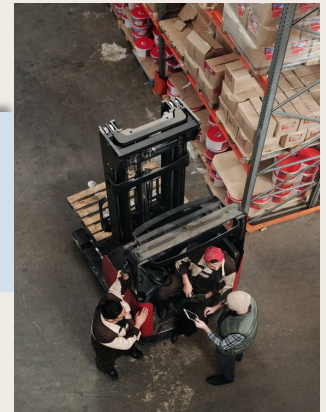


2024 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



What is Wholesale Trade?

The Wholesale Trade sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable non-consumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

Industry Employment & Wages

4.3% - Of all covered public and private employment in Iowa, with 67,643 jobs.

39.1% higher - than the statewide average of \$61,352 for all industries, the 2024 average annual wage for the sector was of \$85,363.

4.3% increase - In employment since the pandemic raising employment to 67,643. Employment in 2024 is higher than pre-pandemic employment as far back as 2016, being 1.3 percent higher than the 2016 employment count of 66,778. Despite this, 2024 employment dipped below that of 2023 by 120 employees.

Establishment Facts



7,721

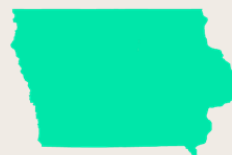
Wholesale Trade locations across Iowa in 2024

3,986

Durable Good Wholesaler locations made up the majority of establishments within the sector across Iowa in 2024, followed by Non-durable Goods Wholesalers with 2,980 locations. Electronic Market and Agent Broker Wholesalers, had 756 establishments statewide.



\$101,805 - National Annual Average Wage*



\$85,363 - Iowa Annual Average Wage*

Source: Quarterly Census of Employment and Wages (QCEW), Bureau of Labor Statistics
Iowa Workforce Development
<https://workforce.iowa.gov/labor-market-information/>

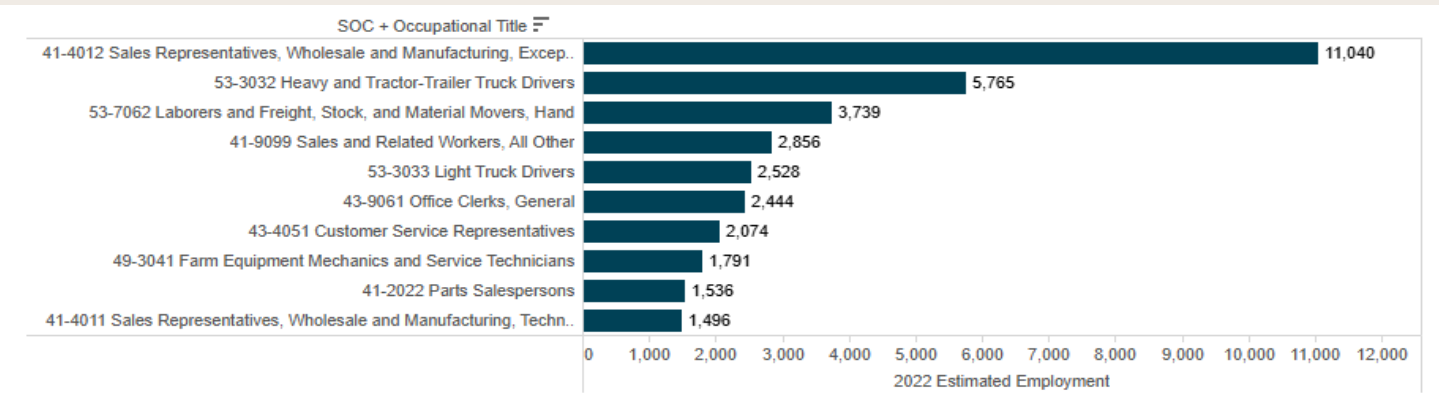
*Annual Average Wage only includes private employment

16.2% lower annual average wage in Iowa for this sector than the national average. Iowa has one of the lowest annual average wages for this sector compared to its neighboring states, with only Nebraska and South Dakota having a lower annual average wage.

<https://www.iowalmi.gov/qcew>

WHOLESALE TRADE Iowa Industry Profile

Top 10 Occupations for Wholesale Trade



16.6% - of all employment in the sector is within Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products occupations

2024-4th Qtr Industry Subsector Breakout by Employment & Wages

Industry Description	Locations	Average Monthly Employment	Average Weekly Wage Calculation
Grand Total	7,775	67,591	\$1,751
Merchant Wholesalers, Durable Goods	4,024	35,301	\$1,704
Merchant Wholesalers, Nondurable Goods	3,004	30,025	\$1,774
Wholesale Trade Agents and Brokers	747	2,265	\$2,180

52.2% - of sector employment is within the Merchant Wholesalers Durable Goods subsector, the largest within this industry, which employed 35,301 workers.

\$2,180 - the highest average weekly wage in this industry was in subsector Wholesale Trade Agents and Brokers.

Contact Information

Iowa Workforce Development, Employment Statistics Bureau

1000 E Grand Ave
Des Moines, IA 50319
800-532-1249

Fax: 515-281-8195

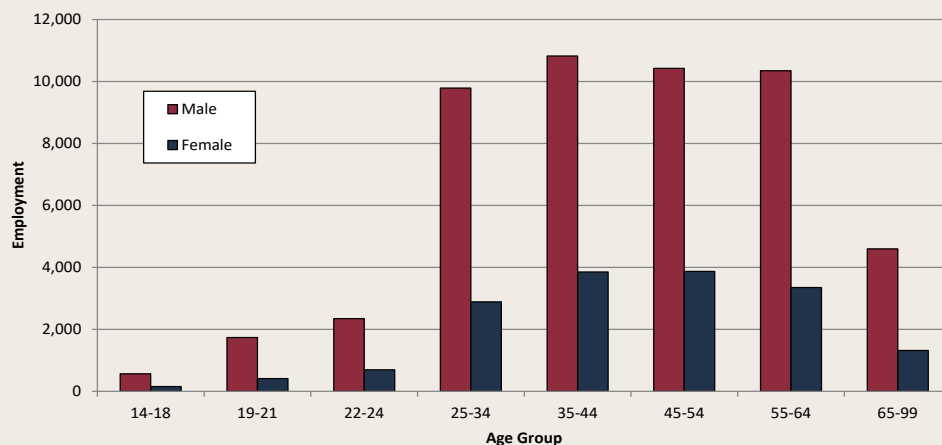
iw@iwd.iowa.gov

www.iowaworkforcedevelopment.gov

*Equal opportunity employer/program.
Auxiliary aids and services are available upon request to individuals with disabilities.*

TTY 515-281-4748
1-800-831-1399

Industry Distribution by Age and Gender, 4th Quarter 2024



75.4%- of employment for this sector was made up of males, while females accounted for 24.6 percent of the workforce.

Source: Quarterly Census of Employment and Wages (QCEW), Bureau of Labor Statistics Iowa Workforce Development
<https://workforce.iowa.gov/labor-market-information/>