$94,117,276	-25.0	232

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
2017 Industry Group						
Motor Vehicle & Parts Dealers	441	\$292,538,576	\$326,200,640	-\$33,662,064	-5.4	99
Automobile Dealers	4411	\$235,981,382	\$275,487,778	-\$39,506,396	-7.7	50
Other Motor Vehicle Dealers	4412	\$30,822,210	\$15,520,100	\$15,302,110	33.0	12
Auto Parts, Accessories & Tire Stores	4413	\$25,734,984	\$35,192,762	-\$9,457,778	-15.5	37
Furniture & Home Furnishings Stores	442	\$42,205,443	\$22,545,231	\$19,660,212	30.4	22
Furniture Stores	4421	\$25,389,622	\$9,518,518	\$15,871,104	45.5	12
Home Furnishings Stores	4422	\$16,815,821	\$13,026,713	\$3,789,108	12.7	10
Electronics & Appliance Stores	443	\$39,928,510	\$40,865,973	-\$937,463	-1.2	18
Bldg Materials, Garden Equip. & Supply Stores	444	\$93,806,929	\$81,255,681	\$12,551,248	7.2	41
Bldg Material & Supplies Dealers	4441	\$87,471,790	\$79,659,272	\$7,812,518	4.7	33
Lawn & Garden Equip & Supply Stores	4442	\$6,335,139	\$1,596,409	\$4,738,730	59.7	8
Food & Beverage Stores	445	\$223,576,924	\$249,281,872	-\$25,704,948	-5.4	61
Grocery Stores	4451	\$207,219,240	\$237,747,531	-\$30,528,291	-6.9	39
Specialty Food Stores	4452	\$7,662,945	\$5,567,861	\$2,095,084	15.8	12
Beer, Wine & Liquor Stores	4453	\$8,694,739	\$5,966,480	\$2,728,259	18.6	10
Health & Personal Care Stores	446,4461	\$80,092,216	\$91,718,371	-\$11,626,155	-6.8	61
Gasoline Stations	447,4471	\$157,557,583	\$113,112,365	\$44,445,218	16.4	38
Clothing & Clothing Accessories Stores	448	\$57,491,594	\$125,320,233	-\$67,828,639	-37.1	111
Clothing Stores	4481	\$37,563,774	\$81,911,008	-\$44,347,234	-37.1	75
Shoe Stores	4482	\$9,833,648	\$18,806,195	-\$8,972,547	-31.3	18
Jewelry, Luggage & Leather Goods Stores	4483	\$10,094,172	\$24,603,030	-\$14,508,858	-41.8	18
Sporting Goods, Hobby, Book & Music Stores	451	\$38,719,805	\$75,846,789	-\$37,126,984	-32.4	41
Sporting Goods/Hobby/Musical Instr Stores	4511	\$32,954,278	\$70,041,764	-\$37,087,486	-36.0	34
Book, Periodical & Music Stores	4512	\$5,765,527	\$5,805,025	-\$39,498	-0.3	7
General Merchandise Stores	452	\$254,065,788	\$572,909,240	-\$318,843,452	-38.6	45
Department Stores Excluding Leased Depts.	4521	\$192,094,443	\$313,770,267	-\$121,675,824	-24.1	16
Other General Merchandise Stores	4529	\$61,971,345	\$259,138,973	-\$197,167,628	-61.4	29
Miscellaneous Store Retailers	453	\$56,187,762	\$68,783,513	-\$12,595,751	-10.1	100
Florists	4531	\$3,720,826	\$2,533,956	\$1,186,870	19.0	7
Office Supplies, Stationery & Gift Stores	4532	\$13,401,912	\$29,693,011	-\$16,291,099	-37.8	22
Used Merchandise Stores	4533	\$6,493,700	\$12,102,418	-\$5,608,718	-30.2	24
Other Miscellaneous Store Retailers	4539	\$32,571,324	\$24,454,128	\$8,117,196	14.2	47
Nonstore Retailers	454	\$16,612,121	\$1,344,530	\$15,267,591	85.0	6
Electronic Shopping & Mail-Order Houses	4541	\$10,404,739	\$432,800	\$9,971,939	92.0	2
Vending Machine Operators	4542	\$1,481,813	\$592,826	\$888,987	42.9	2
Direct Selling Establishments	4543	\$4,725,569	\$318,904	\$4,406,665	87.4	2
Food Services & Drinking Places	722	\$141,440,866	\$235,558,142	-\$94,117,276	-25.0	232
Special Food Services	7223	\$3,769,956	\$1,258,611	\$2,511,345	49.9	5
Drinking Places - Alcoholic Beverages	7224	\$4,407,454	\$2,732,547	\$1,674,907	23.5	11
Restaurants/Other Eating Places	7225	\$133,263,456	\$231,566,984	-\$98,303,528	-26.9	216

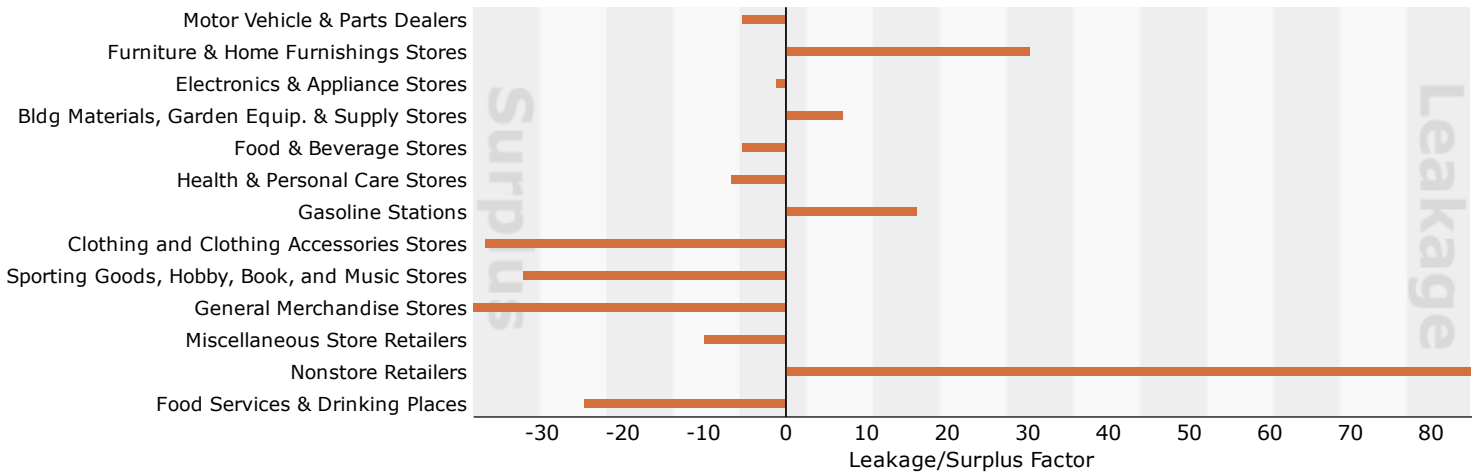
Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents 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>

Source: Esri and Infogroup. Esri 2018 Updated Demographics. Esri 2017 Retail MarketPlace. Copyright 2018 Esri. Copyright 2017 Infogroup, Inc. All rights reserved.

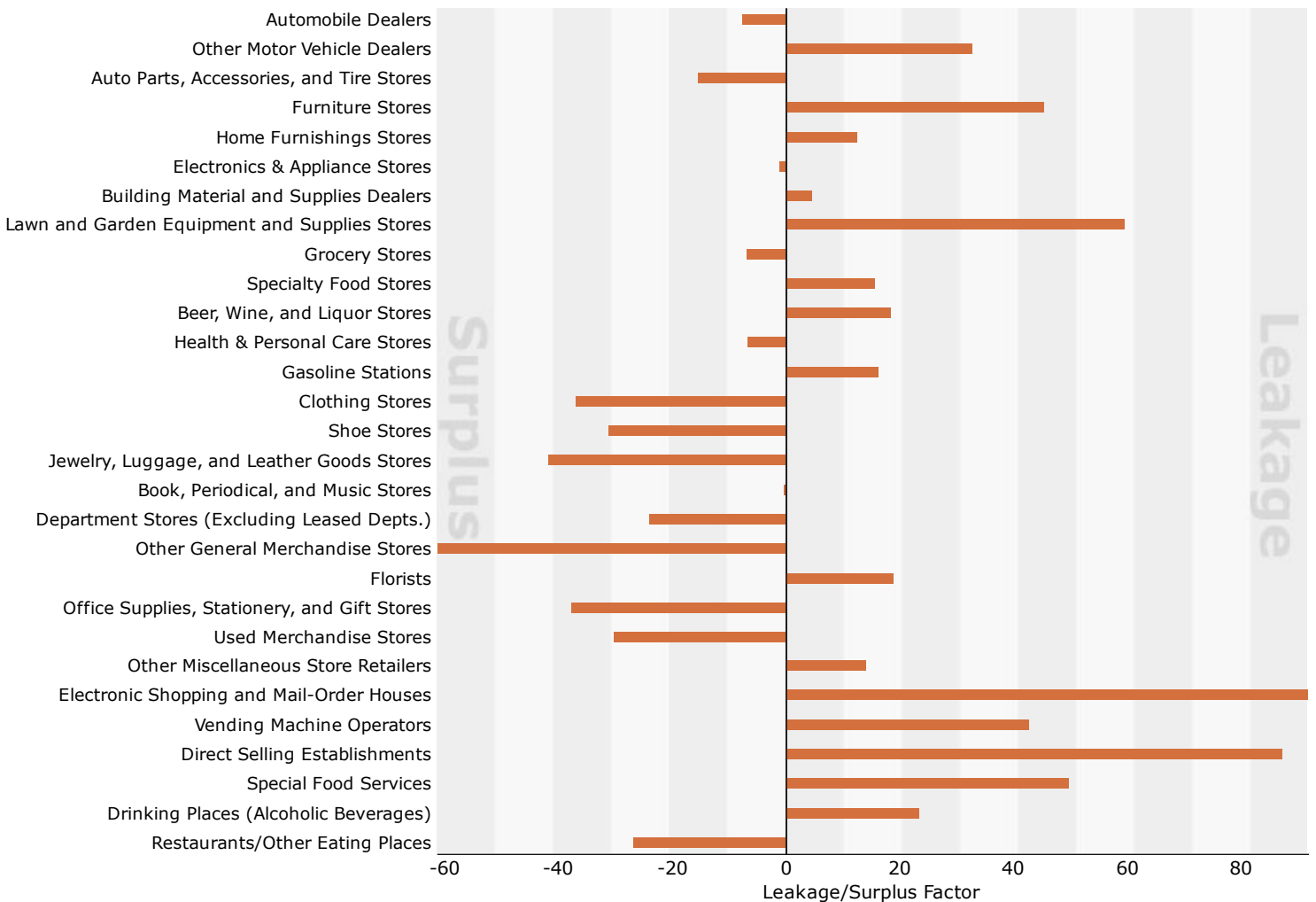
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2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



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