

2018 Virginia Private Retail Trade

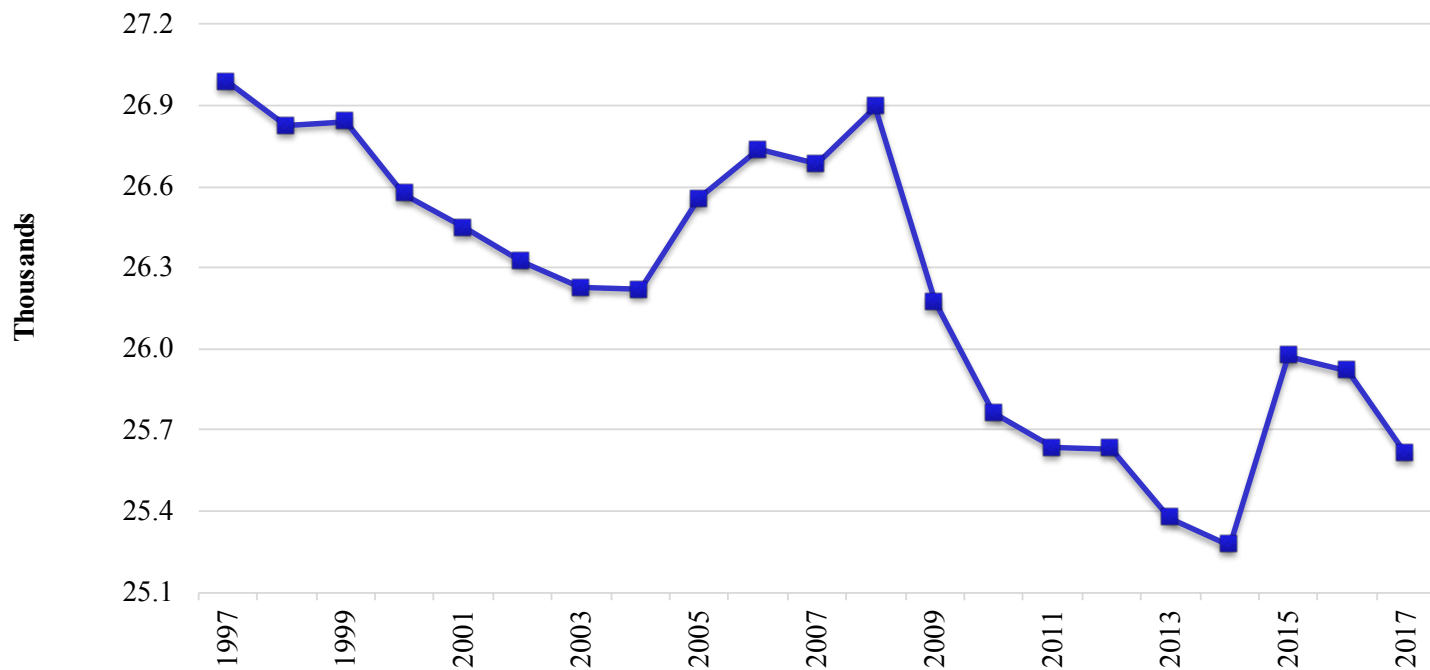


With a large employment loss in Department Stores continuing over the past five years, **Retail Trade** fell a position in the rankings and is now third in Virginia for average annual employment in the private sector, averaging 415,789 individuals (10.8 percent of statewide employment) in 2017. Despite such high employment figures, the industry accounts for just six percent of total wages, with average weekly wages rising to \$553 per week and remaining approximately half that of the statewide average. The year 2017 saw a decrease in the number of establishments, marking the smallest number of institutions in the last five years at 25,611. This decrease in establishments helps to explain the slight decline in employment for 2017, particularly with regards to the reduction in department stores. Looking at sub-sectors, Grocery Stores account for the majority of employment, averaging 74,502 in 2017. Grocery stores have seen an impressive increase in employment over the past five years of more than 17 percent, suggesting that new companies entering and expanding throughout the commonwealth have made up for the loss of long-time competitors such as Martin's.



Private Retail Trade Establishments

(Annual Average)



Source: Quarterly Census of Employment and Wages

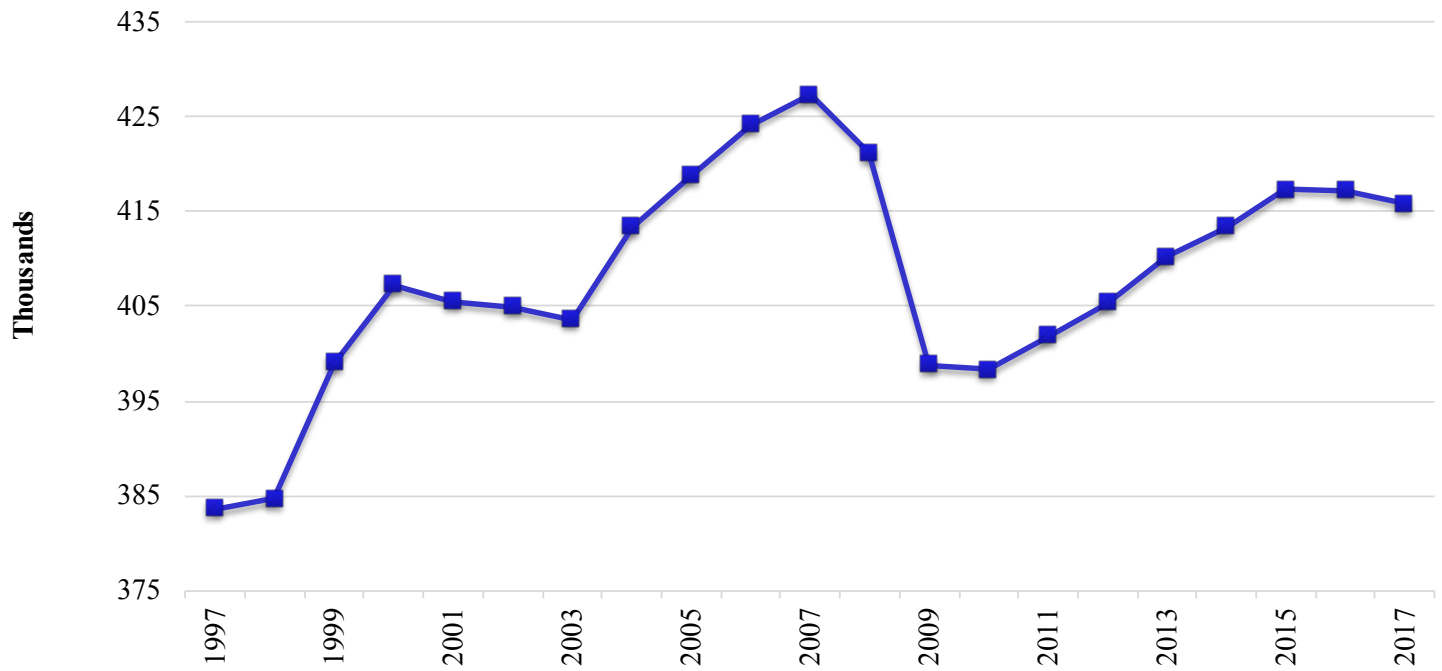


NAICS Code	Industry	Establishments			2017 Employment	2017 Employment per Establishment
		1997	2012	2017		
4411	Automobile Dealers	1,403	1,353	1,345	37,776	28
4412	Other Motor Vehicle Dealers	273	292	285	3,104	11
4413	Automotive Parts, Accessories, and Tire Stores	1,473	1,430	1,469	14,306	10
4421	Furniture Stores	746	638	594	5,518	9
4422	Home Furnishings Stores	908	779	714	7,396	10
4431	Electronics and Appliance Stores	1,525	1,167	976	12,334	13
4441	Building Material and Supplies Dealers	1,264	1,142	1,087	27,408	25
4442	Lawn and Garden Equipment and Supplies Stores	503	443	418	5,139	12
4451	Grocery Stores	2,033	2,119	2,321	74,502	32
4452	Specialty Food Stores	531	538	596	4,591	8
4453	Beer, Wine, and Liquor Stores	47	94	93	979	11
4461	Health and Personal Care Stores	1,852	2,290	2,768	24,875	9
4471	Gasoline Stations	3,848	3,368	3,095	28,652	9
4481	Clothing Stores	2,020	1,987	1,922	23,594	12
4482	Shoe Stores	752	546	533	5,536	10
4483	Jewelry, Luggage, and Leather Goods Stores	779	590	560	3,715	7
4511	Sporting Goods and Musical Instrument Stores	1,180	1,185	1,091	13,533	12
4512	Book Stores and News Dealers	441	240	204	2,734	13
4521	Department Stores	294	433	399	31,752	80
4529	Other General Merchandise Stores	981	1,236	1,434	55,226	39
4531	Florists	648	369	294	1,569	5
4532	Office Supplies, Stationery, and Gift Stores	1,251	849	682	6,461	9
4533	Used Merchandise Stores	497	534	503	5,028	10
4539	Other Miscellaneous Store Retailers	929	1,031	1,160	8,297	7
4541	Electronic Shopping and Mail-Order Houses	130	374	455	7,490	16
4542	Vending Machine Operators	156	98	72	702	10
4543	Direct Selling Establishments	525	509	541	3,573	7
Private Retail Trade		26,895	25,631	25,611	415,789	16
Total All Industries		182,039	234,932	262,959	3,836,960	15



Private Retail Trade Employment

(Annual Average)



Source: Quarterly Census of Employment and Wages

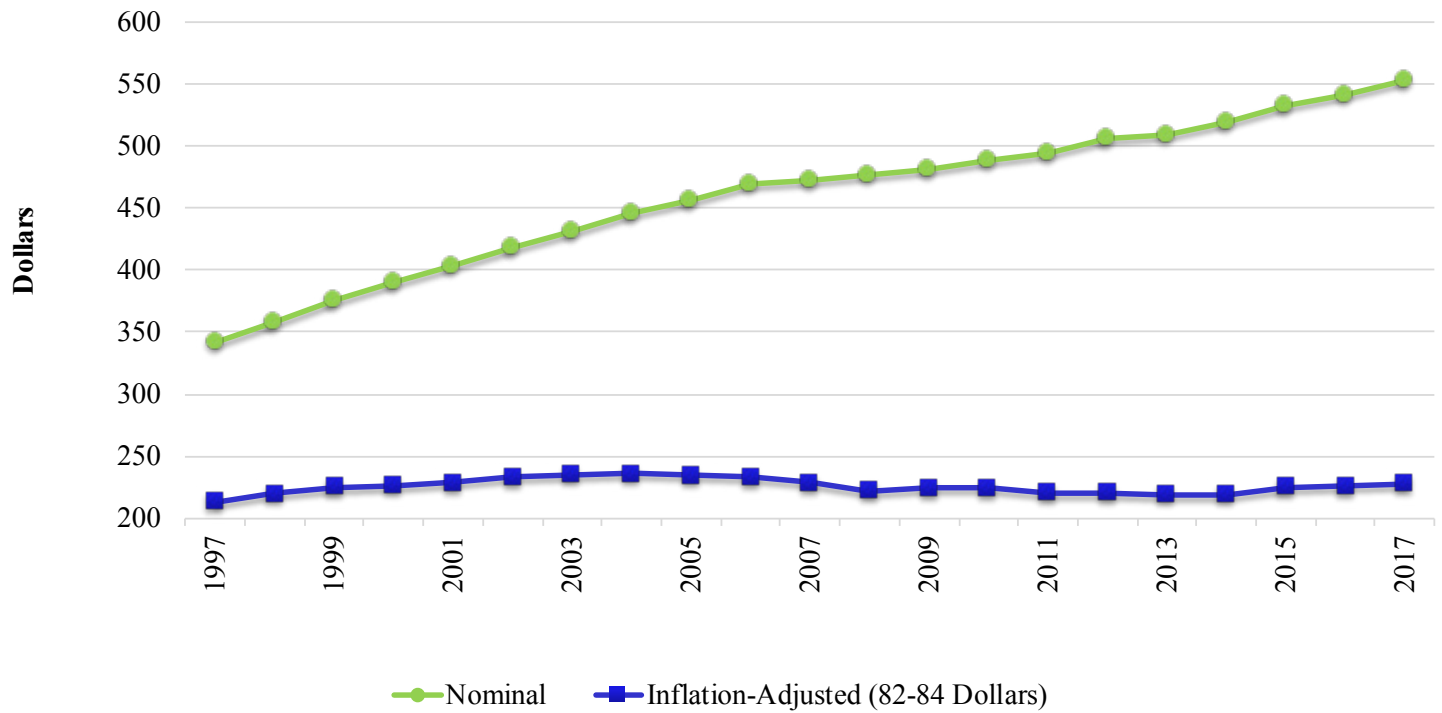


NAICS Code	Industry	Average Employment			1997 - 2017 Change		2012 - 2017 Change	
		1997	2012	2017	Number	Percent	Number	Percent
4411	Automobile Dealers	32,980	34,492	37,776	4,796	14.5%	3,284	9.5%
4412	Other Motor Vehicle Dealers	2,349	2,749	3,104	755	32.1%	355	12.9%
4413	Automotive Parts, Accessories, and Tire Stores	13,463	13,775	14,306	843	6.3%	531	3.9%
4421	Furniture Stores	8,573	6,435	5,518	-3,055	-35.6%	-917	-14.3%
4422	Home Furnishings Stores	7,536	7,149	7,396	-140	-1.9%	247	3.5%
4431	Electronics and Appliance Stores	12,883	13,184	12,334	-549	-4.3%	-850	-6.4%
4441	Building Material and Supplies Dealers	21,251	25,944	27,408	6,157	29.0%	1,464	5.6%
4442	Lawn and Garden Equipment and Supplies Stores	4,552	4,983	5,139	587	12.9%	156	3.1%
4451	Grocery Stores	62,357	65,176	74,502	12,145	19.5%	9,326	14.3%
4452	Specialty Food Stores	4,274	3,963	4,591	317	7.4%	628	15.8%
4453	Beer, Wine, and Liquor Stores	831	919	979	148	17.8%	60	6.5%
4461	Health and Personal Care Stores	19,515	23,877	24,875	5,360	27.5%	998	4.2%
4471	Gasoline Stations	34,996	29,039	28,652	-6,344	-18.1%	-387	-1.3%
4481	Clothing Stores	21,819	24,654	23,594	1,775	8.1%	-1,060	-4.3%
4482	Shoe Stores	5,495	4,943	5,536	41	0.7%	593	12.0%
4483	Jewelry, Luggage, and Leather Goods Stores	4,726	3,714	3,715	-1,011	-21.4%	1	0.0%
4511	Sporting Goods and Musical Instrument Stores	11,329	13,348	13,533	2,204	19.5%	185	1.4%
4512	Book Stores and News Dealers	4,371	3,016	2,734	-1,637	-37.5%	-282	-9.4%
4521	Department Stores	36,535	41,044	31,752	-4,783	-13.1%	-9,292	-22.6%
4529	Other General Merchandise Stores	34,419	49,153	55,226	20,807	60.5%	6,073	12.4%
4531	Florists	3,543	1,894	1,569	-1,974	-55.7%	-325	-17.2%
4532	Office Supplies, Stationery, and Gift Stores	10,282	7,894	6,461	-3,821	-37.2%	-1,433	-18.2%
4533	Used Merchandise Stores	2,815	4,558	5,028	2,213	78.6%	470	10.3%
4539	Other Miscellaneous Store Retailers	5,997	7,686	8,297	2,300	38.4%	611	7.9%
4541	Electronic Shopping and Mail-Order Houses	10,101	7,299	7,490	-2,611	-25.8%	191	2.6%
4542	Vending Machine Operators	1,923	865	702	-1,221	-63.5%	-163	-18.8%
4543	Direct Selling Establishments	4,693	3,594	3,573	-1,120	-23.9%	-21	-0.6%
Private Retail Trade		383,609	405,345	415,789	32,180	8.4%	10,444	2.6%
Total All Industries		3,166,682	3,617,363	3,836,960	670,278	21.2%	219,597	6.1%



Private Retail Trade Average Weekly Wage

(Annual Average)



Source: Quarterly Census of Employment and Wages



NAICS Code	Industry	Average Weekly Wage			1997 - 2017 Change	2012 - 2017 Change
		1997	2012	2017	Percent	Percent
4411	Automobile Dealers	\$639	\$953	\$1,056	65.3%	10.8%
4412	Other Motor Vehicle Dealers	\$483	\$736	\$832	72.3%	13.0%
4413	Automotive Parts, Accessories, and Tire Stores	\$411	\$565	\$612	48.9%	8.3%
4421	Furniture Stores	\$450	\$656	\$736	63.6%	12.2%
4422	Home Furnishings Stores	\$400	\$510	\$580	45.0%	13.7%
4431	Electronics and Appliance Stores	\$490	\$808	\$907	85.1%	12.3%
4441	Building Material and Supplies Dealers	\$406	\$577	\$603	48.5%	4.5%
4442	Lawn and Garden Equipment and Supplies Stores	\$345	\$530	\$587	70.1%	10.8%
4451	Grocery Stores	\$290	\$415	\$458	57.9%	10.4%
4452	Specialty Food Stores	\$289	\$327	\$358	23.9%	9.5%
4453	Beer, Wine, and Liquor Stores	\$511	\$517	\$506	-1.0%	-2.1%
4461	Health and Personal Care Stores	\$389	\$643	\$666	71.2%	3.6%
4471	Gasoline Stations	\$262	\$372	\$401	53.1%	7.8%
4481	Clothing Stores	\$231	\$297	\$313	35.5%	5.4%
4482	Shoe Stores	\$226	\$300	\$296	31.0%	-1.3%
4483	Jewelry, Luggage, and Leather Goods Stores	\$353	\$584	\$630	78.5%	7.9%
4511	Sporting Goods and Musical Instrument Stores	\$247	\$327	\$362	46.6%	10.7%
4512	Book Stores and News Dealers	\$237	\$344	\$314	32.5%	-8.7%
4521	Department Stores	\$264	\$369	\$383	45.1%	3.8%
4529	Other General Merchandise Stores	\$276	\$441	\$483	75.0%	9.5%
4531	Florists	\$242	\$356	\$402	66.1%	12.9%
4532	Office Supplies, Stationery, and Gift Stores	\$298	\$418	\$463	55.4%	10.8%
4533	Used Merchandise Stores	\$231	\$346	\$364	57.6%	5.2%
4539	Other Miscellaneous Store Retailers	\$343	\$496	\$507	47.8%	2.2%
4541	Electronic Shopping and Mail-Order Houses	\$306	\$691	\$775	153.3%	12.2%
4542	Vending Machine Operators	\$357	\$635	\$710	98.9%	11.8%
4543	Direct Selling Establishments	\$489	\$844	\$975	99.4%	15.5%
Private Retail Trade		\$342	\$506	\$553	61.7%	9.3%
Total All Industries		\$568	\$993	\$1,087	91.4%	9.5%

NAICS Code	Industry	Average Weekly Wage			1997 - 2017 Change	2012 - 2017 Change
		1997	2012	2017	Percent	Percent
4411	Automobile Dealers	\$398	\$415	\$435	9.2%	4.8%
4412	Other Motor Vehicle Dealers	\$301	\$321	\$343	13.8%	6.9%
4413	Automotive Parts, Accessories, and Tire Stores	\$256	\$246	\$252	-1.6%	2.4%
4421	Furniture Stores	\$280	\$286	\$303	8.1%	6.1%
4422	Home Furnishings Stores	\$249	\$222	\$239	-4.2%	7.5%
4431	Electronics and Appliance Stores	\$305	\$352	\$373	22.3%	6.1%
4441	Building Material and Supplies Dealers	\$253	\$251	\$248	-1.8%	-1.2%
4442	Lawn and Garden Equipment and Supplies Stores	\$215	\$231	\$242	12.5%	4.7%
4451	Grocery Stores	\$181	\$181	\$189	4.4%	4.3%
4452	Specialty Food Stores	\$180	\$142	\$147	-18.1%	3.5%
4453	Beer, Wine, and Liquor Stores	\$318	\$225	\$208	-34.6%	-7.5%
4461	Health and Personal Care Stores	\$242	\$280	\$274	13.2%	-2.1%
4471	Gasoline Stations	\$163	\$162	\$165	1.2%	1.9%
4481	Clothing Stores	\$144	\$129	\$129	-10.4%	-0.4%
4482	Shoe Stores	\$141	\$131	\$122	-13.4%	-6.7%
4483	Jewelry, Luggage, and Leather Goods Stores	\$220	\$254	\$259	18.0%	2.0%
4511	Sporting Goods and Musical Instrument Stores	\$154	\$142	\$149	-3.1%	4.7%
4512	Book Stores and News Dealers	\$148	\$150	\$129	-12.4%	-13.7%
4521	Department Stores	\$164	\$161	\$158	-4.1%	-1.9%
4529	Other General Merchandise Stores	\$172	\$192	\$199	15.7%	3.6%
4531	Florists	\$151	\$155	\$166	9.8%	6.8%
4532	Office Supplies, Stationery, and Gift Stores	\$186	\$182	\$191	2.7%	4.7%
4533	Used Merchandise Stores	\$144	\$151	\$150	4.1%	-0.5%
4539	Other Miscellaneous Store Retailers	\$214	\$216	\$209	-2.3%	-3.4%
4541	Electronic Shopping and Mail-Order Houses	\$191	\$301	\$319	67.4%	6.0%
4542	Vending Machine Operators	\$222	\$277	\$292	31.4%	5.7%
4543	Direct Selling Establishments	\$305	\$368	\$402	31.8%	9.2%
Private Retail Trade		\$213	\$220	\$228	6.9%	3.3%
Total All Industries		\$354	\$433	\$448	26.5%	3.5%

Private Retail Trade Totals for 2017

Area	Establishments	Average Employment	Average Weekly Wage
Accomack County	146	1,326	\$418
Albemarle County	325	6,285	\$587
Alexandria city	457	7,859	\$685
Alleghany County	42	298	\$513
Amelia County	27	216	\$549
Amherst County	88	1,126	\$444
Appomattox County	53	647	\$442
Arlington County	536	9,631	\$629
Augusta County	165	2,051	\$548
Bath County	13	56	\$321
Bedford County	208	2,361	\$490
Bland County	15	81	\$361
Botetourt County	72	763	\$502
Bristol city	127	1,532	\$450
Brunswick County	34	283	\$444
Buchanan County	66	724	\$413
Buckingham County	37	280	\$435
Buena Vista city	20	175	\$441
Campbell County	181	2,016	\$469
Caroline County	54	560	\$422
Carroll County	83	813	\$430
Charles City County	11	62	\$661
Charlotte County	36	255	\$393
Charlottesville city	267	3,527	\$500
Chesapeake city	718	15,812	\$509
Chesterfield County	916	18,149	\$550
Clarke County	34	264	\$486
Colonial Heights city	161	2,987	\$423
Covington city	39	572	\$446
Craig County	8	115	\$443
Culpeper County	145	2,307	\$537
Cumberland County	21	162	\$477
Danville city	278	4,141	\$489
Dickenson County	43	381	\$453
Dinwiddie County	50	523	\$412
Emporia city	52	549	\$467
Essex County	61	821	\$505
Fairfax city	154	3,661	\$806
Fairfax County	2,639	54,117	\$724
Falls Church city	96	1,227	\$737
Fauquier County	218	2,947	\$648
Floyd County	43	382	\$355
Fluvanna County	34	309	\$451

Area	Establishments	Average Employment	Average Weekly Wage
Franklin city	56	980	\$462
Franklin County	165	1,926	\$511
Frederick County	203	3,490	\$591
Fredericksburg city	241	3,926	\$518
Galax city	62	1,040	\$457
Giles County	57	673	\$457
Gloucester County	136	1,950	\$497
Goochland County	54	494	\$565
Grayson County	26	169	\$338
Greene County	47	696	\$465
Greensville County	22	216	\$349
Halifax County	111	1,217	\$444
Hampton city	373	6,384	\$482
Hanover County	346	7,200	\$602
Harrisonburg city	275	4,745	\$510
Henrico County	1,206	23,076	\$557
Henry County	163	2,179	\$471
Highland County	11	29	\$408
Hopewell city	70	611	\$458
Isle of Wight County	90	848	\$379
James City County	268	4,083	\$394
King and Queen County	10	40	\$315
King George County	60	815	\$461
King William County	43	451	\$450
Lancaster County	73	720	\$481
Lee County	64	692	\$423
Lexington city	40	334	\$439
Loudoun County	935	17,958	\$574
Louisa County	76	1,214	\$448
Lunenburg County	29	206	\$415
Lynchburg city	344	6,824	\$446
Madison County	35	713	\$605
Manassas city	156	2,054	\$750
Manassas Park city	22	179	\$743
Martinsville city	85	1,365	\$541
Mathews County	20	188	\$428
Mecklenburg County	149	1,669	\$445
Middlesex County	41	405	\$487
Montgomery County	279	5,088	\$458
Nelson County	37	248	\$385
New Kent County	43	524	\$455
Newport News city	571	9,676	\$505
Norfolk city	755	11,494	\$502
Northampton County	54	441	\$406
Northumberland County	40	320	\$417
Norton city	48	673	\$454
Nottoway County	56	604	\$449

Area	Establishments	Average Employment	Average Weekly Wage
Orange County	97	1,193	\$494
Page County	68	731	\$447
Patrick County	41	538	\$462
Petersburg city	144	1,402	\$498
Pittsylvania County	128	1,061	\$423
Poquoson city	23	297	\$398
Portsmouth city	231	2,988	\$462
Powhatan County	67	743	\$512
Prince Edward County	89	1,230	\$500
Prince George County	52	873	\$558
Prince William County	1,067	21,897	\$540
Pulaski County	96	1,743	\$442
Radford city	44	413	\$552
Rappahannock County	17	142	\$492
Richmond city	722	7,823	\$570
Richmond County	28	231	\$457
Roanoke city	455	8,118	\$519
Roanoke County	279	4,556	\$536
Rockbridge County	58	1,215	\$463
Rockingham County	194	2,191	\$474
Russell County	66	835	\$483
Salem city	129	1,969	\$529
Scott County	75	631	\$365
Shenandoah County	136	1,578	\$469
Smyth County	102	1,199	\$400
Southampton County	24	189	\$351
Spotsylvania County	374	6,611	\$590
Stafford County	261	4,963	\$550
Staunton city	123	1,646	\$481
Suffolk city	218	3,899	\$464
Surry County	6	29	\$308
Sussex County	43	373	\$509
Tazewell County	171	2,744	\$454
Virginia Beach city	1,424	23,796	\$494
Warren County	118	1,529	\$503
Washington County	198	3,415	\$465
Waynesboro city	108	2,000	\$438
Westmoreland County	49	459	\$410
Williamsburg city	93	1,354	\$436
Winchester city	260	4,345	\$526
Wise County	151	1,859	\$467
Wythe County	122	1,882	\$471
York County	174	3,693	\$501
State Totals	25,611	415,789	\$553

Note: An area not listed indicates that the industry is not found at this location.

Source: Quarterly Census of Employment and Wages



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