

Retail Trade

in Spokane County, WA



SPOKANE
**WORKFORCE
COUNCIL**

Washington

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What is Lightcast Data?

Lightcast data is a hybrid dataset derived from official government sources such as the US Census Bureau, Bureau of Economic Analysis, and Bureau of Labor Statistics. Leveraging the unique strengths of each source, our data modeling team creates an authoritative dataset that captures more than 99% of all workers in the United States. This core offering is then enriched with data from online social profiles, resumés, and job postings to give you a complete view of the workforce.

Lightcast data is frequently cited in major publications such as *The Atlantic*, *Forbes*, *Harvard Business Review*, *The New York Times*, *The Wall Street Journal*, and *USA Today*.

 The Atlantic Forbes Harvard Business Review The New York Times WSJ USA TODAY

Report Parameters

1 Industry

44 Retail Trade

1 County

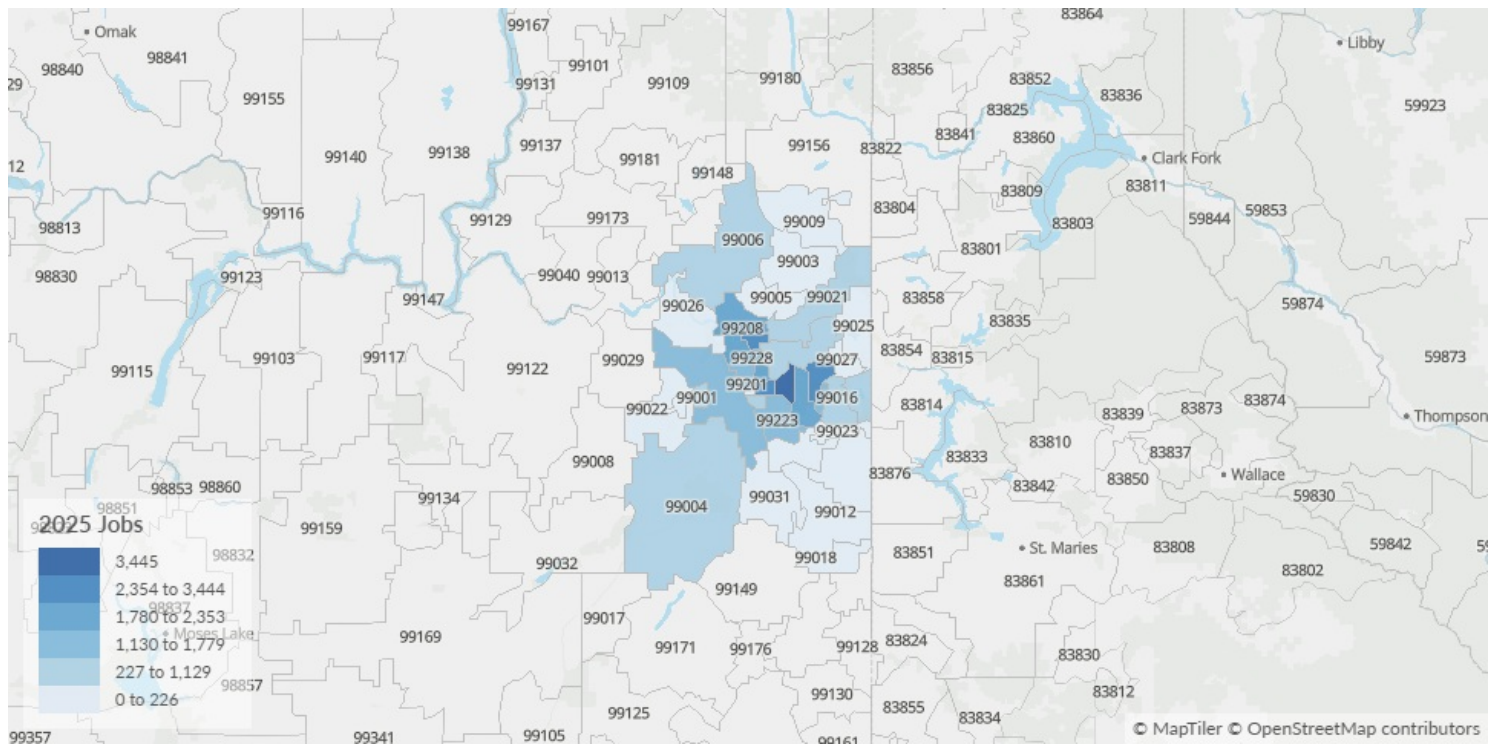
53063 Spokane County, WA

Class of Worker

QCEW Employees and Self-Employed

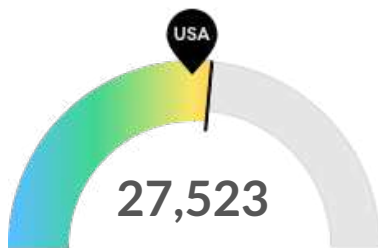
The information in this report pertains to the chosen industry and geographical area.

Workforce Map



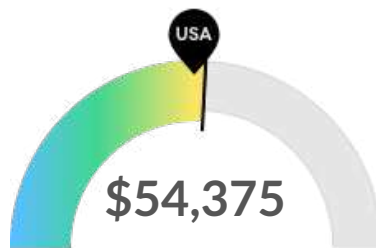
Executive Summary

Average Hiring Competition Over an Average Supply of Regional Talent



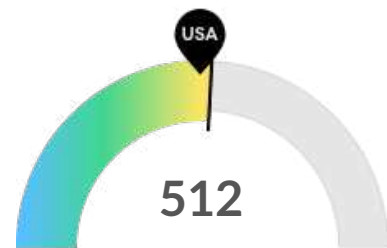
Supply (Jobs)

Spokane County, WA is about average for this kind of talent. The national average for an area this size is 25,229* employees, while there are 27,523 here.



Earnings Per Job

Earnings per job are about the same as the national average. Earnings per jobs is the total industry earnings divided by the number of jobs in the industry.



Demand (Job Postings)

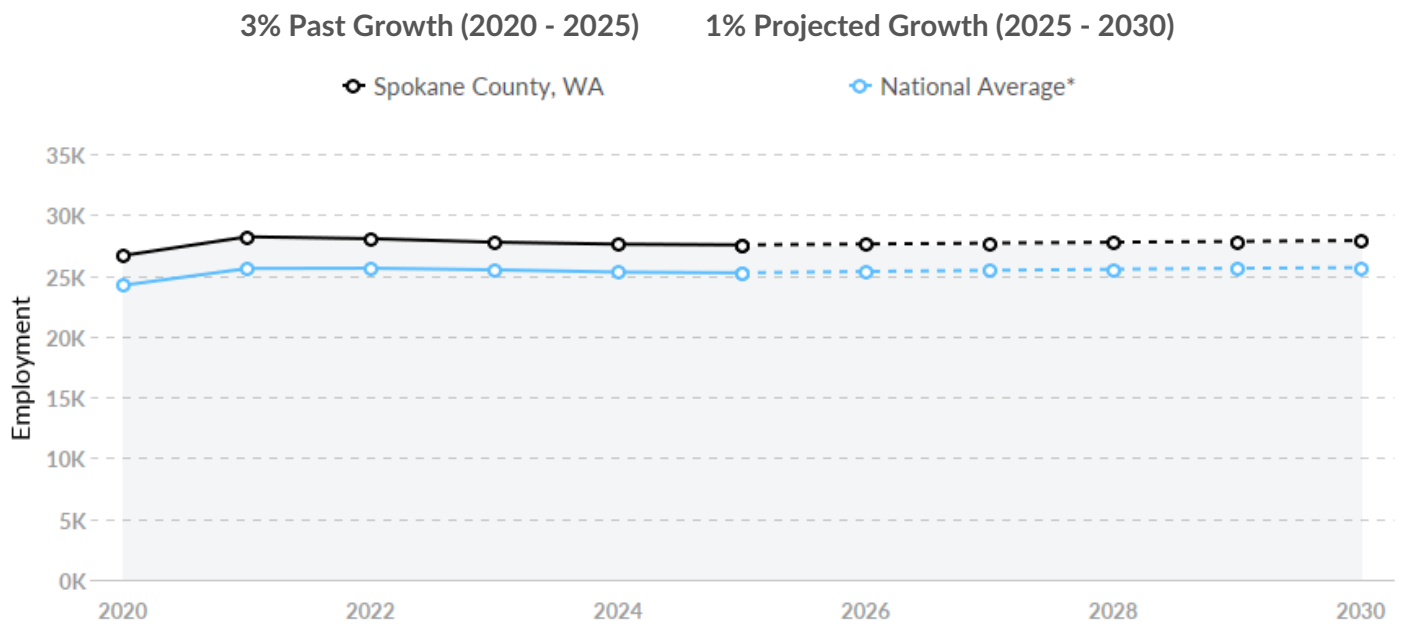
Competition from online job postings is about average in Spokane County, WA. The national average for an area this size is 488* job postings/mo, while there are 512 here.

*National average values are derived by taking the national value for Retail Trade and scaling it down to account for the difference in overall workforce size between the nation and Spokane County, WA. In other words, the values represent the national average adjusted for region size.

Supply (Jobs)

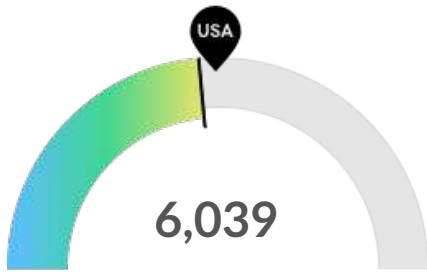
Supply Is About Equal to the National Average

The regional vs. national average employment helps you understand if the supply of Retail Trade is a strength or weakness for Spokane County, WA, and how it is changing relative to the nation. An average area of this size would have 25,229* employees, while there are 27,523 here. The gap between expected and actual employment is expected to remain roughly the same over the next 5 years.



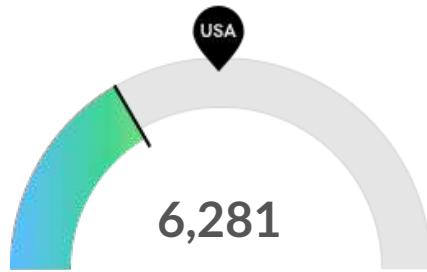
*National average values are derived by taking the national value for Retail Trade and scaling it down to account for the difference in overall workforce size between the nation and Spokane County, WA. In other words, the values represent the national average adjusted for region size.

Retirement Risk Is About Average, While Overall Diversity Is Low



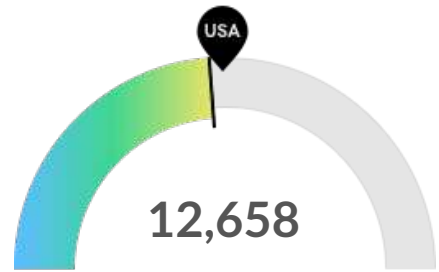
Retiring Soon

Retirement risk is about average in Spokane County, WA. The national average for an area this size is 6,571* employees 55 or older, while there are 6,039 here.



Racial Diversity

Racial diversity is low in Spokane County, WA. The national average for an area this size is 10,793* racially diverse employees, while there are 6,281 here.



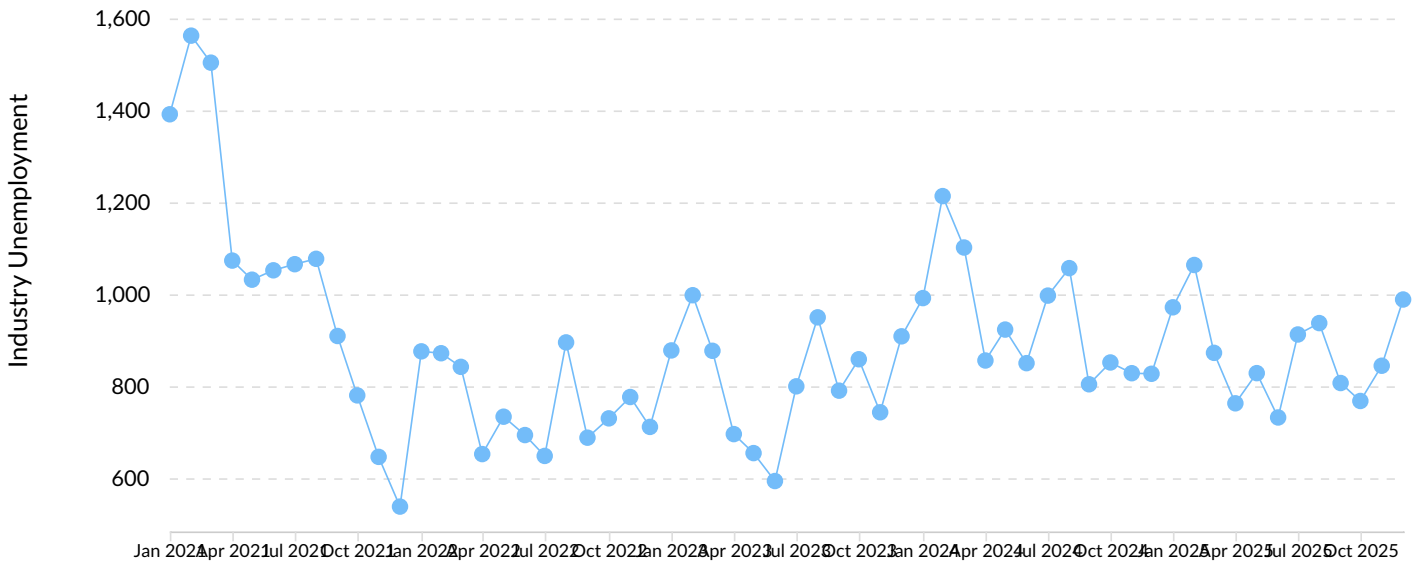
Gender Diversity

Gender diversity is about average in Spokane County, WA. The national average for an area this size is 13,559* female employees, while there are 12,658 here.

*National average values are derived by taking the national value for Retail Trade and scaling it down to account for the difference in overall workforce size between the nation and Spokane County, WA. In other words, the values represent the national average adjusted for region size.

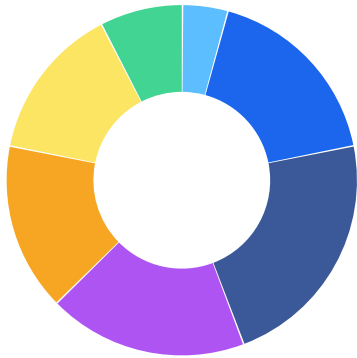
Unemployment Rate Trends

Unemployment shown at the 2-digit sector level.



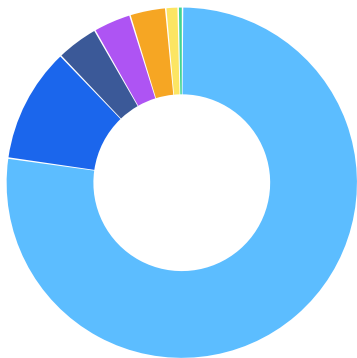
Demographic Details

Industry Age Breakdown



	% of Jobs	Jobs
14-18	4.2%	1,151
19-24	17.6%	4,844
25-34	22.4%	6,163
35-44	18.4%	5,062
45-54	15.5%	4,264
55-64	14.3%	3,935
65+	7.6%	2,104

Industry Race/Ethnicity Breakdown



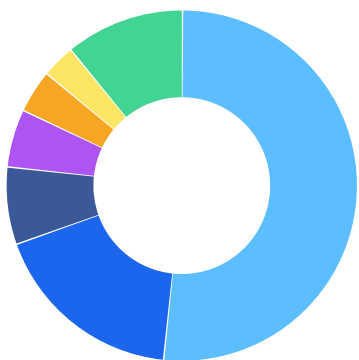
	% of Jobs	Jobs
White	77.2%	21,242
Hispanic or Latino	10.6%	2,924
Asian	3.9%	1,066
Two or More Races	3.5%	957
Black or African American	3.3%	913
American Indian or Alaska Native	1.1%	312
Native Hawaiian or Other Pacific Islander	0.4%	110

Industry Gender Breakdown



	% of Jobs	Jobs
● Males	54.0%	14,865
● Females	46.0%	12,658

Most Jobs are Found in the Sales and Related Occupations Industry Sector



Occupation	% of Industry in Occupation (2025)
● Sales and Related Occupations	51.6%
● Transportation and Material Moving Occupations	17.9%
● Office and Administrative Support Occupations	7.1%
● Installation, Maintenance, and Repair Occupations	5.3%
● Food Preparation and Serving Related Occupations	4.0%
● Healthcare Practitioners and Technical Occupations	3.1%
● Other	11.0%

Demand



448 Companies Posting

All employers in the region who posted for this job over the last 12 months.



6,146 Unique Job Postings

The number of unique postings for this job over the last 12 months.



24 Day Median Duration

Posting duration is 3 days longer than what's typical in the region.

Top Companies	Unique Postings
Albertsons	324
Safeway	257
Kroger	223
Walmart	200
Walgreens Boots Alliance	193

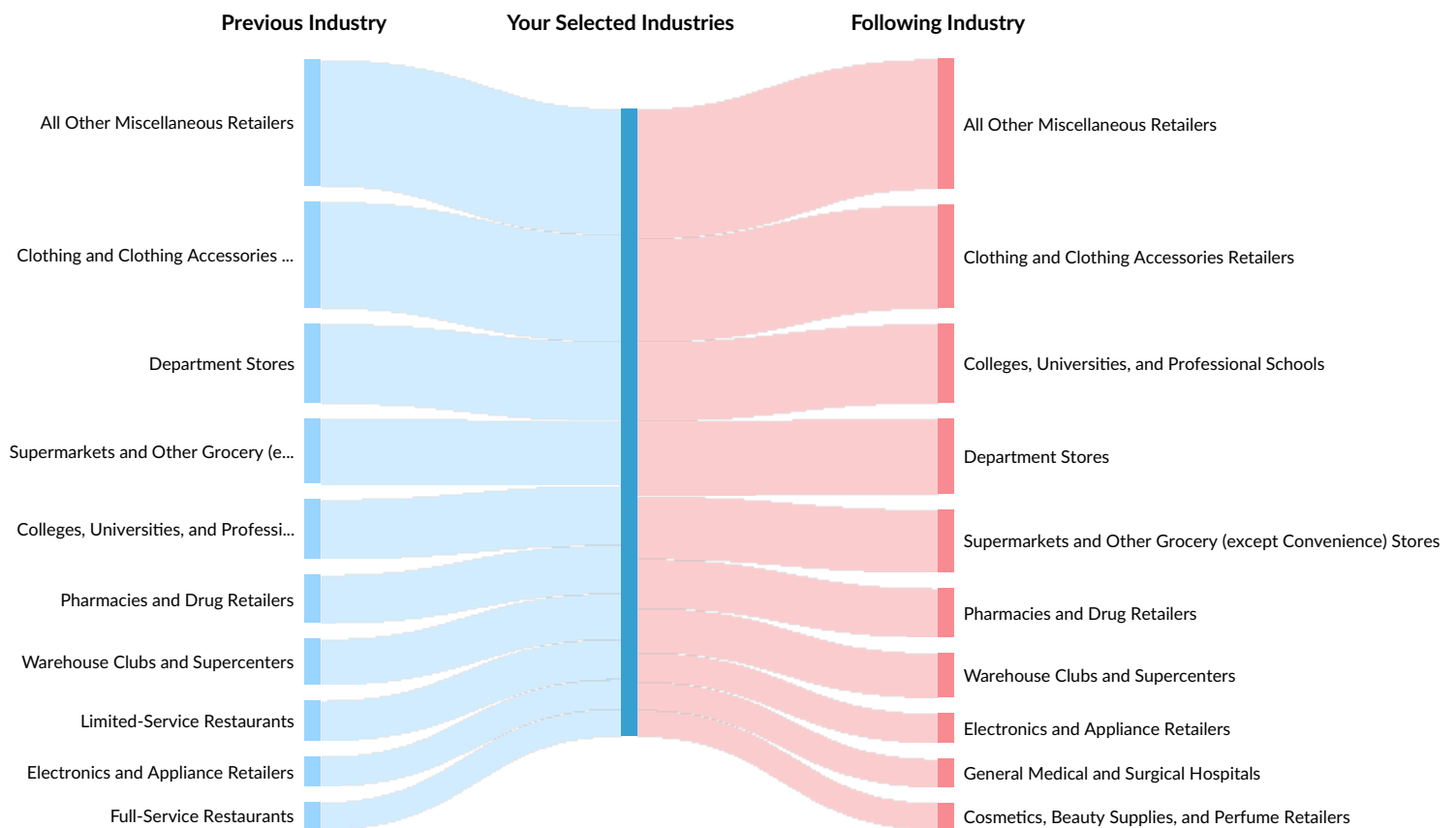
Top Job Titles	Unique Postings
Sales Associates	138
Retail Sales Associates	105
Pharmacy Technicians	86
Assistant Store Managers	74
Cashiers	66

Industry Gain and Drain

The table below analyzes the profiles of current and past people in your selected industries. The left column shows job transitions from other industries to your selected industries. The right column shows job transitions from your selected industries to other industries.

Please note, results are only available at the national level and the 6-digit NAICS level. Also your selection has been limited to 100 industries.

The following represents the job transitions of employees in your selected industries in the United States:



Previous Industries	Transitions
All Other Miscellaneous Retailers	376,853
Clothing and Clothing Accessories Retailers	317,978
Department Stores	235,905
Supermarkets and Other Grocery (except Convenience) Stores	193,726

Previous Industries	Transitions
Colleges, Universities, and Professional Schools	177,310
Pharmacies and Drug Retailers	144,348
Warehouse Clubs and Supercenters	136,184
Limited-Service Restaurants	119,735
Electronics and Appliance Retailers	88,451
Full-Service Restaurants	81,762
Cosmetics, Beauty Supplies, and Perfume Retailers	75,086
Hardware Retailers	72,651
Home Centers	54,599
Sporting Goods Retailers	51,238
New Car Dealers	50,884
Gasoline Stations with Convenience Stores	48,096
All Other Home Furnishings Retailers	45,206
All Other General Merchandise Retailers	44,519
Commercial Banking	43,543
Elementary and Secondary Schools	43,264
General Medical and Surgical Hospitals	42,104
Custom Computer Programming Services	39,392
Software Publishers	39,084
Furniture Retailers	38,758
Convenience Retailers	34,604
Automotive Parts and Accessories Retailers	32,946
Shoe Retailers	32,169
Jewelry Retailers	30,110
National Security	29,784
Used Car Dealers	28,552

Previous Industries	Transitions
Offices of Physicians (except Mental Health Specialists)	26,459
All Other Professional, Scientific, and Technical Services	25,591
Pet and Pet Supplies Retailers	25,424
Employment Placement Agencies	25,205
Computer Systems Design Services	25,061
Gift, Novelty, and Souvenir Retailers	24,962
Hotels (except Casino Hotels) and Motels	24,630
Administrative Management and General Management Consulting Services	23,992
Couriers and Express Delivery Services	22,831
Hobby, Toy, and Game Retailers	22,223
Insurance Agencies and Brokerages	21,374
Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	20,267
Offices of Real Estate Agents and Brokers	19,642
Automobile and Light Duty Motor Vehicle Manufacturing	19,090
Wireless Telecommunications Carriers (except Satellite)	18,524
Fitness and Recreational Sports Centers	16,436
Engineering Services	16,148
Other Computer Related Services	16,047
Direct Health and Medical Insurance Carriers	15,270
Marketing Consulting Services	14,970
Book Retailers and News Dealers	14,475
Junior Colleges	14,139
Other Building Material Dealers	13,943
Motorcycle, ATV, and All Other Motor Vehicle Dealers	13,861
All Other Specialty Food Retailers	13,825

Previous Industries	Transitions
Offices of Lawyers	13,411
Other Gasoline Stations	13,387
Child Care Services	13,227
Office Supplies and Stationery Retailers	12,895
All Other Personal Services	12,824
Beer, Wine, and Liquor Retailers	12,798
Offices of Certified Public Accountants	12,672
Web Search Portals and All Other Information Services	12,554
Other Miscellaneous Durable Goods Merchant Wholesalers	12,409
Advertising Agencies	11,966
Snack and Nonalcoholic Beverage Bars	11,940
Religious Organizations	11,913
Motion Picture and Video Production	11,420
Electronic Computer Manufacturing	11,201
Temporary Help Services	10,970
Golf Courses and Country Clubs	10,949
Home Health Care Services	10,623
Other Management Consulting Services	10,508
Tire Dealers	10,506
Child and Youth Services	10,460
Pharmaceutical Preparation Manufacturing	10,430
Food (Health) Supplement Retailers	10,353
Portfolio Management and Investment Advice	10,193
Other General Government Support	10,178
Floor Covering Retailers	9,993
General Warehousing and Storage	9,888

Previous Industries	Transitions
Commercial and Institutional Building Construction	9,708
Other Individual and Family Services	9,707
Civic and Social Organizations	9,586
Local Messengers and Local Delivery	9,170
Office Administrative Services	8,821
Electrical Contractors and Other Wiring Installation Contractors	8,789
All Other Miscellaneous Ambulatory Health Care Services	8,712
Security Guards and Patrol Services	8,477
Footwear Manufacturing	8,434
Nursing Care Facilities (Skilled Nursing Facilities)	8,200
Wholesale Trade Agents and Brokers	8,078
Plumbing, Heating, and Air-Conditioning Contractors	7,989
Used Merchandise Retailers	7,944
Other Scientific and Technical Consulting Services	7,907
Beauty Salons	7,814
Educational Support Services	7,699
Cut and Sew Apparel Manufacturing (except Contractors)	7,665
Optical Goods Retailers	7,612
All Other Health and Personal Care Retailers	7,466
Following Industries	Transitions
All Other Miscellaneous Retailers	387,842
Clothing and Clothing Accessories Retailers	308,105
Colleges, Universities, and Professional Schools	235,589
Department Stores	224,091
Supermarkets and Other Grocery (except Convenience) Stores	187,520

Following Industries	Transitions
Pharmacies and Drug Retailers	146,149
Warehouse Clubs and Supercenters	133,007
Electronics and Appliance Retailers	87,754
General Medical and Surgical Hospitals	83,907
Cosmetics, Beauty Supplies, and Perfume Retailers	79,789
Limited-Service Restaurants	73,558
Hardware Retailers	73,275
Full-Service Restaurants	69,465
Commercial Banking	69,030
Elementary and Secondary Schools	57,689
Home Centers	56,864
New Car Dealers	54,119
Sporting Goods Retailers	52,153
Software Publishers	50,489
Gasoline Stations with Convenience Stores	48,594
Offices of Physicians (except Mental Health Specialists)	48,040
All Other Home Furnishings Retailers	42,496
Custom Computer Programming Services	42,152
Furniture Retailers	42,021
All Other General Merchandise Retailers	41,434
Convenience Retailers	34,240
Automotive Parts and Accessories Retailers	34,002
Insurance Agencies and Brokerages	33,579
Jewelry Retailers	33,187
All Other Professional, Scientific, and Technical Services	32,875
Used Car Dealers	30,039

Following Industries	Transitions
Shoe Retailers	29,887
Employment Placement Agencies	29,849
Hotels (except Casino Hotels) and Motels	29,585
Administrative Management and General Management Consulting Services	28,109
Pet and Pet Supplies Retailers	27,447
Offices of Real Estate Agents and Brokers	27,444
Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	26,093
Engineering Services	24,751
Couriers and Express Delivery Services	24,679
Automobile and Light Duty Motor Vehicle Manufacturing	24,111
Gift, Novelty, and Souvenir Retailers	24,070
Computer Systems Design Services	23,983
Web Search Portals and All Other Information Services	23,601
National Security	22,031
Hobby, Toy, and Game Retailers	21,859
Direct Health and Medical Insurance Carriers	21,084
Junior Colleges	19,930
Other Computer Related Services	19,667
Offices of Lawyers	19,518
Wireless Telecommunications Carriers (except Satellite)	19,480
Fitness and Recreational Sports Centers	18,803
Marketing Consulting Services	17,853
Child Care Services	16,928
Offices of Certified Public Accountants	16,806
Portfolio Management and Investment Advice	16,529

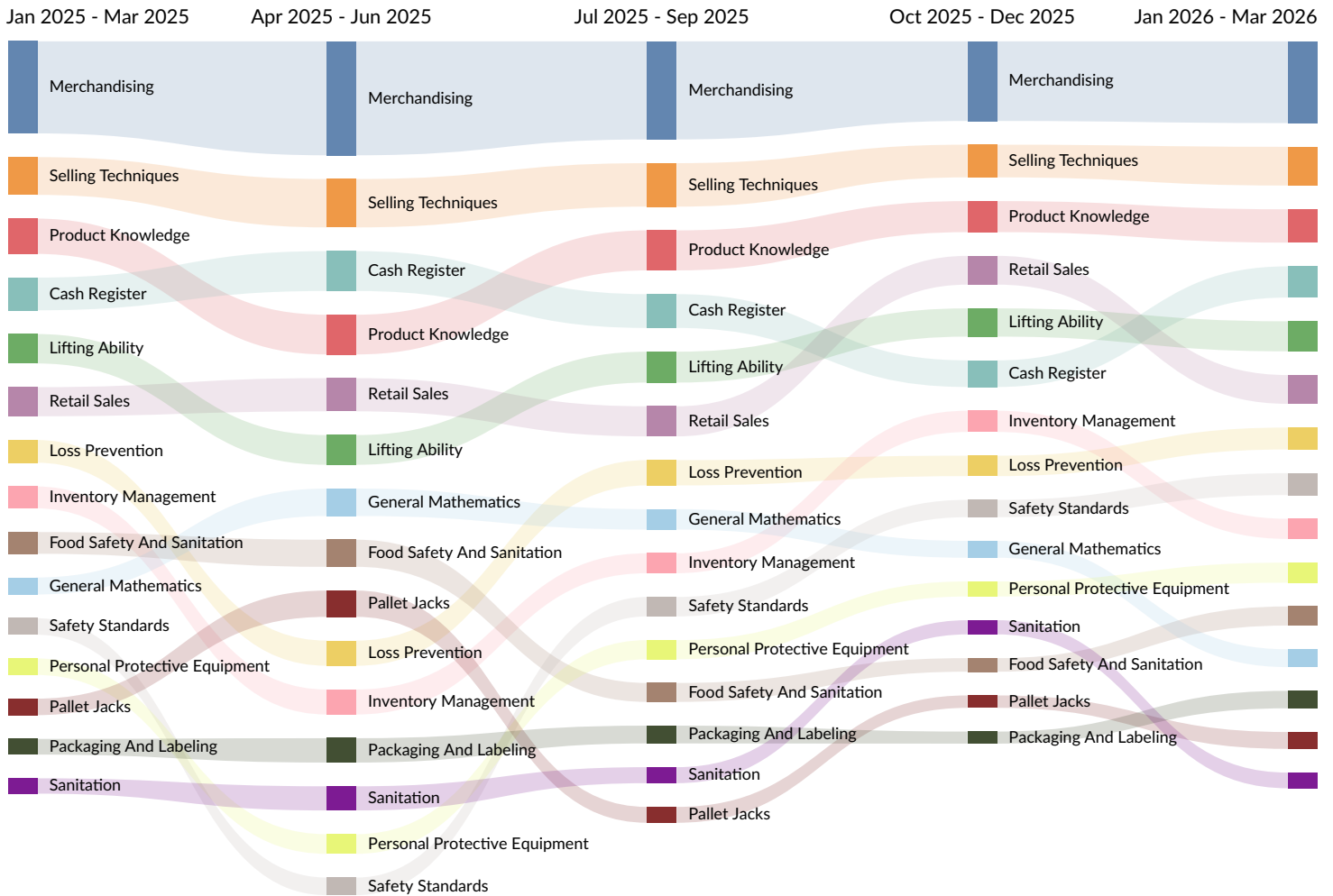
Following Industries	Transitions
Home Health Care Services	16,131
Other Miscellaneous Durable Goods Merchant Wholesalers	15,811
All Other Personal Services	15,578
Pharmaceutical Preparation Manufacturing	15,218
All Other Miscellaneous Ambulatory Health Care Services	15,188
Other Building Material Dealers	14,899
Other General Government Support	14,611
Motorcycle, ATV, and All Other Motor Vehicle Dealers	14,482
Book Retailers and News Dealers	14,434
Other Individual and Family Services	14,321
Beer, Wine, and Liquor Retailers	14,252
Electronic Computer Manufacturing	14,099
Temporary Help Services	14,080
All Other Specialty Food Retailers	13,812
Commercial and Institutional Building Construction	13,558
Other Gasoline Stations	13,539
Other Management Consulting Services	13,524
Motion Picture and Video Production	13,422
Religious Organizations	12,863
Electrical Contractors and Other Wiring Installation Contractors	12,176
Security Guards and Patrol Services	12,167
Advertising Agencies	12,049
Office Supplies and Stationery Retailers	12,008
Credit Unions	11,893
Child and Youth Services	11,584

Following Industries	Transitions
Plumbing, Heating, and Air-Conditioning Contractors	11,484
Nursing Care Facilities (Skilled Nursing Facilities)	11,297
General Warehousing and Storage	11,190
Wholesale Trade Agents and Brokers	11,019
Office Administrative Services	11,003
Tire Dealers	10,992
Direct Property and Casualty Insurance Carriers	10,871
Local Messengers and Local Delivery	10,658
Food (Health) Supplement Retailers	10,626
Floor Covering Retailers	10,486
Civic and Social Organizations	10,412
Golf Courses and Country Clubs	10,300
Financial Transactions Processing, Reserve, and Clearinghouse Activities	9,999
Freight Transportation Arrangement	9,922
Investment Banking and Securities Intermediation	9,863
Snack and Nonalcoholic Beverage Bars	9,801
Footwear Manufacturing	9,741
Educational Support Services	9,413
Offices of All Other Miscellaneous Health Practitioners	9,396

What skills are they posting for?

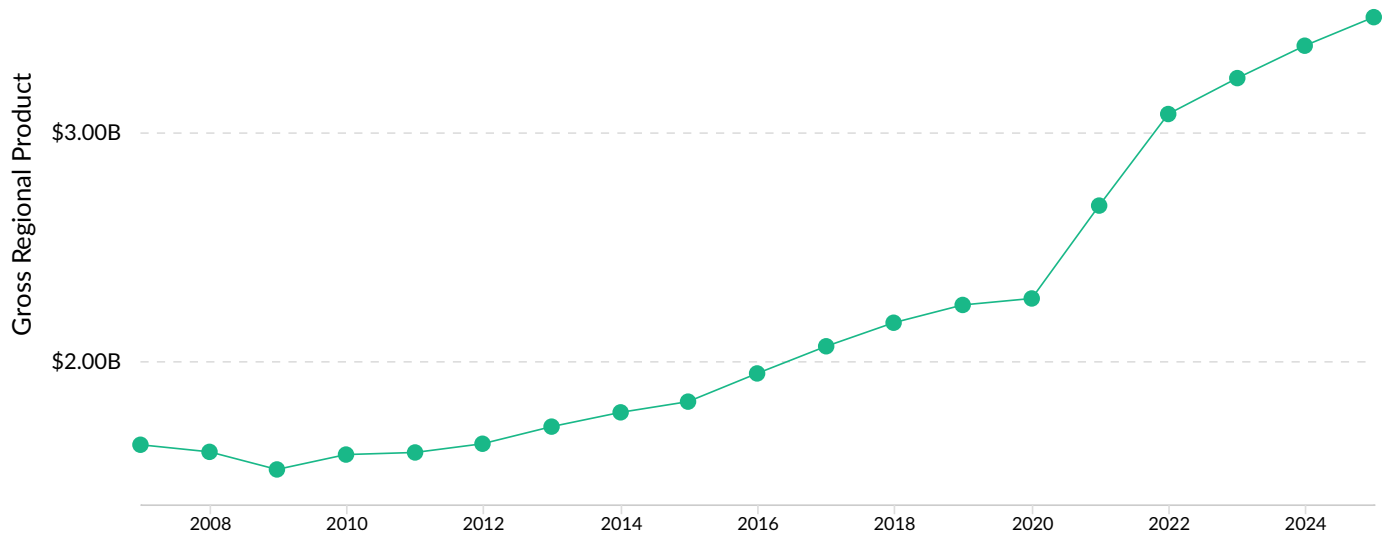
Top 15 Skills for All Job Types Sought by Your Selected Companies by Quarter

Skills help us understand the direction an industry is headed.



Gross Regional Product (GRP)

\$1.7B	\$897.7M	\$927.3M	\$3.5B
Earnings (2025)	Property Income (2025)	Taxes (2025)	Total GRP (2025)



Industry Requirements

Purchases from	In-region Purchases	Imported Purchases	Total Purchases
Lessors of Residential Buildings and Dwellings	\$112,724,289	\$24,920	\$112,749,209
General Warehousing and Storage	\$109,274,654	\$2,786,579	\$112,061,233
Corporate, Subsidiary, and Regional Managing Offices	\$72,267,261	\$33,467,681	\$105,734,942
Offices of Real Estate Agents and Brokers	\$59,001,310	\$22,420,018	\$81,421,328
Lessors of Nonresidential Buildings (except Miniwarehouses)	\$69,134,417	\$7,469,186	\$76,603,603