

Retail MarketPlace Profile

N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona,
N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona, 85140
Ring: 1 mile radius

Prepared by Esri
Latitude: 33.24900
Longitude: -111.56326

Summary Demographics

2017 Population	17,290
2017 Households	4,960
2017 Median Disposable Income	\$49,154
2017 Per Capita Income	\$19,001

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	\$156,782,319	\$19,767,059	\$137,015,260	77.6	17
Total Retail Trade	44-45	\$141,067,922	\$16,127,791	\$124,940,131	79.5	11
Total Food & Drink	722	\$15,714,398	\$3,639,268	\$12,075,130	62.4	6

Industry Group

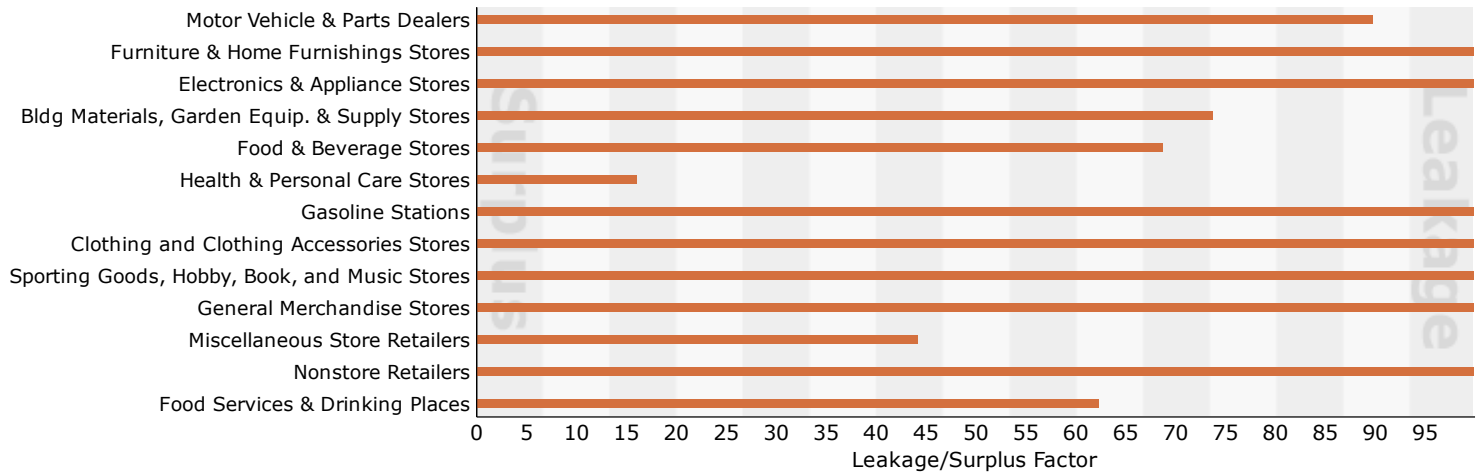
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$30,516,319	\$1,625,434	\$28,890,885	89.9	3
Automobile Dealers	4411	\$24,672,976	\$0	\$24,672,976	100.0	0
Other Motor Vehicle Dealers	4412	\$3,176,451	\$205,552	\$2,970,899	87.8	1
Auto Parts, Accessories & Tire Stores	4413	\$2,666,893	\$1,419,882	\$1,247,011	30.5	2
Furniture & Home Furnishings Stores	442	\$4,862,417	\$0	\$4,862,417	100.0	0
Furniture Stores	4421	\$2,970,606	\$0	\$2,970,606	100.0	0
Home Furnishings Stores	4422	\$1,891,811	\$0	\$1,891,811	100.0	0
Electronics & Appliance Stores	443	\$4,905,166	\$0	\$4,905,166	100.0	0
Bldg Materials, Garden Equip. & Supply Stores	444	\$10,139,211	\$1,531,553	\$8,607,658	73.8	2
Bldg Material & Supplies Dealers	4441	\$9,747,592	\$1,398,184	\$8,349,408	74.9	1
Lawn & Garden Equip & Supply Stores	4442	\$391,618	\$133,369	\$258,249	49.2	1
Food & Beverage Stores	445	\$23,585,611	\$4,341,517	\$19,244,094	68.9	1
Grocery Stores	4451	\$21,759,506	\$4,271,929	\$17,487,577	67.2	1
Specialty Food Stores	4452	\$1,179,685	\$0	\$1,179,685	100.0	0
Beer, Wine & Liquor Stores	4453	\$646,420	\$0	\$646,420	100.0	0
Health & Personal Care Stores	446,4461	\$8,417,687	\$6,077,262	\$2,340,425	16.1	1
Gasoline Stations	447,4471	\$13,602,131	\$0	\$13,602,131	100.0	0
Clothing & Clothing Accessories Stores	448	\$6,715,594	\$0	\$6,715,594	100.0	0
Clothing Stores	4481	\$4,434,915	\$0	\$4,434,915	100.0	0
Shoe Stores	4482	\$933,067	\$0	\$933,067	100.0	0
Jewelry, Luggage & Leather Goods Stores	4483	\$1,347,611	\$0	\$1,347,611	100.0	0
Sporting Goods, Hobby, Book & Music Stores	451	\$4,052,261	\$0	\$4,052,261	100.0	0
Sporting Goods/Hobby/Musical Instr Stores	4511	\$3,416,267	\$0	\$3,416,267	100.0	0
Book, Periodical & Music Stores	4512	\$635,994	\$0	\$635,994	100.0	0
General Merchandise Stores	452	\$27,425,199	\$0	\$27,425,199	100.0	0
Department Stores Excluding Leased Depts.	4521	\$17,302,962	\$0	\$17,302,962	100.0	0
Other General Merchandise Stores	4529	\$10,122,236	\$0	\$10,122,236	100.0	0
Miscellaneous Store Retailers	453	\$5,502,495	\$2,125,695	\$3,376,800	44.3	3
Florists	4531	\$132,050	\$0	\$132,050	100.0	0
Office Supplies, Stationery & Gift Stores	4532	\$1,262,562	\$474,830	\$787,732	45.3	1
Used Merchandise Stores	4533	\$707,571	\$0	\$707,571	100.0	0
Other Miscellaneous Store Retailers	4539	\$3,400,311	\$1,650,866	\$1,749,445	34.6	2
Nonstore Retailers	454	\$1,343,831	\$0	\$1,343,831	100.0	0
Electronic Shopping & Mail-Order Houses	4541	\$953,682	\$0	\$953,682	100.0	0
Vending Machine Operators	4542	\$136,684	\$0	\$136,684	100.0	0
Direct Selling Establishments	4543	\$253,466	\$0	\$253,466	100.0	0
Food Services & Drinking Places	722	\$15,714,398	\$3,639,268	\$12,075,130	62.4	6
Special Food Services	7223	\$202,104	\$0	\$202,104	100.0	0
Drinking Places - Alcoholic Beverages	7224	\$429,565	\$0	\$429,565	100.0	0
Restaurants/Other Eating Places	7225	\$15,082,729	\$3,639,268	\$11,443,461	61.1	6

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>

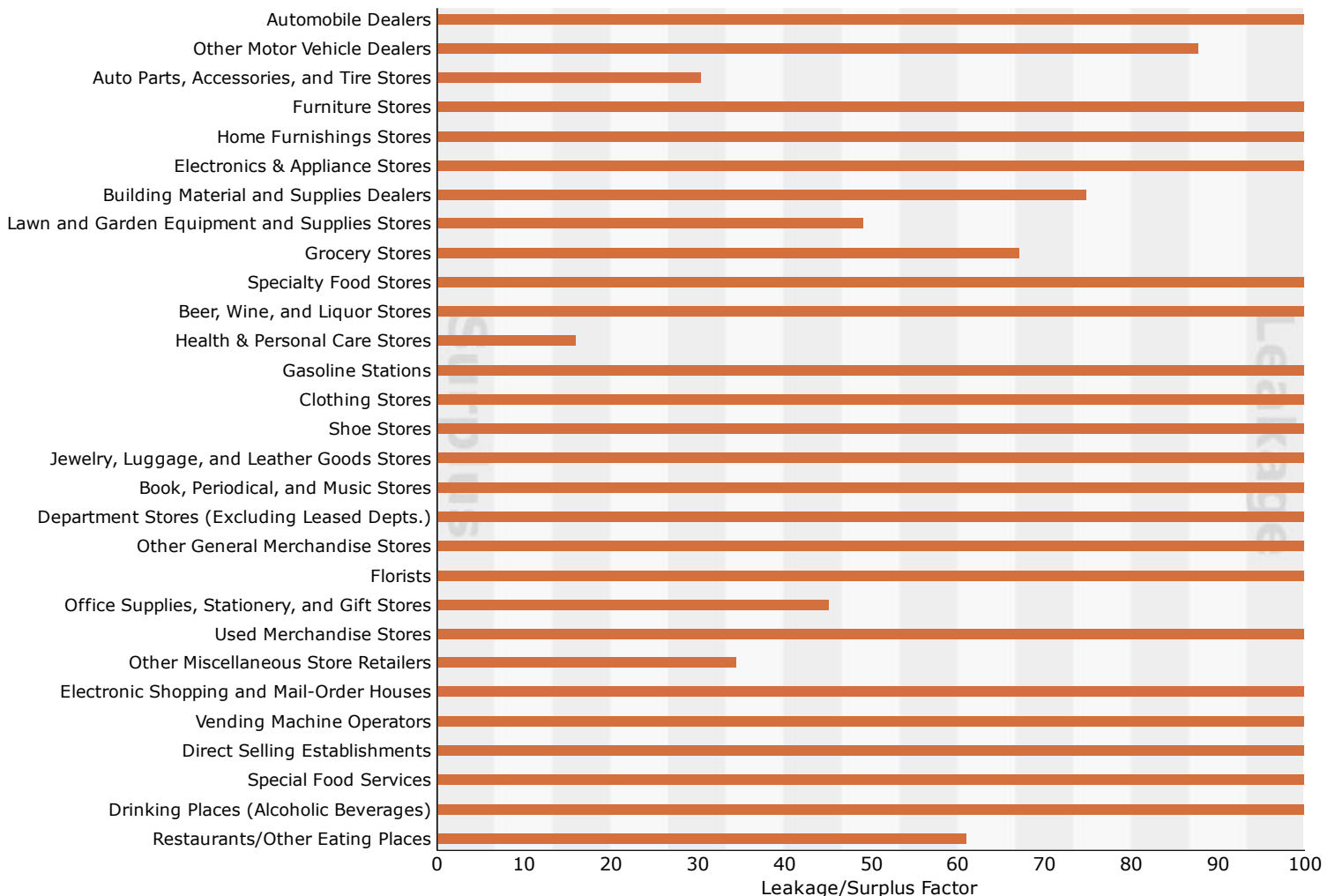
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January 29, 2018

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group



Retail MarketPlace Profile

N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona,
N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona, 85140
Ring: 3 mile radius

Prepared by Esri
Latitude: 33.24900
Longitude: -111.56326

Summary Demographics

2017 Population	49,266
2017 Households	14,118
2017 Median Disposable Income	\$50,951
2017 Per Capita Income	\$20,687

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	\$485,155,044	\$60,575,403	\$424,579,641	77.8	52
Total Retail Trade	44-45	\$436,581,673	\$52,243,025	\$384,338,648	78.6	35
Total Food & Drink	722	\$48,573,370	\$8,332,378	\$40,240,992	70.7	16

Industry Group

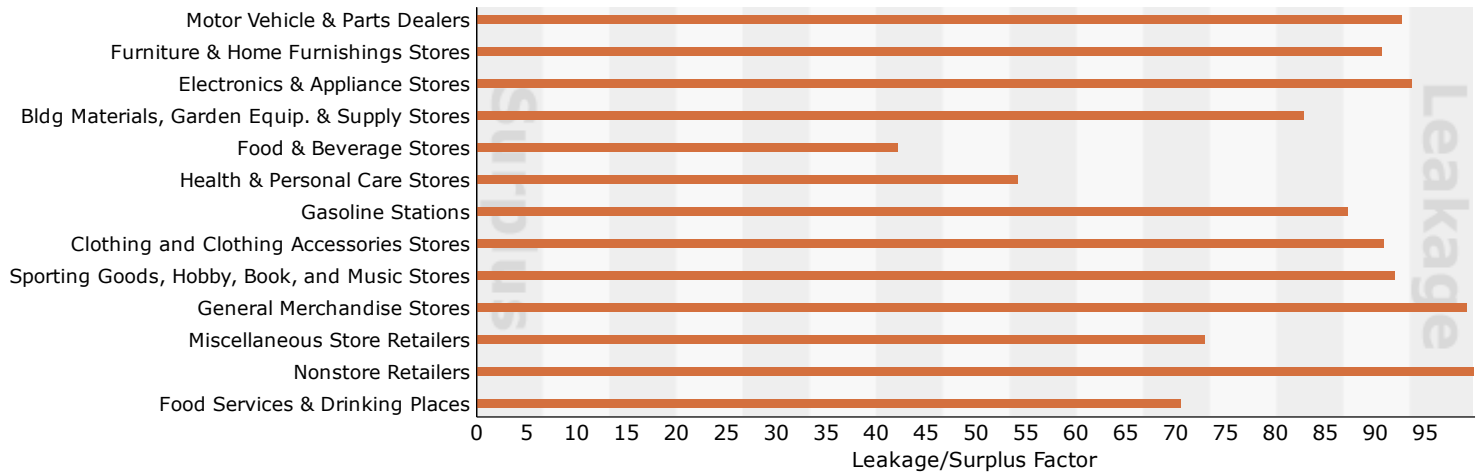
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$94,391,742	\$3,539,645	\$90,852,097	92.8	4
Automobile Dealers	4411	\$76,275,587	\$0	\$76,275,587	100.0	0
Other Motor Vehicle Dealers	4412	\$9,858,305	\$373,140	\$9,485,165	92.7	1
Auto Parts, Accessories & Tire Stores	4413	\$8,257,851	\$1,891,021	\$6,366,830	62.7	3
Furniture & Home Furnishings Stores	442	\$15,043,437	\$725,631	\$14,317,806	90.8	3
Furniture Stores	4421	\$9,170,662	\$0	\$9,170,662	100.0	0
Home Furnishings Stores	4422	\$5,872,774	\$725,631	\$5,147,143	78.0	3
Electronics & Appliance Stores	443	\$15,160,139	\$475,806	\$14,684,333	93.9	2
Bldg Materials, Garden Equip. & Supply Stores	444	\$31,526,394	\$2,919,456	\$28,606,938	83.0	6
Bldg Material & Supplies Dealers	4441	\$30,296,042	\$2,449,904	\$27,846,138	85.0	4
Lawn & Garden Equip & Supply Stores	4442	\$1,230,352	\$469,552	\$760,800	44.8	2
Food & Beverage Stores	445	\$72,941,011	\$29,576,376	\$43,364,635	42.3	4
Grocery Stores	4451	\$67,286,568	\$28,796,652	\$38,489,916	40.1	2
Specialty Food Stores	4452	\$3,644,893	\$779,724	\$2,865,169	64.8	2
Beer, Wine & Liquor Stores	4453	\$2,009,550	\$0	\$2,009,550	100.0	0
Health & Personal Care Stores	446,4461	\$26,206,381	\$7,772,345	\$18,434,036	54.3	3
Gasoline Stations	447,4471	\$41,881,151	\$2,818,636	\$39,062,515	87.4	1
Clothing & Clothing Accessories Stores	448	\$20,791,449	\$980,110	\$19,811,339	91.0	5
Clothing Stores	4481	\$13,721,210	\$383,233	\$13,337,977	94.6	3
Shoe Stores	4482	\$2,881,650	\$539,816	\$2,341,834	68.4	1
Jewelry, Luggage & Leather Goods Stores	4483	\$4,188,589	\$57,061	\$4,131,528	97.3	1
Sporting Goods, Hobby, Book & Music Stores	451	\$12,546,370	\$515,800	\$12,030,570	92.1	2
Sporting Goods/Hobby/Musical Instr Stores	4511	\$10,586,794	\$515,800	\$10,070,994	90.7	2
Book, Periodical & Music Stores	4512	\$1,959,576	\$0	\$1,959,576	100.0	0
General Merchandise Stores	452	\$84,795,316	\$267,096	\$84,528,220	99.4	1
Department Stores Excluding Leased Depts.	4521	\$53,511,606	\$0	\$53,511,606	100.0	0
Other General Merchandise Stores	4529	\$31,283,709	\$267,096	\$31,016,613	98.3	1
Miscellaneous Store Retailers	453	\$17,090,134	\$2,652,124	\$14,438,010	73.1	4
Florists	4531	\$414,696	\$0	\$414,696	100.0	0
Office Supplies, Stationery & Gift Stores	4532	\$3,906,669	\$997,747	\$2,908,922	59.3	2
Used Merchandise Stores	4533	\$2,183,779	\$0	\$2,183,779	100.0	0
Other Miscellaneous Store Retailers	4539	\$10,584,990	\$1,654,377	\$8,930,613	73.0	2
Nonstore Retailers	454	\$4,208,150	\$0	\$4,208,150	100.0	0
Electronic Shopping & Mail-Order Houses	4541	\$2,969,046	\$0	\$2,969,046	100.0	0
Vending Machine Operators	4542	\$422,250	\$0	\$422,250	100.0	0
Direct Selling Establishments	4543	\$816,854	\$0	\$816,854	100.0	0
Food Services & Drinking Places	722	\$48,573,370	\$8,332,378	\$40,240,992	70.7	16
Special Food Services	7223	\$623,751	\$0	\$623,751	100.0	0
Drinking Places - Alcoholic Beverages	7224	\$1,329,677	\$0	\$1,329,677	100.0	0
Restaurants/Other Eating Places	7225	\$46,619,942	\$8,332,378	\$38,287,564	69.7	16

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.
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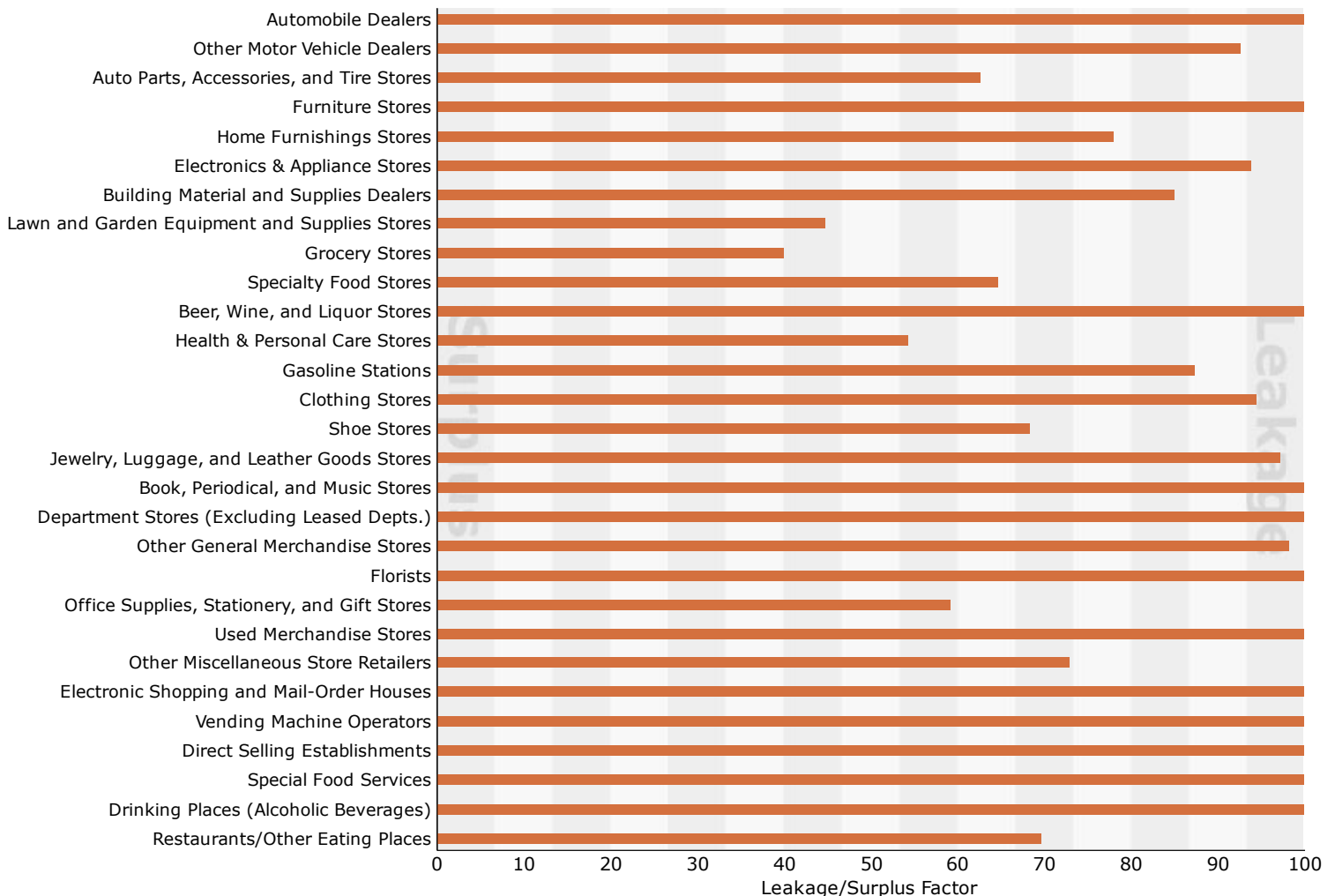
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January 29, 2018

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group



Retail MarketPlace Profile

N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona,
N Ironwood Dr & E Ocotillo Rd, San Tan Valley, Arizona, 85140
Ring: 5 mile radius

Prepared by Esri
Latitude: 33.24900
Longitude: -111.56326

Summary Demographics

2017 Population	93,072
2017 Households	27,478
2017 Median Disposable Income	\$52,522
2017 Per Capita Income	\$22,680

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	\$1,001,911,017	\$338,805,847	\$663,105,170	49.5	168
Total Retail Trade	44-45	\$901,460,080	\$283,372,703	\$618,087,377	52.2	102
Total Food & Drink	722	\$100,450,938	\$55,433,144	\$45,017,794	28.9	66

Industry Group

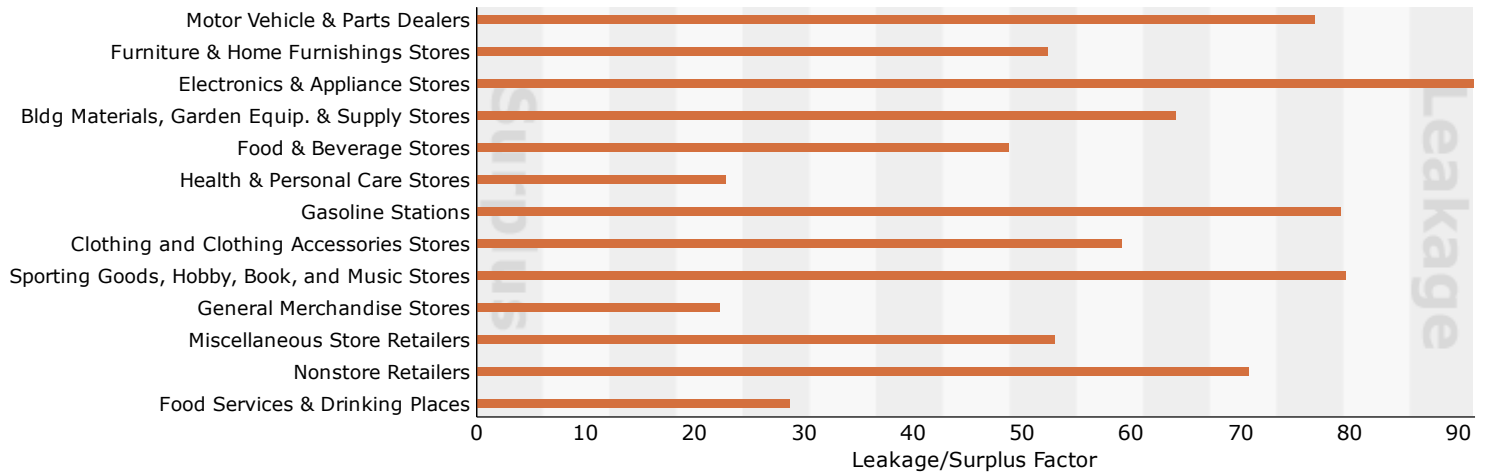
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$194,943,560	\$25,355,945	\$169,587,615	77.0	11
Automobile Dealers	4411	\$157,537,037	\$17,966,132	\$139,570,905	79.5	1
Other Motor Vehicle Dealers	4412	\$20,367,766	\$1,071,728	\$19,296,038	90.0	3
Auto Parts, Accessories & Tire Stores	4413	\$17,038,758	\$6,318,086	\$10,720,672	45.9	7
Furniture & Home Furnishings Stores	442	\$31,117,436	\$9,726,564	\$21,390,872	52.4	7
Furniture Stores	4421	\$18,976,748	\$4,128,220	\$14,848,528	64.3	3
Home Furnishings Stores	4422	\$12,140,688	\$5,598,345	\$6,542,343	36.9	5
Electronics & Appliance Stores	443	\$31,323,499	\$1,385,737	\$29,937,762	91.5	4
Bldg Materials, Garden Equip. & Supply Stores	444	\$65,127,132	\$14,206,847	\$50,920,285	64.2	13
Bldg Material & Supplies Dealers	4441	\$62,587,543	\$13,435,209	\$49,152,334	64.7	10
Lawn & Garden Equip & Supply Stores	4442	\$2,539,589	\$771,637	\$1,767,952	53.4	3
Food & Beverage Stores	445	\$150,508,608	\$51,716,915	\$98,791,693	48.9	11
Grocery Stores	4451	\$138,836,127	\$48,176,960	\$90,659,167	48.5	7
Specialty Food Stores	4452	\$7,520,650	\$1,150,573	\$6,370,077	73.5	3
Beer, Wine & Liquor Stores	4453	\$4,151,832	\$2,389,383	\$1,762,449	26.9	1
Health & Personal Care Stores	446,4461	\$53,990,210	\$33,818,814	\$20,171,396	23.0	12
Gasoline Stations	447,4471	\$86,380,256	\$9,950,934	\$76,429,322	79.3	3
Clothing & Clothing Accessories Stores	448	\$43,013,641	\$11,039,969	\$31,973,672	59.2	13
Clothing Stores	4481	\$28,383,433	\$8,493,725	\$19,889,708	53.9	8
Shoe Stores	4482	\$5,966,591	\$1,303,772	\$4,662,819	64.1	2
Jewelry, Luggage & Leather Goods Stores	4483	\$8,663,616	\$1,242,471	\$7,421,145	74.9	3
Sporting Goods, Hobby, Book & Music Stores	451	\$25,944,475	\$2,916,283	\$23,028,192	79.8	6
Sporting Goods/Hobby/Musical Instr Stores	4511	\$21,890,730	\$1,953,090	\$19,937,640	83.6	5
Book, Periodical & Music Stores	4512	\$4,053,745	\$963,193	\$3,090,552	61.6	1
General Merchandise Stores	452	\$175,200,745	\$110,977,275	\$64,223,470	22.4	10
Department Stores Excluding Leased Depts.	4521	\$110,623,158	\$105,742,436	\$4,880,722	2.3	6
Other General Merchandise Stores	4529	\$64,577,587	\$5,234,839	\$59,342,748	85.0	4
Miscellaneous Store Retailers	453	\$35,246,056	\$10,799,982	\$24,446,074	53.1	12
Florists	4531	\$857,333	\$204,271	\$653,062	61.5	1
Office Supplies, Stationery & Gift Stores	4532	\$8,070,621	\$2,836,106	\$5,234,515	48.0	3
Used Merchandise Stores	4533	\$4,516,780	\$0	\$4,516,780	100.0	0
Other Miscellaneous Store Retailers	4539	\$21,801,322	\$7,759,605	\$14,041,717	47.5	8
Nonstore Retailers	454	\$8,664,462	\$1,477,437	\$7,187,025	70.9	1
Electronic Shopping & Mail-Order Houses	4541	\$6,118,240	\$1,477,437	\$4,640,803	61.1	1
Vending Machine Operators	4542	\$871,213	\$0	\$871,213	100.0	0
Direct Selling Establishments	4543	\$1,675,009	\$0	\$1,675,009	100.0	0
Food Services & Drinking Places	722	\$100,450,938	\$55,433,144	\$45,017,794	28.9	66
Special Food Services	7223	\$1,293,693	\$0	\$1,293,693	100.0	0
Drinking Places - Alcoholic Beverages	7224	\$2,750,345	\$395,013	\$2,355,332	74.9	1
Restaurants/Other Eating Places	7225	\$96,406,899	\$55,038,131	\$41,368,768	27.3	65

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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January 29, 2018

Leakage/Surplus Factor by Industry Subsector



Leakage/Surplus Factor by Industry Group

