



# Retail MarketPlace Profile

Lake Elsinore city, CA (0639486)  
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 Geography: Place

## Summary Demographics

2021 Population	67,582
2021 Households	19,441
2021 Median Disposable Income	\$58,617
2021 Per Capita Income	\$25,343

**NOTE: This database is in mature status. While the data are presented in current year geography, all supply- and demand-related estimates remain vintage 2017.**

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	\$672,571,861	\$960,346,061	-\$287,774,200	-17.6	394
Total Retail Trade	44-45	\$606,101,451	\$888,246,869	-\$282,145,418	-18.9	283
Total Food & Drink	722	\$66,470,410	\$72,099,192	-\$5,628,782	-4.1	111
2017 Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$128,023,832	\$163,469,834	-\$35,446,002	-12.2	45
Automobile Dealers	4411	\$101,611,937	\$125,259,398	-\$23,647,461	-10.4	11
Other Motor Vehicle Dealers	4412	\$15,629,519	\$19,047,655	-\$3,418,136	-9.9	9
Auto Parts, Accessories & Tire Stores	4413	\$10,782,376	\$19,162,781	-\$8,380,405	-28.0	25
Furniture & Home Furnishings Stores	442	\$22,885,834	\$14,106,854	\$8,778,980	23.7	17
Furniture Stores	4421	\$11,974,303	\$3,909,130	\$8,065,173	50.8	8
Home Furnishings Stores	4422	\$10,911,531	\$10,197,724	\$713,807	3.4	9
Electronics & Appliance Stores	443	\$22,437,126	\$13,950,107	\$8,487,019	23.3	20
Bldg Materials, Garden Equip. & Supply Stores	444	\$37,071,463	\$42,150,167	-\$5,078,704	-6.4	12
Bldg Material & Supplies Dealers	4441	\$34,721,788	\$41,360,278	-\$6,638,490	-8.7	11
Lawn & Garden Equip & Supply Stores	4442	\$2,349,675	\$789,889	\$1,559,786	49.7	1
Food & Beverage Stores	445	\$97,023,721	\$192,181,750	-\$95,158,029	-32.9	33
Grocery Stores	4451	\$83,090,267	\$184,637,058	-\$101,546,791	-37.9	22
Specialty Food Stores	4452	\$6,900,601	\$1,695,433	\$5,205,168	60.6	5
Beer, Wine & Liquor Stores	4453	\$7,032,853	\$5,849,259	\$1,183,594	9.2	6
Health & Personal Care Stores	446,4461	\$40,391,758	\$37,921,386	\$2,470,372	3.2	24
Gasoline Stations	447,4471	\$54,816,214	\$72,244,481	-\$17,428,267	-13.7	14
Clothing & Clothing Accessories Stores	448	\$43,250,892	\$54,976,752	-\$11,725,860	-11.9	40
Clothing Stores	4481	\$30,929,267	\$26,124,668	\$4,804,599	8.4	22
Shoe Stores	4482	\$5,552,425	\$24,686,922	-\$19,134,497	-63.3	10
Jewelry, Luggage & Leather Goods Stores	4483	\$6,769,200	\$4,165,162	\$2,604,038	23.8	8
Sporting Goods, Hobby, Book & Music Stores	451	\$19,373,976	\$24,172,416	-\$4,798,440	-11.0	14
Sporting Goods/Hobby/Musical Instr Stores	4511	\$16,766,107	\$24,172,416	-\$7,406,309	-18.1	14
Book, Periodical & Music Stores	4512	\$2,607,869	\$0	\$2,607,869	100.0	0
General Merchandise Stores	452	\$101,401,236	\$228,960,199	-\$127,558,963	-38.6	13
Department Stores Excluding Leased Depts.	4521	\$60,640,915	\$72,770,596	-\$12,129,681	-9.1	4
Other General Merchandise Stores	4529	\$40,760,321	\$156,189,603	-\$115,429,282	-58.6	9
Miscellaneous Store Retailers	453	\$22,237,956	\$43,821,376	-\$21,583,420	-32.7	48
Florists	4531	\$981,675	\$433,175	\$548,500	38.8	3
Office Supplies, Stationery & Gift Stores	4532	\$5,195,008	\$4,379,372	\$815,636	8.5	9
Used Merchandise Stores	4533	\$2,386,746	\$3,284,670	-\$897,924	-15.8	9
Other Miscellaneous Store Retailers	4539	\$13,674,527	\$35,724,159	-\$22,049,632	-44.6	27
Nonstore Retailers	454	\$17,187,443	\$291,547	\$16,895,896	96.7	3
Electronic Shopping & Mail-Order Houses	4541	\$15,327,440	\$0	\$15,327,440	100.0	0
Vending Machine Operators	4542	\$270,873	\$136,762	\$134,111	32.9	1
Direct Selling Establishments	4543	\$1,589,130	\$154,785	\$1,434,345	82.2	2
Food Services & Drinking Places	722	\$66,470,410	\$72,099,192	-\$5,628,782	-4.1	111
Special Food Services	7223	\$1,375,730	\$72,776	\$1,302,954	90.0	1
Drinking Places - Alcoholic Beverages	7224	\$1,379,622	\$841,646	\$537,976	24.2	2
Restaurants/Other Eating Places	7225	\$63,715,058	\$71,184,770	-\$7,469,712	-5.5	108

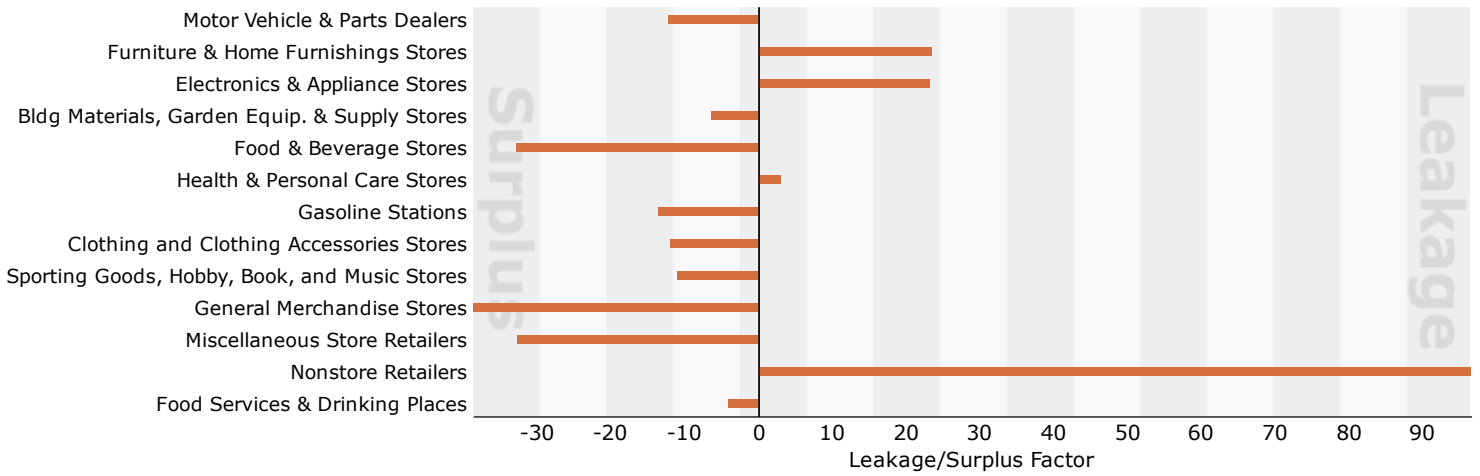
**Data Note:** Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents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

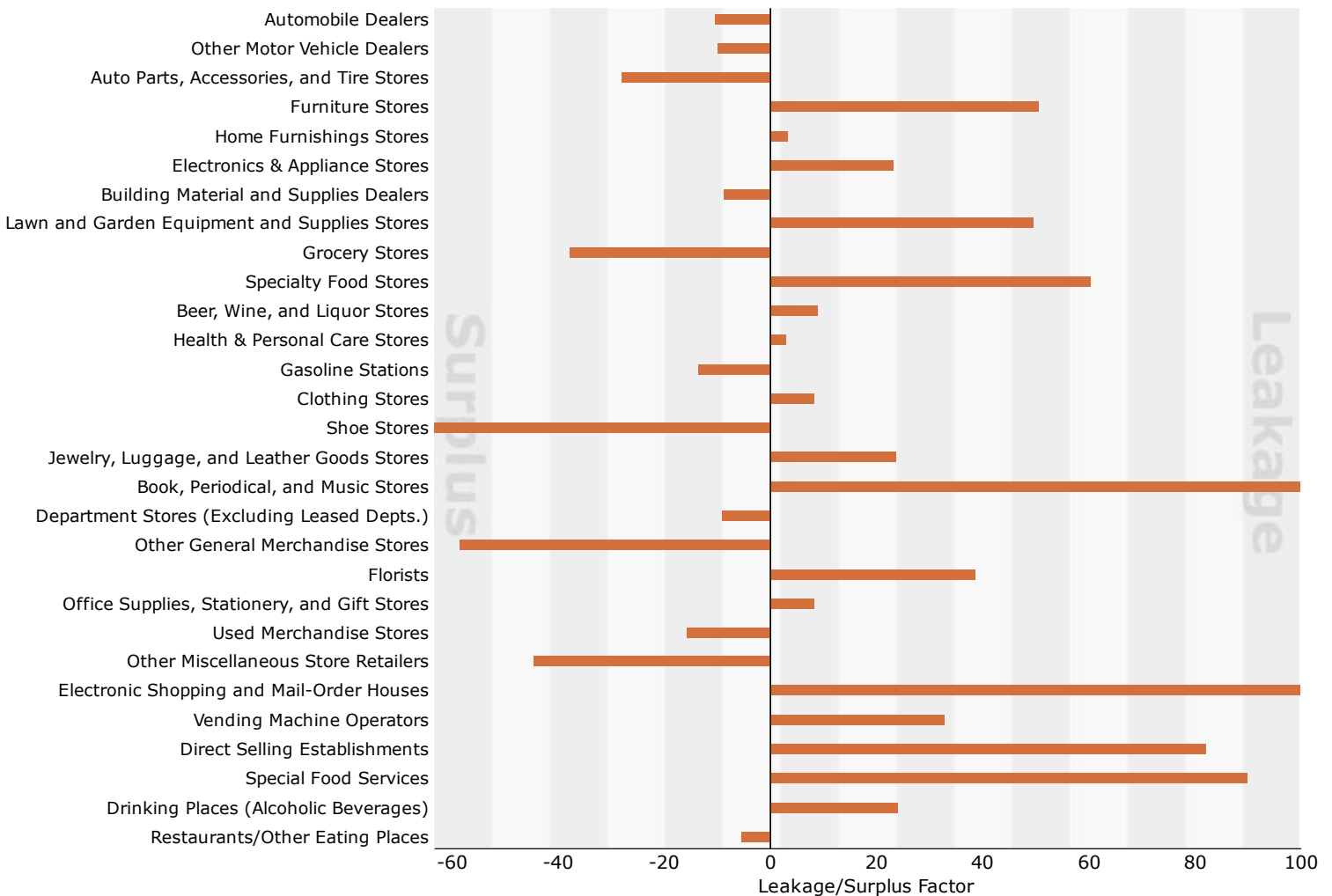
**Source:** Esri and Data Axle. Esri 2021 Updated Demographics. Esri 2017 Retail MarketPlace. ©2021 Esri. ©2017 Data Axle, Inc. All rights reserved.

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## 2017 Leakage/Surplus Factor by Industry Subsector



## 2017 Leakage/Surplus Factor by Industry Group



Source: Esri and Data Axle. Esri 2021 Updated Demographics. Esri 2017 Retail MarketPlace. ©2021 Esri. ©2017 Data Axle, Inc. All rights reserved.