



Retail Demand Outlook

Lake Elsinore city, CA (0639486)
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 Geography: Place

Prepared by Esri

Top Tapestry Segments	Percent	Demographic Summary	2022	2027
Up and Coming Families (7A)	36.5%	Population	71,220	73,065
Workday Drive (4A)	17.3%	Households	20,868	21,468
Front Porches (8E)	14.6%	Families	16,372	16,801
Urban Edge Families (7C)	12.0%	Median Age	32.1	32.6
Metro Fusion (11C)	6.7%	Median Household Income	\$80,933	\$94,542
		2022	2027	Projected
		Consumer Spending	Forecasted Demand	Spending Growth
Apparel and Services		\$48,789,475	\$59,296,460	\$10,506,985
Men's		\$9,423,223	\$11,452,188	\$2,028,965
Women's		\$16,506,980	\$20,063,231	\$3,556,251
Children's		\$7,963,241	\$9,659,770	\$1,696,529
Footwear		\$11,502,428	\$13,996,459	\$2,494,031
Watches & Jewelry		\$2,695,927	\$3,273,812	\$577,885
Apparel Products and Services (1)		\$1,094,975	\$1,333,550	\$238,575
Computer				
Computers and Hardware for Home Use		\$3,985,572	\$4,841,895	\$856,323
Portable Memory		\$99,718	\$121,124	\$21,406
Computer Software		\$220,711	\$268,811	\$48,100
Computer Accessories		\$426,088	\$517,084	\$90,996
Entertainment & Recreation		\$71,614,797	\$86,987,510	\$15,372,713
Fees and Admissions		\$17,331,042	\$21,040,820	\$3,709,778
Membership Fees for Clubs (2)		\$5,584,601	\$6,785,593	\$1,200,992
Fees for Participant Sports, excl. Trips		\$2,835,883	\$3,437,844	\$601,961
Tickets to Theatre/Operas/Concerts		\$1,727,297	\$2,101,066	\$373,769
Tickets to Movies		\$1,469,695	\$1,782,996	\$313,301
Tickets to Parks or Museums		\$860,528	\$1,043,188	\$182,660
Admission to Sporting Events, excl. Trips		\$1,438,061	\$1,745,212	\$307,151
Fees for Recreational Lessons		\$3,393,348	\$4,118,431	\$725,083
Dating Services		\$21,628	\$26,490	\$4,862
TV/Video/Audio		\$26,033,768	\$31,640,081	\$5,606,313
Cable and Satellite Television Services		\$17,043,470	\$20,727,240	\$3,683,770
Televisions		\$2,776,620	\$3,369,075	\$592,455
Satellite Dishes		\$37,902	\$45,916	\$8,014
VCRs, Video Cameras, and DVD Players		\$115,806	\$140,585	\$24,779
Miscellaneous Video Equipment		\$340,091	\$413,967	\$73,876
Video Cassettes and DVDs		\$194,672	\$236,386	\$41,714
Video Game Hardware/Accessories		\$690,782	\$839,490	\$148,708
Video Game Software		\$390,827	\$475,286	\$84,459
Rental/Streaming/Downloaded Video		\$1,781,657	\$2,162,436	\$380,779
Installation of Televisions		\$18,752	\$22,758	\$4,006
Audio (3)		\$2,592,929	\$3,145,652	\$552,723
Rental and Repair of TV/Radio/Sound Equipment		\$50,260	\$61,289	\$11,029
Pets		\$15,033,864	\$18,263,003	\$3,229,139
Toys/Games/Crafts/Hobbies (4)		\$2,808,035	\$3,407,397	\$599,362
Recreational Vehicles and Fees (5)		\$2,243,036	\$2,720,259	\$477,223
Sports/Recreation/Exercise Equipment (6)		\$4,274,012	\$5,181,343	\$907,331
Photo Equipment and Supplies (7)		\$1,100,698	\$1,335,277	\$234,579
Reading (8)		\$2,182,738	\$2,657,098	\$474,360
Catered Affairs (9)		\$613,005	\$748,871	\$135,866
Food		\$211,446,307	\$257,027,226	\$45,580,919
Food at Home		\$122,985,748	\$149,534,153	\$26,548,405
Bakery and Cereal Products		\$15,664,445	\$19,047,962	\$3,383,517
Meats, Poultry, Fish, and Eggs		\$26,277,489	\$31,959,093	\$5,681,604
Dairy Products		\$12,256,908	\$14,905,857	\$2,648,949
Fruits and Vegetables		\$23,996,568	\$29,183,817	\$5,187,249
Snacks and Other Food at Home (10)		\$44,790,338	\$54,437,423	\$9,647,085
Food Away from Home		\$88,460,559	\$107,493,074	\$19,032,515
Alcoholic Beverages		\$13,539,301	\$16,467,046	\$2,927,745

Data Note: The Consumer Spending data is household-based and represents the amount spent for a product or service by all households in an area. Detail may not sum to totals due to rounding. This report is not a comprehensive list of all consumer spending variables therefore the variables in each section may not sum to totals.

Source: Esri forecasts for 2022 and 2027; Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics.



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	2022 Consumer Spending	2027 Forecasted Demand	Projected Spending Growth
Financial			
Value of Stocks/Bonds/Mutual Funds	\$579,463,172	\$702,675,600	\$123,212,428
Value of Retirement Plans	\$2,105,240,343	\$2,553,969,398	\$448,729,055
Value of Other Financial Assets	\$153,811,867	\$187,027,243	\$33,215,376
Vehicle Loan Amount excluding Interest	\$70,543,902	\$85,578,010	\$15,034,108
Value of Credit Card Debt	\$62,133,084	\$75,532,973	\$13,399,889
Health			
Nonprescription Drugs	\$3,278,024	\$3,982,936	\$704,912
Prescription Drugs	\$6,814,479	\$8,275,335	\$1,460,856
Eyeglasses and Contact Lenses	\$2,088,780	\$2,536,516	\$447,736
Home			
Mortgage Payment and Basics (11)	\$246,670,897	\$298,765,075	\$52,094,178
Maintenance and Remodeling Services	\$63,574,749	\$77,039,120	\$13,464,371
Maintenance and Remodeling Materials (12)	\$13,785,675	\$16,680,051	\$2,894,376
Utilities, Fuel, and Public Services	\$112,487,180	\$136,677,289	\$24,190,109
Household Furnishings and Equipment			
Household Textiles (13)	\$2,335,695	\$2,838,616	\$502,921
Furniture	\$14,950,674	\$18,150,897	\$3,200,223
Rugs	\$683,947	\$829,726	\$145,779
Major Appliances (14)	\$8,879,964	\$10,762,357	\$1,882,393
Housewares (15)	\$1,996,632	\$2,424,004	\$427,372
Small Appliances	\$1,220,089	\$1,482,815	\$262,726
Luggage	\$406,191	\$493,127	\$86,936
Telephones and Accessories	\$2,182,341	\$2,654,383	\$472,042
Household Operations			
Child Care	\$13,282,431	\$16,106,291	\$2,823,860
Lawn and Garden (16)	\$10,547,651	\$12,789,437	\$2,241,786
Moving/Storage/Freight Express	\$1,764,588	\$2,145,595	\$381,007
Housekeeping Supplies (17)	\$17,622,437	\$21,405,820	\$3,783,383
Insurance			
Owners and Renters Insurance	\$13,766,735	\$16,671,432	\$2,904,697
Vehicle Insurance	\$44,387,003	\$53,916,289	\$9,529,286
Life/Other Insurance	\$12,865,444	\$15,604,905	\$2,739,461
Health Insurance	\$90,038,189	\$109,342,822	\$19,304,633
Personal Care Products (18)	\$11,493,985	\$13,964,421	\$2,470,436
School Books and Supplies (19)	\$3,121,973	\$3,792,347	\$670,374
Smoking Products	\$7,646,945	\$9,328,225	\$1,681,280
Transportation			
Payments on Vehicles excluding Leases	\$63,136,016	\$76,530,202	\$13,394,186
Gasoline and Motor Oil	\$56,663,632	\$68,821,513	\$12,157,881
Vehicle Maintenance and Repairs	\$25,603,419	\$31,090,145	\$5,486,726
Travel			
Airline Fares	\$14,600,908	\$17,733,054	\$3,132,146
Lodging on Trips	\$15,753,397	\$19,117,634	\$3,364,237
Auto/Truck Rental on Trips	\$1,295,046	\$1,572,225	\$277,179
Food and Drink on Trips	\$13,559,783	\$16,464,140	\$2,904,357

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- (1) Apparel Products and Services** includes shoe repair and other shoe services, apparel laundry and dry cleaning, alteration, repair and tailoring of apparel, clothing rental and storage, and watch and jewelry repair.
- (2) Membership Fees for Clubs** includes membership fees for social, recreational, and health clubs.
- (3) Audio** includes satellite radio service, radios, stereos, sound components, equipment and accessories, digital audio players, records, CDs, audio tapes, streaming/downloaded audio, musical instruments and accessories, and rental and repair of musical instruments.
- (4) Toys and Games** includes toys, games, arts and crafts, tricycles, playground equipment, arcade games, online entertainment and games, and stamp and coin collecting.
- (5) Recreational Vehicles & Fees** includes docking and landing fees for boats and planes, payments on boats, trailers, campers and RVs, rental of boats, trailers, campers and RVs, and camp fees.
- (6) Sports/Recreation/Exercise Equipment** includes exercise equipment and gear, game tables, bicycles, camping equipment, hunting and fishing equipment, winter sports equipment, water sports equipment, other sports equipment, and rental/repair of sports/recreation/exercise equipment.
- (7) Photo Equipment and Supplies** includes film, film processing, photographic equipment, rental and repair of photo equipment, and photographer fees.
- (8) Reading** includes digital book readers, books, magazine and newspaper subscriptions, and single copies of magazines and newspapers.
- (9) Catered Affairs** includes expenses associated with live entertainment and rental of party supplies.
- (10) Snacks and Other Food at Home** includes candy, chewing gum, sugar, artificial sweeteners, jam, jelly, preserves, margarine, fats and oils, salad dressing, nondairy cream and milk, peanut butter, frozen prepared food, potato chips and other snacks, nuts, salt, spices, seasonings, olives, pickles, relishes, sauces, gravy, other condiments, soup, prepared salad, prepared dessert, baby food, miscellaneous prepared food, and nonalcoholic beverages.
- (11) Mortgage Payment and Basics** includes mortgage interest, mortgage principal, property taxes, homeowners insurance, and ground rent on owned dwellings.
- (12) Maintenance and Remodeling Materials** includes supplies/tools/equipment for painting and wallpapering, plumbing supplies and equipment, electrical/heating/AC supplies, materials for roofing/gutters, materials for plaster/panel/siding, materials for patio/fence/brick work, landscaping materials, and insulation materials for owned homes.
- (13) Household Textiles** includes bathroom linens, bedroom linens, kitchen linens, dining room linens, other linens, curtains, draperies, slipcovers and decorative pillows.
- (14) Major Appliances** includes dishwashers, disposals, refrigerators, freezers, washers, dryers, stoves, ovens, microwaves, window air conditioners, electric floor cleaning equipment, sewing machines, and miscellaneous appliances.
- (15) Housewares** includes flatware, dishes, cups glasses, serving pieces, nonelectric cookware, and tableware.
- (16) Lawn and Garden** includes lawn and garden supplies, equipment and care service, indoor plants, fresh flowers, and repair/rental of lawn and garden equipment.
- (17) Housekeeping Supplies** includes soaps and laundry detergents, cleaning products, toilet tissue, paper towels, napkins, paper/plastic/foil products, stationery, giftwrap supplies, postage, and delivery services.
- (18) Personal Care Products** includes hair care products, nonelectric articles for hair, wigs, hairpieces, oral hygiene products, shaving needs, perfume, cosmetics, skincare, bath products, nail products, deodorant, feminine hygiene products, adult diapers, other miscellaneous care products and personal care appliances.
- (19) School Books and Supplies** includes school books and supplies for college, elementary school, high school, vocational/technical school, preschool and other schools.

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