



Retail MarketPlace Profile

3250 Lincoln Hwy, Park Forest, Illinois, 60466
Ring: 3 mile radius

Prepared by Esri
Latitude: 41.50530
Longitude: -87.69595

Summary Demographics

2019 Population	77,083
2019 Households	28,088
2019 Median Disposable Income	\$49,834
2019 Per Capita Income	\$30,319

2017 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	\$1,027,103,403	\$1,268,983,070	-\$241,879,667	-10.5	396
Total Retail Trade	44-45	\$924,661,971	\$1,157,762,807	-\$233,100,836	-11.2	249
Total Food & Drink	722	\$102,441,431	\$111,220,263	-\$8,778,832	-4.1	147

2017 Industry Group

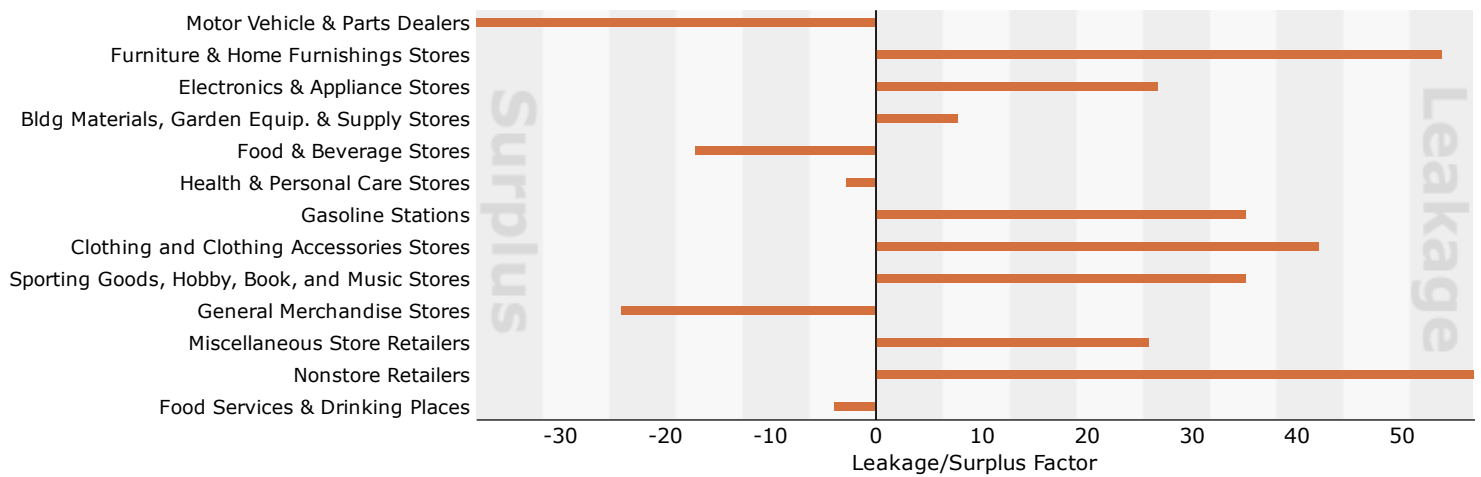
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$192,095,681	\$427,264,830	-\$235,169,149	-38.0	43
Automobile Dealers	4411	\$158,865,233	\$409,403,087	-\$250,537,854	-44.1	25
Other Motor Vehicle Dealers	4412	\$15,732,978	\$0	\$15,732,978	100.0	0
Auto Parts, Accessories & Tire Stores	4413	\$17,497,471	\$17,769,023	-\$271,552	-0.8	18
Furniture & Home Furnishings Stores	442	\$30,851,633	\$9,258,919	\$21,592,714	53.8	11
Furniture Stores	4421	\$17,883,359	\$7,428,018	\$10,455,341	41.3	8
Home Furnishings Stores	4422	\$12,968,275	\$1,830,901	\$11,137,374	75.3	3
Electronics & Appliance Stores	443	\$35,334,000	\$20,407,970	\$14,926,030	26.8	15
Bldg Materials, Garden Equip. & Supply Stores	444	\$64,818,347	\$55,363,283	\$9,455,064	7.9	13
Bldg Material & Supplies Dealers	4441	\$58,689,388	\$54,595,616	\$4,093,772	3.6	12
Lawn & Garden Equip & Supply Stores	4442	\$6,128,959	\$767,668	\$5,361,291	77.7	1
Food & Beverage Stores	445	\$152,264,924	\$215,661,304	-\$63,396,380	-17.2	35
Grocery Stores	4451	\$133,676,561	\$205,552,218	-\$71,875,657	-21.2	23
Specialty Food Stores	4452	\$7,865,355	\$806,307	\$7,059,048	81.4	3
Beer, Wine & Liquor Stores	4453	\$10,723,008	\$9,302,779	\$1,420,229	7.1	9
Health & Personal Care Stores	446,4461	\$61,686,714	\$65,297,669	-\$3,610,955	-2.8	26
Gasoline Stations	447,4471	\$95,900,590	\$45,839,504	\$50,061,086	35.3	14
Clothing & Clothing Accessories Stores	448	\$50,069,830	\$20,341,584	\$29,728,246	42.2	32
Clothing Stores	4481	\$33,683,709	\$12,250,010	\$21,433,699	46.7	21
Shoe Stores	4482	\$7,172,515	\$4,050,321	\$3,122,194	27.8	6
Jewelry, Luggage & Leather Goods Stores	4483	\$9,213,606	\$4,041,253	\$5,172,353	39.0	5
Sporting Goods, Hobby, Book & Music Stores	451	\$24,114,539	\$11,543,017	\$12,571,522	35.3	8
Sporting Goods/Hobby/Musical Instr Stores	4511	\$19,942,125	\$10,258,238	\$9,683,887	32.1	7
Book, Periodical & Music Stores	4512	\$4,172,415	\$1,284,779	\$2,887,636	52.9	1
General Merchandise Stores	452	\$158,756,410	\$260,245,960	-\$101,489,550	-24.2	25
Department Stores Excluding Leased Depts.	4521	\$113,207,611	\$165,239,483	-\$52,031,872	-18.7	11
Other General Merchandise Stores	4529	\$45,548,799	\$95,006,477	-\$49,457,678	-35.2	14
Miscellaneous Store Retailers	453	\$33,309,073	\$19,541,900	\$13,767,173	26.0	23
Florists	4531	\$2,321,564	\$1,085,548	\$1,236,016	36.3	3
Office Supplies, Stationery & Gift Stores	4532	\$5,963,923	\$5,402,427	\$561,496	4.9	3
Used Merchandise Stores	4533	\$3,228,691	\$5,084,107	-\$1,855,416	-22.3	9
Other Miscellaneous Store Retailers	4539	\$21,794,895	\$7,969,818	\$13,825,077	46.4	7
Nonstore Retailers	454	\$25,460,229	\$6,996,867	\$18,463,362	56.9	5
Electronic Shopping & Mail-Order Houses	4541	\$20,055,218	\$4,727,914	\$15,327,304	61.8	1
Vending Machine Operators	4542	\$702,923	\$1,999,072	-\$1,296,149	-48.0	2
Direct Selling Establishments	4543	\$4,702,088	\$269,880	\$4,432,208	89.1	1
Food Services & Drinking Places	722	\$102,441,431	\$111,220,263	-\$8,778,832	-4.1	147
Special Food Services	7223	\$2,452,790	\$776,126	\$1,676,664	51.9	3
Drinking Places - Alcoholic Beverages	7224	\$3,350,356	\$2,132,688	\$1,217,668	22.2	5
Restaurants/Other Eating Places	7225	\$96,638,285	\$108,311,450	-\$11,673,165	-5.7	139

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>

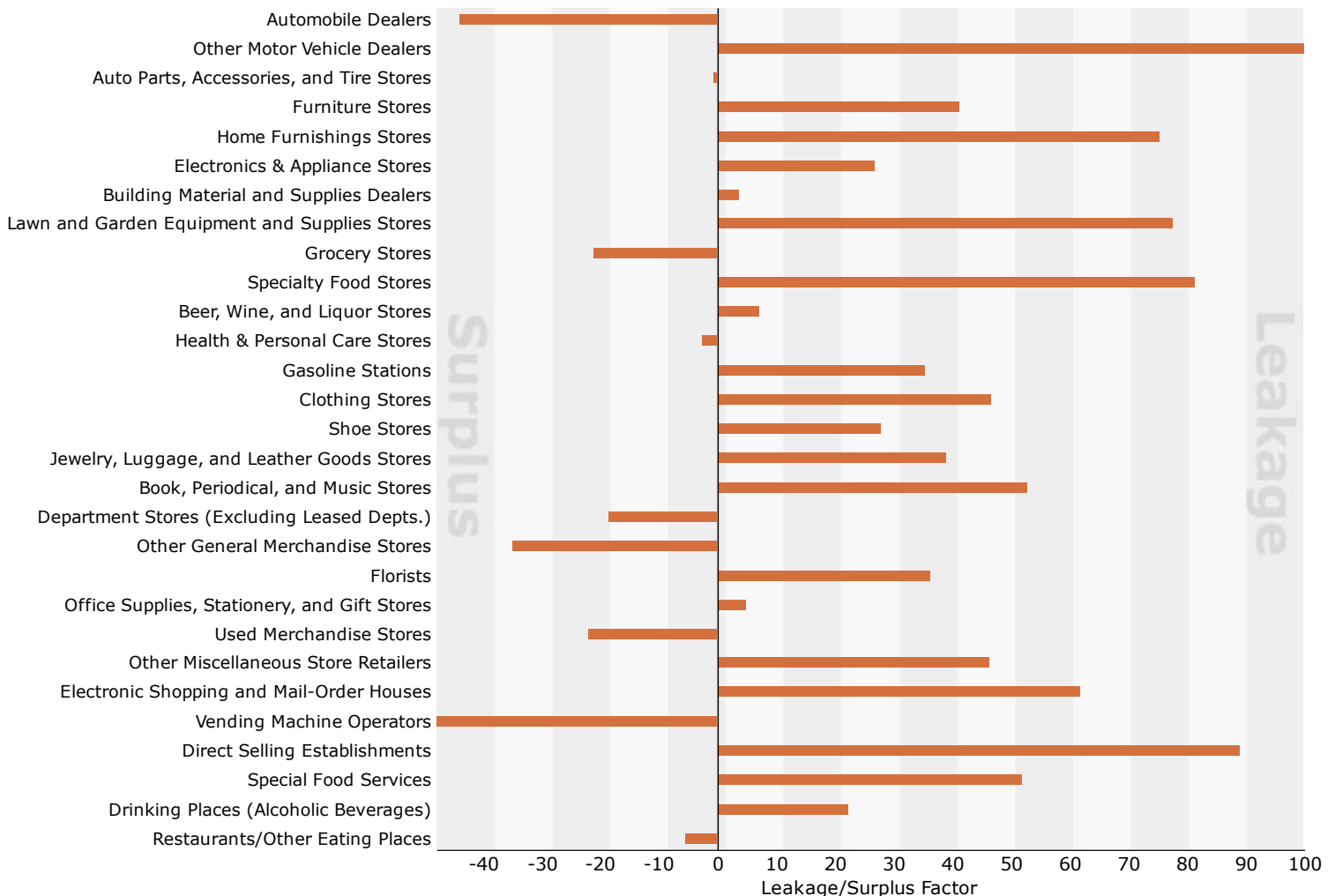
Source: Esri and Infogroup. Esri 2019 Updated Demographics. Esri 2017 Retail MarketPlace. Copyright 2019 Esri. Copyright 2017 Infogroup, Inc. All rights reserved.

October 08, 2019

2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group





Retail MarketPlace Profile

3250 Lincoln Hwy, Park Forest, Illinois, 60466
Ring: 5 mile radius

Prepared by Esri
Latitude: 41.50530
Longitude: -87.69595

Summary Demographics

2019 Population	166,233
2019 Households	60,604
2019 Median Disposable Income	\$49,222
2019 Per Capita Income	\$29,566

2017 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	\$2,190,034,243	\$2,051,753,854	\$138,280,389	3.3	834
Total Retail Trade	44-45	\$1,971,718,277	\$1,849,163,305	\$122,554,972	3.2	554
Total Food & Drink	722	\$218,315,966	\$202,590,549	\$15,725,417	3.7	280

2017 Industry Group

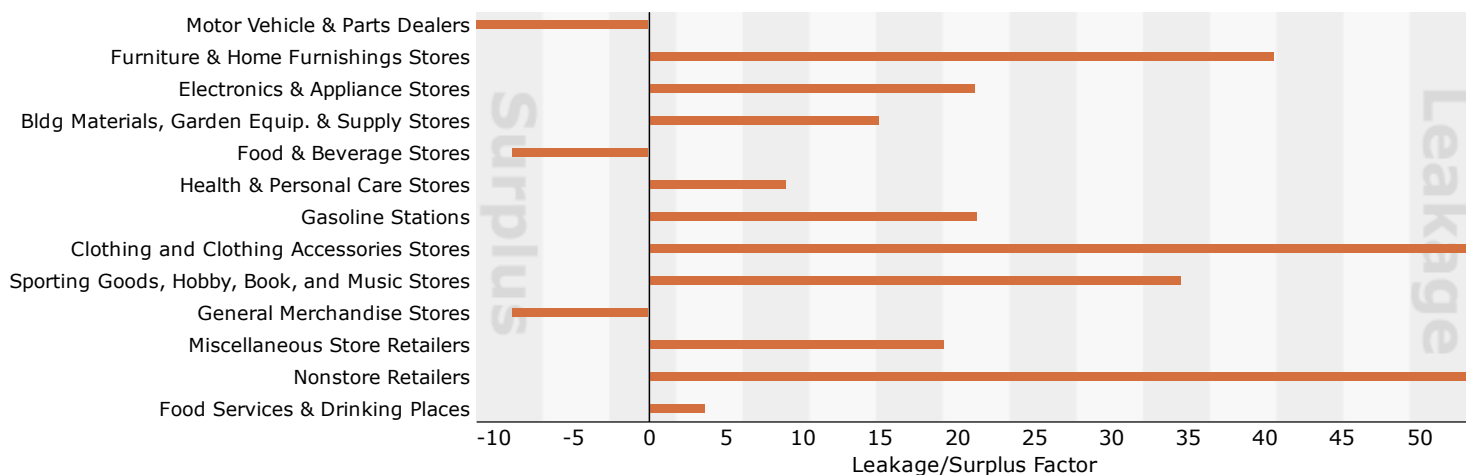
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$410,171,951	\$513,811,239	-\$103,639,288	-11.2	90
Automobile Dealers	4411	\$339,177,360	\$467,661,030	-\$128,483,670	-15.9	48
Other Motor Vehicle Dealers	4412	\$33,669,307	\$3,965,452	\$29,703,855	78.9	4
Auto Parts, Accessories & Tire Stores	4413	\$37,325,283	\$42,184,758	-\$4,859,475	-6.1	38
Furniture & Home Furnishings Stores	442	\$65,560,924	\$27,695,377	\$37,865,547	40.6	25
Furniture Stores	4421	\$37,992,993	\$19,636,875	\$18,356,118	31.9	14
Home Furnishings Stores	4422	\$27,567,931	\$8,058,502	\$19,509,429	54.8	11
Electronics & Appliance Stores	443	\$75,311,435	\$49,003,312	\$26,308,123	21.2	30
Bldg Materials, Garden Equip. & Supply Stores	444	\$138,502,473	\$102,326,494	\$36,175,979	15.0	44
Bldg Material & Supplies Dealers	4441	\$125,357,940	\$99,269,930	\$26,088,010	11.6	38
Lawn & Garden Equip & Supply Stores	4442	\$13,144,533	\$3,056,563	\$10,087,970	62.3	6
Food & Beverage Stores	445	\$324,313,949	\$388,037,574	-\$63,723,625	-8.9	78
Grocery Stores	4451	\$284,706,610	\$361,426,491	-\$76,719,881	-11.9	48
Specialty Food Stores	4452	\$16,755,061	\$7,106,769	\$9,648,292	40.4	9
Beer, Wine & Liquor Stores	4453	\$22,852,278	\$19,504,314	\$3,347,964	7.9	21
Health & Personal Care Stores	446,4461	\$131,000,347	\$109,343,101	\$21,657,246	9.0	52
Gasoline Stations	447,4471	\$204,962,892	\$132,746,067	\$72,216,825	21.4	35
Clothing & Clothing Accessories Stores	448	\$106,781,671	\$32,312,709	\$74,468,962	53.5	55
Clothing Stores	4481	\$71,831,508	\$21,728,798	\$50,102,710	53.6	41
Shoe Stores	4482	\$15,296,497	\$4,841,078	\$10,455,419	51.9	7
Jewelry, Luggage & Leather Goods Stores	4483	\$19,653,667	\$5,742,833	\$13,910,834	54.8	7
Sporting Goods, Hobby, Book & Music Stores	451	\$51,445,544	\$25,003,282	\$26,442,262	34.6	27
Sporting Goods/Hobby/Musical Instr Stores	4511	\$42,551,344	\$19,827,279	\$22,724,065	36.4	22
Book, Periodical & Music Stores	4512	\$8,894,200	\$5,176,003	\$3,718,197	26.4	5
General Merchandise Stores	452	\$338,353,399	\$404,331,893	-\$65,978,494	-8.9	41
Department Stores Excluding Leased Depts.	4521	\$241,296,406	\$294,390,194	-\$53,093,788	-9.9	15
Other General Merchandise Stores	4529	\$97,056,993	\$109,941,700	-\$12,884,707	-6.2	25
Miscellaneous Store Retailers	453	\$70,959,291	\$48,122,019	\$22,837,272	19.2	66
Florists	4531	\$4,967,754	\$3,253,159	\$1,714,595	20.9	10
Office Supplies, Stationery & Gift Stores	4532	\$12,691,794	\$8,452,118	\$4,239,676	20.1	10
Used Merchandise Stores	4533	\$6,870,412	\$12,633,287	-\$5,762,875	-29.5	23
Other Miscellaneous Store Retailers	4539	\$46,429,332	\$23,783,455	\$22,645,877	32.3	23
Nonstore Retailers	454	\$54,354,400	\$16,430,238	\$37,924,162	53.6	11
Electronic Shopping & Mail-Order Houses	4541	\$42,679,485	\$12,071,725	\$30,607,760	55.9	3
Vending Machine Operators	4542	\$1,497,150	\$1,999,072	-\$501,922	-14.4	2
Direct Selling Establishments	4543	\$10,177,766	\$2,359,441	\$7,818,325	62.4	5
Food Services & Drinking Places	722	\$218,315,966	\$202,590,549	\$15,725,417	3.7	280
Special Food Services	7223	\$5,245,386	\$1,480,419	\$3,764,967	56.0	7
Drinking Places - Alcoholic Beverages	7224	\$7,134,480	\$7,191,491	-\$57,011	-0.4	20
Restaurants/Other Eating Places	7225	\$205,936,099	\$193,918,639	\$12,017,460	3.0	253

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 2019 Updated Demographics. Esri 2017 Retail MarketPlace. Copyright 2019 Esri. Copyright 2017 Infogroup, Inc. All rights reserved.

October 08, 2019

2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group

