

## Appendix B: Estimated Retail Sales Leakage in Arlington (2013)

Source: Nielsen-Claritas, Inc.

<b>Retail Stores</b>	<b>2013 Demand (Consumer Expenditures)</b>	<b>2013 Supply (Retail Sales)</b>	<b>Opportunity Gap/Surplus</b>
Total Retail Sales Including Eating & Drinking Places	\$889,960,453	\$334,048,348	\$555,912,105
Motor Vehicle and Parts Dealers-441	\$162,259,021	\$136,216,327	\$26,042,694
Automotive Dealers-4411	\$140,519,473	\$130,084,056	\$10,435,417
Other Motor Vehicle Dealers-4412	\$7,540,149	\$5,393,190	\$2,146,959
Automotive Parts/Accsrs, Tire Stores-4413	\$14,199,399	\$739,081	\$13,460,318
Furniture and Home Furnishings Stores-442	\$20,788,880	\$1,521,469	\$19,267,411
Furniture Stores-4421	\$11,519,663	\$952,703	\$10,566,960
Home Furnishing Stores-4422	\$9,269,217	\$568,766	\$8,700,451
Electronics and Appliance Stores-443	\$19,058,490	\$3,359,739	\$15,698,751
Appliances, TVs, Electronics Stores-44311	\$14,299,137	\$815,947	\$13,483,190
Household Appliances Stores-443111	\$2,416,820	\$331,869	\$2,084,951
Radio, Television, Electronics Stores-443112	\$11,882,317	\$484,078	\$11,398,239
Computer and Software Stores-44312	\$4,179,404	\$330,952	\$3,848,452
Camera and Photographic Equipment Stores-44313	\$579,949	\$2,212,840	-\$1,632,891
Building Material, Garden Equip Stores -444	\$90,703,825	\$24,871,262	\$65,832,563
Building Material and Supply Dealers-4441	\$82,106,231	\$24,376,766	\$57,729,465
Home Centers-44411	\$33,447,472	\$5,670,518	\$27,776,954
Paint and Wallpaper Stores-44412	\$1,377,357	\$4,286,505	-\$2,909,148
Hardware Stores-44413	\$7,936,058	\$5,765,656	\$2,170,402
Other Building Materials Dealers-44419	\$39,345,344	\$8,654,087	\$30,691,257
Building Materials, Lumberyards-444191	\$15,737,644	\$3,383,744	\$12,353,900
Lawn, Garden Equipment, Supplies Stores-4442	\$8,597,594	\$494,496	\$8,103,098
Outdoor Power Equipment Stores-44421	\$933,206	\$494,496	\$438,710
Nursery and Garden Centers-44422	\$7,664,388	\$0	\$7,664,388
Food and Beverage Stores-445	\$105,284,402	\$42,929,700	\$62,354,702
Grocery Stores-4451	\$90,063,904	\$38,192,823	\$51,871,081
Supermarkets, Grocery (Ex Conv) Stores-44511	\$85,764,691	\$36,083,677	\$49,681,014
Convenience Stores-44512	\$4,299,213	\$2,109,146	\$2,190,067

Note: in this table a positive number in the "Gap/Surplus" column indicates a retail type that Arlington "exports" to other towns, i.e., retail sales lost to stores in other communities. A positive number indicates a type of retail that "imports" sales from non-local customers.

<b>Retail Stores</b>	<b>2013 Demand (Consumer Expenditures)</b>	<b>2013 Supply (Retail Sales)</b>	<b>Opportunity Gap/Surplus</b>
Specialty Food Stores-4452	\$7,536,438	\$1,367,759	\$6,168,679
Beer, Wine and Liquor Stores-4453	\$7,684,060	\$3,369,118	\$4,314,942
Health and Personal Care Stores-446	\$44,842,570	\$54,354,779	-\$9,512,209
Pharmacies and Drug Stores-44611	\$35,323,734	\$53,425,713	-\$18,101,979
Cosmetics, Beauty Supplies, Perfume Stores-44612	\$3,093,412	\$238,200	\$2,855,212
Optical Goods Stores-44613	\$2,445,032	\$384,197	\$2,060,835
Other Health and Personal Care Stores-44619	\$3,980,392	\$306,669	\$3,673,723
Gasoline Stations-447	\$83,914,450	\$15,336,709	\$68,577,741
Gasoline Stations With Conv Stores-44711	\$60,407,801	\$3,993,503	\$56,414,298
Other Gasoline Stations-44719	\$23,506,649	\$11,343,206	\$12,163,443
Clothing and Clothing Accessories Stores-448	\$44,631,149	\$8,201,209	\$36,429,940
Clothing Stores-4481	\$32,862,768	\$4,308,135	\$28,554,633
Men's Clothing Stores-44811	\$1,804,505	\$0	\$1,804,505
Women's Clothing Stores-44812	\$7,400,113	\$3,003,808	\$4,396,305
Children's, Infants Clothing Stores-44813	\$2,122,891	\$0	\$2,122,891
Family Clothing Stores-44814	\$17,162,050	\$837,485	\$16,324,565
Clothing Accessories Stores-44815	\$1,455,240	\$110,376	\$1,344,864
Other Clothing Stores-44819	\$2,917,969	\$356,466	\$2,561,503
Shoe Stores-4482	\$4,550,051	\$933,642	\$3,616,409
Jewelry, Luggage, Leather Goods Stores-4483	\$7,218,330	\$2,959,432	\$4,258,898
Jewelry Stores-44831	\$6,809,967	\$2,959,432	\$3,850,535
Luggage and Leather Goods Stores-44832	\$408,363	\$0	\$408,363
Sporting Goods, Hobby, Book, Music Stores-451	\$18,122,101	\$6,143,953	\$11,978,148
Sporting Goods, Hobby, Musical Inst Stores-4511	\$13,500,534	\$4,376,018	\$9,124,516
Sporting Goods Stores-45111	\$7,132,071	\$2,346,836	\$4,785,235
Hobby, Toys and Games Stores-45112	\$3,716,238	\$1,113,681	\$2,602,557
Sew/Needlework/Piece Goods Stores-45113	\$1,054,905	\$587,489	\$467,416
Musical Instrument and Supplies Stores-45114	\$1,597,320	\$328,012	\$1,269,308
Book, Periodical and Music Stores-4512	\$4,621,567	\$1,767,935	\$2,853,632
Book Stores and News Dealers-45121	\$3,730,126	\$1,767,935	\$1,962,191
Book Stores-451211	\$3,457,850	\$1,142,867	\$2,314,983
News Dealers and Newsstands-451212	\$272,276	\$625,068	-\$352,792
Prerecorded Tapes, CDs, Record Stores-45122	\$891,441	\$0	\$891,441
General Merchandise Stores-452	\$111,223,272	\$903,594	\$110,319,678

<b>Retail Stores</b>	<b>2013 Demand (Consumer Expenditures)</b>	<b>2013 Supply (Retail Sales)</b>	<b>Opportunity Gap/Surplus</b>
Department Stores Excl Leased Depts-4521	\$46,827,535	\$345,884	\$46,481,651
Other General Merchandise Stores-4529	\$64,395,737	\$557,710	\$63,838,027
Miscellaneous Store Retailers-453	\$23,131,611	\$4,951,786	\$18,179,825
Florists-4531	\$1,241,066	\$1,193,361	\$47,705
Office Supplies, Stationery, Gift Stores-4532	\$8,384,875	\$583,679	\$7,801,196
Office Supplies and Stationery Stores-45321	\$4,722,910	\$0	\$4,722,910
Gift, Novelty and Souvenir Stores-45322	\$3,661,965	\$583,679	\$3,078,286
Used Merchandise Stores-4533	\$2,539,662	\$764,340	\$1,775,322
Other Miscellaneous Store Retailers-4539	\$10,966,008	\$2,410,406	\$8,555,602
Non-Store Retailers-454	\$68,104,348	\$0	\$68,104,348
Foodservice and Drinking Places-722	\$97,896,334	\$35,257,821	\$62,638,513
Full-Service Restaurants-7221	\$45,983,411	\$18,275,330	\$27,708,081
Limited-Service Eating Places-7222	\$39,489,353	\$14,270,861	\$25,218,492
Special Foodservices-7223	\$7,699,213	\$2,468,097	\$5,231,116
Drinking Places -Alcoholic Beverages-7224	\$4,724,357	\$243,533	\$4,480,824
GAFO *	\$222,208,767	\$20,713,643	\$201,495,124
General Merchandise Stores-452	\$111,223,272	\$903,594	\$110,319,678
Clothing and Clothing Accessories Stores-448	\$44,631,149	\$8,201,209	\$36,429,940
Furniture and Home Furnishings Stores-442	\$20,788,880	\$1,521,469	\$19,267,411
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