



## Quarterly Results

- Below, we show quarterly (calendar) year-over-year results in 2008, 2009, 2010, and 2011. We've shaded (yellow) those categories that have had a slower growth rate in Q4 2011 than Q3 2011.

### **General Merchandise & Department Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+2.6%	+5.0%	+3.6%	+0.9%
2009	+0.5%	-2.3%	-1.7%	+0.8%
2010	+2.9%	+2.7%	+2.9%	+3.2%
2011	+2.0%	+3.8%	+4.4%	+3.4%

### **General Merchandise & Department Stores: Department Stores (Sub-Category of Above)**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	-5.5%	-3.0%	-5.1%	-6.6%
2009	-6.5%	-7.5%	-5.6%	-3.1%
2010	+0.2%	-1.0%	-1.5%	-0.6%
2011	-2.5%	-0.3%	+0.0%	-1.5%

### **Furniture & Home Furnishings Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	-7.5%	-7.5%	-11.7%	-15.0%
2009	-15.9%	-16.6%	-12.5%	-7.0%
2010	+0.4%	+2.0%	+2.6%	+1.3%
2011	-0.4%	+0.7%	+2.2%	+5.3%

### **Clothing & Clothing Accessory Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	-0.2%	+1.4%	-1.1%	-7.9%
2009	-7.2%	-9.4%	-5.9%	+0.2%
2010	+2.8%	+4.6%	+3.0%	+6.0%
2011	+4.9%	+6.3%	+7.1%	+4.9%

### **Electronics & Appliance Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+0.7%	+3.4%	-0.8%	-8.5%
2009	-6.2%	-14.4%	-12.7%	-5.6%
2010	-2.5%	+4.7%	+5.4%	+1.7%
2011	-0.2%	-0.6%	+0.0%	+1.5%

**Sporting Goods, Hobby, Book & Music Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+2.2%	+1.3%	-1.3%	-5.7%
2009	-4.0%	-5.7%	-3.3%	-0.5%
2010	+1.7%	+2.6%	+2.6%	+7.2%
2011	+5.6%	+5.9%	+6.1%	+3.3%

**Building Material & Garden Equipment Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	-6.4%	-3.5%	-3.3%	-8.6%
2009	-10.7%	-12.7%	-14.0%	-9.4%
2010	-2.3%	+6.6%	+5.8%	+12.3%
2011	+8.2%	+3.1%	+7.5%	+5.5%

**Food & Beverage Stores: Grocery Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+4.0%	+4.8%	+4.8%	+1.8%
2009	+0.2%	-0.4%	-1.0%	+0.9%
2010	+2.6%	+1.5%	+1.7%	+3.0%
2011	+4.2%	+6.6%	+6.7%	+4.9%

**Food Services & Drinking Places**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+2.9%	+3.1%	+2.3%	+0.5%
2009	+1.3%	-0.6%	-1.6%	-1.0%
2010	+0.7%	+2.3%	+3.4%	+4.1%
2011	+4.9%	+5.2%	+6.1%	+7.3%

**Health & Personal Care Stores**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+4.0%	+4.0%	+3.2%	+3.6%
2009	+3.2%	+3.0%	+2.3%	+3.2%
2010	+2.3%	+3.2%	+4.7%	+5.0%
2011	+6.8%	+4.5%	+4.3%	+3.0%

**Gasoline Stations**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+21.6%	+19.6%	+22.5%	-18.7%
2009	-32.1%	-31.3%	-26.2%	+8.4%
2010	+29.0%	+20.3%	+9.8%	+11.2%
2011	+15.0%	+21.6%	+21.0%	+12.5%

**Motor Vehicle & Parts Dealers**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	-4.1%	-9.2%	-16.3%	-26.4%
2009	-24.2%	-20.4%	-9.3%	+3.3%
2010	+5.9%	+11.8%	+7.8%	+13.7%
2011	+15.8%	+8.5%	+7.7%	+8.8%

**Non-Store Retailers**

	<u>Q1 Growth vs. LY</u>	<u>Q2 Growth vs. LY</u>	<u>Q3 Growth vs. LY</u>	<u>Q4 Growth vs. LY</u>
2008	+4.7%	+8.2%	+5.4%	-3.8%
2009	-3.8%	-7.6%	-4.4%	+5.6%
2010	+11.4%	+12.9%	+13.6%	+13.5%
2011	+14.7%	+13.7%	+11.4%	+12.2%

## Commerce Department - The Big Picture - February 14, 2012

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Total Retail &amp; Food Services</b>													
2008	376.847	372.483	373.741	375.681	376.866	377.893	375.530	373.985	368.166	353.736	342.632	333.767	4,401.327
2009	338.841	337.840	332.672	333.347	336.228	340.803	341.025	349.245	341.556	343.807	348.049	349.780	4,093.193
2010	351.079	352.109	359.877	361.735	359.262	358.722	359.466	363.666	366.417	370.676	373.952	376.487	4,353.448
2011	379.332	384.044	386.960	387.705	387.522	388.284	389.934	391.074	396.049	398.645	399.796	399.869	4,689.214
2012	401.400												
2008 Growth	3.4%	2.0%	1.4%	2.3%	1.3%	2.5%	1.5%	0.7%	-2.1%	-5.6%	-9.5%	-11.5%	-1.2%
2009 Growth	-10.1%	-9.3%	-11.0%	-11.3%	-10.8%	-9.8%	-9.2%	-6.6%	-7.2%	-2.8%	1.6%	4.8%	-7.0%
2010 Growth	3.6%	4.2%	8.2%	8.5%	6.9%	5.3%	5.4%	4.1%	7.3%	7.8%	7.4%	7.6%	6.4%
2011 Growth	8.0%	9.1%	7.5%	7.2%	7.9%	8.2%	8.5%	7.5%	8.1%	7.5%	6.9%	6.2%	7.7%
2012 Growth	5.8%												
4-Yr Growth %	6.5%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Retail (Excl. Motor Vehicle &amp; Parts Dealers)</b>													
2008	264.781	263.041	264.264	267.343	269.512	272.363	273.636	270.167	266.731	259.096	248.759	240.887	3,160.580
2009	243.704	244.966	241.068	241.769	243.896	246.539	246.147	248.718	249.661	249.512	252.374	253.950	2,962.304
2010	255.314	257.346	260.224	261.708	258.790	258.953	258.941	261.781	264.008	266.660	269.184	271.092	3,144.001
2011	273.111	275.188	278.627	280.111	280.617	280.891	282.061	283.559	285.028	286.350	286.887	285.012	3,377.442
2012	287.114												
2008 Growth	4.9%	3.9%	3.3%	5.0%	4.5%	6.1%	6.0%	4.8%	2.8%	-0.4%	-6.3%	-8.9%	2.1%
2009 Growth	-8.0%	-6.9%	-8.8%	-9.6%	-9.5%	-9.5%	-10.0%	-7.9%	-6.4%	-3.7%	1.5%	5.4%	-6.3%
2010 Growth	4.8%	5.1%	7.9%	8.2%	6.1%	5.0%	5.2%	5.3%	5.7%	6.9%	6.7%	6.8%	6.1%
2011 Growth	7.0%	6.9%	7.1%	7.0%	8.4%	8.5%	8.9%	8.3%	8.0%	7.4%	6.6%	5.1%	7.4%
2012 Growth	5.1%												
4-Yr Growth %	8.4%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Total Retail &amp; Food (Excl. Motor Vehicle &amp; Parts Dealers, Gasoline Stores, and Building Material &amp; Garden Equipment)</b>													
2008	196.508	194.820	195.780	198.265	199.351	200.116	200.681	198.907	195.751	194.216	193.045	190.067	2,357.507
2009	192.041	192.206	189.804	190.493	191.003	191.029	191.216	192.188	192.965	193.698	193.924	195.148	2,305.715
2010	196.242	198.161	199.145	198.602	198.489	199.564	199.137	201.282	202.355	203.256	205.231	205.267	2,406.731
2011	207.154	208.521	209.620	210.571	210.709	211.462	212.355	213.230	214.435	215.543	215.894	214.672	2,544.166
2012	216.114												
2008 Growth	3.0%	2.0%	1.9%	3.6%	3.5%	3.8%	3.2%	2.5%	0.7%	-0.5%	-2.0%	-3.4%	1.5%
2009 Growth	-2.3%	-1.3%	-3.1%	-3.9%	-4.2%	-4.5%	-4.7%	-3.4%	-1.4%	-0.3%	0.5%	2.7%	-2.2%
2010 Growth	2.2%	3.1%	4.9%	4.3%	3.9%	4.5%	4.1%	4.7%	4.9%	4.9%	5.8%	5.2%	4.4%
2011 Growth	5.6%	5.2%	5.3%	6.0%	6.2%	6.0%	6.6%	5.9%	6.0%	6.0%	5.2%	4.6%	5.7%
2012 Growth	4.3%												
4-Yr Growth %	10.0%												

July 2011 was the strongest year-over-year growth rate for our "mall" measuring stick since March 2006.

TRG's favorite measure of retail sales. Here we exclude motor vehicles, gas stations and building materials to more closely analyze what's happening at the mall.

Notice that 'comps' initially declined on a year-over-year basis in October 2008 and were negative for 13 months before turning positive again in November 2009. Positive results for 27 consecutive months.

## Commerce Department Category Sales Data (Major Categories Only)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>General Merchandise Stores (Department Stores &amp; Discount Stores)</b>													
2008	48.888	48.960	49.234	49.566	50.397	50.855	50.636	50.283	49.686	49.333	49.788	49.098	596.724
2009	49.419	49.325	49.048	49.013	49.322	49.076	48.978	49.376	49.624	50.142	49.306	49.993	592.622
2010	50.351	50.875	50.834	50.682	50.336	50.440	50.515	50.858	50.868	51.001	51.785	51.454	609.999
2011	51.093	51.877	52.084	52.361	52.262	52.585	52.795	52.787	53.353	53.163	53.333	52.976	630.669
2012	54.041												
2008 Growth	2.0%	3.5%	2.2%	3.9%	5.3%	5.9%	4.6%	3.6%	2.6%	1.7%	1.8%	-0.7%	3.0%
2009 Growth	1.1%	0.7%	-0.4%	-1.1%	-2.1%	-3.5%	-3.3%	-1.8%	-0.1%	1.6%	-1.0%	1.8%	-0.7%
2010 Growth	1.9%	3.1%	3.6%	3.4%	2.1%	2.8%	3.1%	3.0%	2.5%	1.7%	5.0%	2.9%	2.9%
2011 Growth	1.5%	2.0%	2.5%	3.3%	3.8%	4.3%	4.5%	3.8%	4.9%	4.2%	3.0%	3.0%	3.4%
2012 Growth	5.8%												
4-Yr Growth %	10.5%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>General Merchandise Stores: Department Stores (Sub-Category of "General Merchandise Stores")</b>													
2008	16.839	16.853	16.769	16.803	16.910	17.110	16.843	16.621	16.205	16.043	16.406	15.851	199.253
2009	15.848	15.699	15.657	15.706	15.767	15.541	15.549	15.682	15.636	15.717	15.467	15.606	187.875
2010	15.670	15.653	15.959	15.565	15.477	15.481	15.405	15.436	15.306	15.324	15.812	15.389	186.477
2011	15.183	15.463	15.464	15.509	15.398	15.499	15.401	15.307	15.421	15.239	15.294	15.271	184.449
2012	15.417												
2008 Growth	-6.2%	-4.4%	-5.9%	-3.7%	-3.7%	-1.5%	-4.0%	-4.9%	-6.5%	-7.1%	-5.0%	-7.8%	-5.1%
2009 Growth	-5.9%	-6.8%	-6.6%	-6.5%	-6.8%	-9.2%	-7.7%	-5.6%	-3.5%	-2.0%	-5.7%	-1.5%	-5.7%
2010 Growth	-1.1%	-0.3%	1.9%	-0.9%	-1.8%	-0.4%	-0.9%	-1.6%	-2.1%	-2.5%	2.2%	-1.4%	-0.7%
2011 Growth	-3.1%	-1.2%	-3.1%	-0.4%	-0.5%	0.1%	0.0%	-0.8%	0.8%	-0.6%	-3.3%	-0.8%	-1.1%
2012 Growth	1.5%												
4-Yr Growth %	-8.4%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Furniture &amp; Home Furnishing Stores</b>													
2008	8.938	8.705	8.668	8.686	8.687	8.559	8.466	8.253	7.834	7.870	7.757	7.583	100.006
2009	7.519	7.467	7.139	7.187	7.218	7.212	7.187	7.125	7.160	7.114	7.175	7.285	86.788
2010	7.315	7.435	7.456	7.386	7.348	7.314	7.328	7.375	7.328	7.273	7.296	7.277	88.131
2011	7.209	7.351	7.547	7.441	7.403	7.367	7.437	7.489	7.585	7.578	7.643	7.786	89.836
2012	7.771												
2008 Growth	-6.9%	-7.6%	-8.0%	-7.8%	-7.1%	-7.6%	-9.2%	-11.5%	-14.4%	-14.0%	-15.2%	-15.9%	-10.4%
2009 Growth	-15.9%	-14.2%	-17.6%	-17.3%	-16.9%	-15.7%	-15.1%	-13.7%	-8.6%	-9.6%	-7.5%	-3.9%	-13.2%
2010 Growth	-2.7%	-0.4%	4.4%	2.8%	1.8%	1.4%	2.0%	3.5%	2.3%	2.2%	1.7%	-0.1%	1.5%
2011 Growth	-1.4%	-1.1%	1.2%	0.7%	0.7%	0.7%	1.5%	1.5%	3.5%	4.2%	4.8%	7.0%	1.9%
2012 Growth	7.8%												
4-Yr Growth %	-13.1%												

\*Amounts above in billions. Data adjusted for seasonal variations, holiday and trading day differences, but not for price changes.

**Furniture & Home Furnishing Stores** - While sales modestly improved in calendar 2010 (+1.6%), the category had reported 3 straight years of declines in 2007 through 2009. Strong growth of late.

## Commerce Department Category Sales Data (Major Categories Only)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Clothing &amp; Clothing Accessory Stores</b>													
2008	18.655	18.278	18.428	18.591	18.652	18.780	18.741	18.584	17.608	17.318	17.206	16.853	217.694
2009	17.236	17.487	16.671	16.807	17.075	16.900	17.053	17.328	17.295	17.318	17.030	17.121	205.321
2010	17.411	17.520	17.878	17.776	17.709	17.616	17.686	17.832	17.684	18.062	18.404	18.083	213.661
2011	18.220	18.495	18.681	18.707	18.747	18.975	18.948	18.896	19.158	18.968	19.077	19.181	226.053
2012	19.183												
2008 Growth	0.7%	0.0%	-1.3%	1.9%	0.4%	1.9%	0.7%	0.7%	-4.8%	-6.4%	-7.8%	-9.6%	-2.0%
2009 Growth	-7.6%	-4.3%	-9.5%	-9.6%	-8.5%	-10.0%	-9.0%	-6.8%	-1.8%	0.0%	-1.0%	1.6%	-5.7%
2010 Growth	1.0%	0.2%	7.2%	5.8%	3.7%	4.2%	3.7%	2.9%	2.2%	4.3%	8.1%	5.6%	4.1%
2011 Growth	4.6%	5.6%	4.5%	5.2%	5.9%	7.7%	7.1%	6.0%	8.3%	5.0%	3.7%	6.1%	5.8%
2012 Growth	5.3%												
4-Yr Growth %	2.8%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Electronics &amp; Appliance Stores</b>													
2008	9.341	9.162	9.136	9.321	9.491	9.307	9.340	9.136	8.921	8.769	8.841	8.446	109.211
2009	8.943	8.833	8.138	8.094	7.987	7.998	7.899	7.999	8.010	8.034	8.405	8.169	98.509
2010	8.361	8.572	8.341	8.295	8.420	8.506	8.400	8.337	8.453	8.391	8.319	8.321	100.716
2011	8.276	8.364	8.594	8.439	8.325	8.302	8.395	8.410	8.390	8.595	8.631	8.187	100.908
2012	8.228												
2008 Growth	0.6%	0.3%	1.1%	2.5%	4.0%	3.7%	2.5%	-1.0%	-3.7%	-6.3%	-8.2%	-10.9%	-1.4%
2009 Growth	-4.3%	-3.6%	-10.9%	-13.2%	-15.8%	-14.1%	-15.4%	-12.4%	-10.2%	-8.4%	-4.9%	-3.3%	-9.8%
2010 Growth	-6.5%	-3.0%	2.5%	2.5%	5.4%	6.4%	6.3%	4.2%	5.5%	4.4%	-1.0%	1.9%	2.2%
2011 Growth	-1.0%	-2.4%	3.0%	1.7%	-1.1%	-2.4%	-0.1%	0.9%	-0.7%	2.4%	3.8%	-1.6%	0.2%
2012 Growth	-0.6%												
4-Yr Growth %	-11.9%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Sporting Goods, Hobby, Book &amp; Music Stores</b>													
2008	7.174	7.031	7.035	7.114	7.265	7.225	7.229	7.254	6.822	6.764	6.776	6.731	84.420
2009	6.894	6.806	6.681	6.803	6.741	6.779	6.798	6.977	6.827	6.722	6.589	6.858	81.535
2010	6.912	6.851	6.958	6.928	6.968	7.011	7.059	7.041	7.030	7.102	7.258	7.263	84.381
2011	7.164	7.337	7.390	7.372	7.352	7.410	7.324	7.533	7.567	7.509	7.440	7.395	88.793
2012	7.473												
2008 Growth	4.5%	2.7%	-0.6%	1.8%	1.2%	1.0%	-1.3%	1.0%	-3.5%	-5.8%	-5.7%	-5.5%	-0.9%
2009 Growth	-3.9%	-3.2%	-5.0%	-3.5%	-7.2%	-6.2%	-6.0%	-3.8%	0.1%	-0.6%	-2.8%	1.9%	-3.4%
2010 Growth	0.3%	0.7%	4.1%	0.9%	3.4%	3.4%	3.8%	0.9%	3.0%	5.7%	10.2%	5.9%	3.5%
2011 Growth	3.6%	7.1%	6.2%	6.4%	5.5%	5.7%	3.8%	7.0%	7.6%	5.7%	2.5%	1.8%	5.2%
2012 Growth	4.3%												
4-Yr Growth %	4.2%												

\*Amounts above in billions. Data adjusted for seasonal variations, holiday and trading day differences, but not for price changes.

**Sporting Goods, Hobby, Book & Music Stores - strong growth through October 2011. Large-scale deceleration in November/December 2011.**

**Electronics & Appliance Stores - 19 straight months of year-over-year declines through February 2010.**

**Sharp acceleration/rebound in October/November 2011 followed by another deceleration in December 2011/January 2012.**

## Commerce Department Category Sales Data (Major Categories Only)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Building Material &amp; Garden Equipment Supplies Dealers</b>													
2008	25.781	25.744	25.286	25.748	25.851	26.089	26.213	25.693	25.484	25.086	23.720	23.081	303.776
2009	23.157	22.986	22.485	22.501	22.603	22.718	22.346	22.165	22.012	21.458	21.877	21.819	268.127
2010	21.806	21.952	23.289	25.530	23.498	23.249	23.293	23.384	23.716	24.411	24.255	24.533	282.916
2011	24.099	23.865	24.580	24.676	24.753	25.102	24.943	25.351	25.361	25.725	25.479	25.999	299.933
2012	26.054												
2008 Growth	-5.5%	-5.0%	-8.7%	-3.2%	-5.2%	-2.1%	-2.1%	-3.8%	-4.0%	-4.3%	-10.8%	-10.8%	-5.5%
2009 Growth	-10.2%	-10.7%	-11.1%	-12.6%	-12.6%	-12.9%	-14.8%	-13.7%	-13.6%	-14.5%	-7.8%	-5.5%	-11.7%
2010 Growth	-5.8%	-4.5%	3.6%	13.5%	4.0%	2.3%	4.2%	5.5%	7.7%	13.8%	10.9%	12.4%	5.5%
2011 Growth	10.5%	8.7%	5.5%	-3.3%	5.3%	8.0%	7.1%	8.4%	6.9%	5.4%	5.0%	6.0%	6.0%
2012 Growth	8.1%												
4-Yr Growth %	1.1%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Food &amp; Beverage Stores: Grocery Stores</b>													
2008	42.105	42.011	42.218	42.630	42.451	42.888	43.022	43.259	42.997	42.930	42.823	41.922	511.256
2009	42.484	41.929	41.120	42.282	42.476	42.660	42.534	42.543	42.936	42.816	43.113	42.899	510.792
2010	42.970	43.546	43.358	43.065	43.212	43.096	42.887	43.564	43.768	44.004	44.367	44.319	522.156
2011	44.852	45.084	45.355	45.920	45.861	46.090	46.257	46.435	46.300	46.547	46.466	46.164	551.331
2012	46.768												
2008 Growth	4.3%	3.3%	4.5%	5.0%	4.2%	5.0%	4.4%	5.7%	4.4%	3.2%	2.5%	-0.3%	3.8%
2009 Growth	0.9%	-0.2%	-0.2%	-0.8%	0.1%	-0.5%	-1.1%	-1.7%	-0.1%	-0.3%	0.7%	2.3%	-0.1%
2010 Growth	1.1%	3.9%	2.9%	1.9%	1.7%	1.0%	0.8%	2.4%	1.9%	2.8%	2.9%	3.3%	2.2%
2011 Growth	4.4%	3.5%	4.6%	6.6%	6.1%	6.9%	7.9%	6.6%	5.8%	5.8%	4.7%	4.2%	5.6%
2012 Growth	4.3%												
4-Yr Growth %	11.1%												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Food Services &amp; Drinking Places</b>													
2008	37.867	37.245	37.469	37.864	38.101	38.185	38.225	38.178	38.367	38.193	38.149	38.120	455.963
2009	38.262	38.049	37.782	37.855	37.828	37.738	37.721	37.616	37.572	37.559	37.888	37.856	453.726
2010	37.775	38.428	38.690	38.742	38.629	38.677	38.699	39.094	38.966	39.162	39.366	39.469	465.697
2011	39.398	40.311	40.765	40.389	40.781	40.935	40.967	41.170	41.730	42.101	42.202	42.358	493.107
2012	42.618												
2008 Growth	3.8%	3.0%	1.9%	3.1%	3.3%	2.8%	2.3%	2.4%	2.1%	1.0%	1.3%	-0.9%	2.2%
2009 Growth	1.0%	2.2%	0.8%	0.0%	-0.7%	-1.2%	-1.3%	-1.5%	-2.1%	-1.7%	-0.7%	-0.7%	-0.5%
2010 Growth	-1.3%	1.0%	2.4%	2.3%	2.1%	2.5%	2.6%	3.9%	3.7%	4.3%	3.9%	4.3%	2.6%
2011 Growth	4.3%	4.9%	5.4%	4.3%	5.6%	5.8%	5.9%	5.3%	7.1%	7.5%	7.2%	7.3%	5.9%
2012 Growth	8.2%												
4-Yr Growth %	12.5%												

\*Amounts above in billions. Data adjusted for seasonal variations, holiday and trading day differences, but not for price changes.

**Food Service & Drinking Places** - 14 consecutive months with +4.3% or greater year-over-year growth through January 2012. Accelerating year-over-year growth in January 2012.

**Building Material & Equipment Supplies Dealers** - Prior to March 2010, 42 months with year-over-year declines. 13 consecutive months in positive territory. This winning streak was snapped in April 2011 as the category bumped up against a spike in April 2010 with unfavorable weather in April 2011.

## Commerce Department Category Sales Data (Major Categories Only)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Health &amp; Personal Care Stores</b>													
2008	20.163	20.323	20.241	20.376	20.516	20.583	20.713	20.620	20.627	20.696	20.718	20.704	246.280
2009	20.606	20.960	21.075	21.074	21.089	21.129	21.064	21.012	21.312	21.329	21.403	21.343	253.396
2010	21.154	21.433	21.509	21.851	21.573	21.886	21.958	22.123	22.258	22.313	22.457	22.517	263.032
2011	22.977	22.685	22.821	22.592	22.846	22.826	22.969	23.115	23.076	23.145	23.061	23.131	275.244
2012	23.066												
2008 Growth	3.8%	4.6%	3.6%	3.8%	4.1%	4.1%	3.9%	2.8%	2.9%	3.1%	3.7%	4.0%	3.7%
2009 Growth	2.2%	3.1%	4.1%	3.4%	2.8%	2.7%	1.7%	1.9%	3.3%	3.1%	3.3%	3.1%	2.9%
2010 Growth	2.7%	2.3%	2.1%	3.7%	2.3%	3.6%	4.2%	5.3%	4.4%	4.6%	4.9%	5.5%	3.8%
2011 Growth	8.6%	5.8%	6.1%	3.4%	5.9%	4.3%	4.6%	4.5%	3.7%	3.7%	2.7%	2.7%	4.6%
2012 Growth	0.4%												
<b>4-Yr Growth %</b>	<b>14.4%</b>												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Gasoline Stations</b>													
2008	42.492	42.477	43.198	43.330	44.310	46.158	46.742	45.567	45.496	39.794	31.994	27.739	499.297
2009	28.506	29.774	28.779	28.775	30.290	32.792	32.585	34.365	34.684	34.356	36.573	36.983	388.462
2010	37.266	37.233	37.790	37.576	36.803	36.140	36.511	37.115	37.937	38.993	39.698	41.292	454.354
2011	41.858	42.802	44.427	44.864	45.155	44.327	44.763	44.978	45.232	45.082	45.514	44.341	533.343
2012	44.946												
2008 Growth	24.1%	20.9%	20.0%	18.8%	16.0%	24.1%	26.1%	22.9%	18.5%	2.7%	-23.8%	-33.4%	10.4%
2009 Growth	-32.9%	-29.9%	-33.4%	-33.6%	-31.6%	-29.0%	-30.3%	-24.6%	-23.8%	-13.7%	14.3%	33.3%	-22.2%
2010 Growth	30.7%	25.1%	31.3%	30.6%	21.5%	10.2%	12.0%	8.0%	9.4%	13.5%	8.5%	11.7%	17.0%
2011 Growth	12.3%	15.0%	17.6%	19.4%	22.7%	22.7%	22.6%	21.2%	19.2%	15.6%	14.7%	7.4%	17.4%
2012 Growth	7.4%												
<b>4-Yr Growth %</b>	<b>5.8%</b>												

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Motor Vehicle &amp; Parts Dealers</b>													
2008	74.199	72.197	72.008	70.474	69.253	67.345	63.669	65.640	63.068	56.447	55.724	54.760	784.784
2009	56.875	54.825	53.822	53.723	54.504	56.526	57.157	62.911	54.323	56.736	57.787	57.974	677.163
2010	57.990	56.335	60.963	61.285	61.843	61.092	61.806	62.791	63.443	64.854	65.402	65.926	743.730
2011	66.823	68.545	67.568	67.205	66.124	66.458	66.906	66.345	69.291	70.194	70.707	72.499	818.665
2012	71.668												
2008 Growth	-1.9%	-5.0%	-5.4%	-7.3%	-10.0%	-10.1%	-14.4%	-14.0%	-20.2%	-26.6%	-26.0%	-26.4%	-14.0%
2009 Growth	-23.3%	-24.1%	-25.3%	-23.8%	-21.3%	-16.1%	-10.2%	-4.2%	-13.9%	0.5%	3.7%	5.9%	-13.7%
2010 Growth	2.0%	2.8%	13.3%	14.1%	13.5%	8.1%	8.1%	-0.2%	16.8%	14.3%	13.2%	13.7%	9.8%
2011 Growth	15.2%	21.7%	10.8%	9.7%	6.9%	8.8%	8.3%	5.7%	9.2%	8.2%	8.1%	10.0%	10.1%
2012 Growth	7.3%												
<b>4-Yr Growth %</b>	<b>-3.4%</b>												

\*Amounts above in billions. Data adjusted for seasonal variations, holiday and trading day differences, but not for price changes.

**23 straight months of year-over-year declines for *Motor Vehicles & Parts Dealers*. Finally returns to positive territory in October 2009. Growth in February 2011 was the strongest since at least 1998.**

## Commerce Department Category Sales Data (Major Categories Only)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	FY
<b>Non-Store Retailers</b>													
2008	26.209	25.982	26.524	27.597	27.468	27.410	27.736	27.140	26.970	26.343	25.306	25.095	319.780
2009	25.195	25.416	25.105	25.304	25.294	25.627	26.033	26.065	26.121	26.550	27.023	27.483	311.216
2010	27.904	28.000	28.481	28.306	28.542	29.211	28.987	29.654	30.202	30.196	30.564	31.239	351.286
2011	32.435	32.114	32.257	32.558	32.717	32.593	32.674	32.973	33.331	34.299	34.550	34.390	396.891
2012	34.025												
2008 Growth	7.2%	1.7%	5.4%	8.6%	8.4%	7.7%	7.2%	5.5%	3.5%	0.3%	-6.4%	-5.2%	3.6%
2009 Growth	-3.9%	-2.2%	-5.3%	-8.3%	-7.9%	-6.5%	-6.1%	-4.0%	-3.1%	0.8%	6.8%	9.5%	-2.7%
2010 Growth	10.8%	10.2%	13.4%	11.9%	12.8%	14.0%	11.3%	13.8%	15.6%	13.7%	13.1%	13.7%	12.9%
2011 Growth	16.2%	14.7%	13.3%	15.0%	14.6%	11.6%	12.7%	11.2%	10.4%	13.6%	13.0%	10.1%	13.0%
2012 Growth	4.9%												
4-Yr Growth %	29.8%												

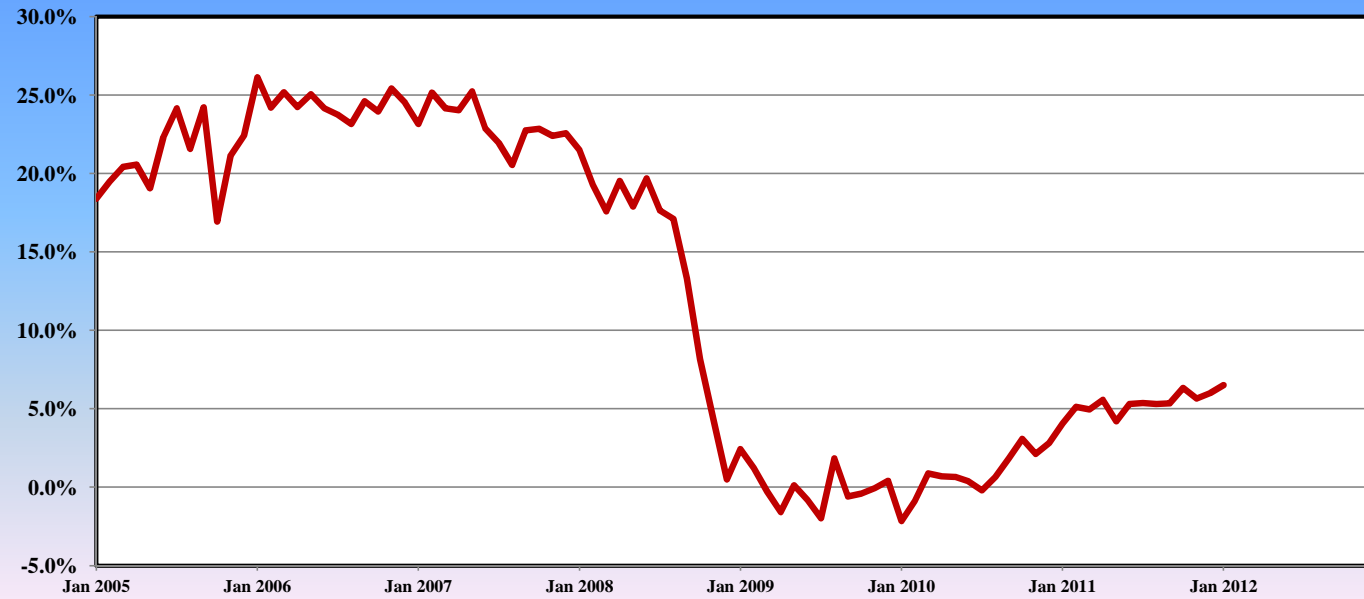
\*Amounts above in billions. Data adjusted for seasonal variations, holiday and trading day differences, but not for price changes.

**Non-Store Retailers continue to take a material amount of market share. Wow!**

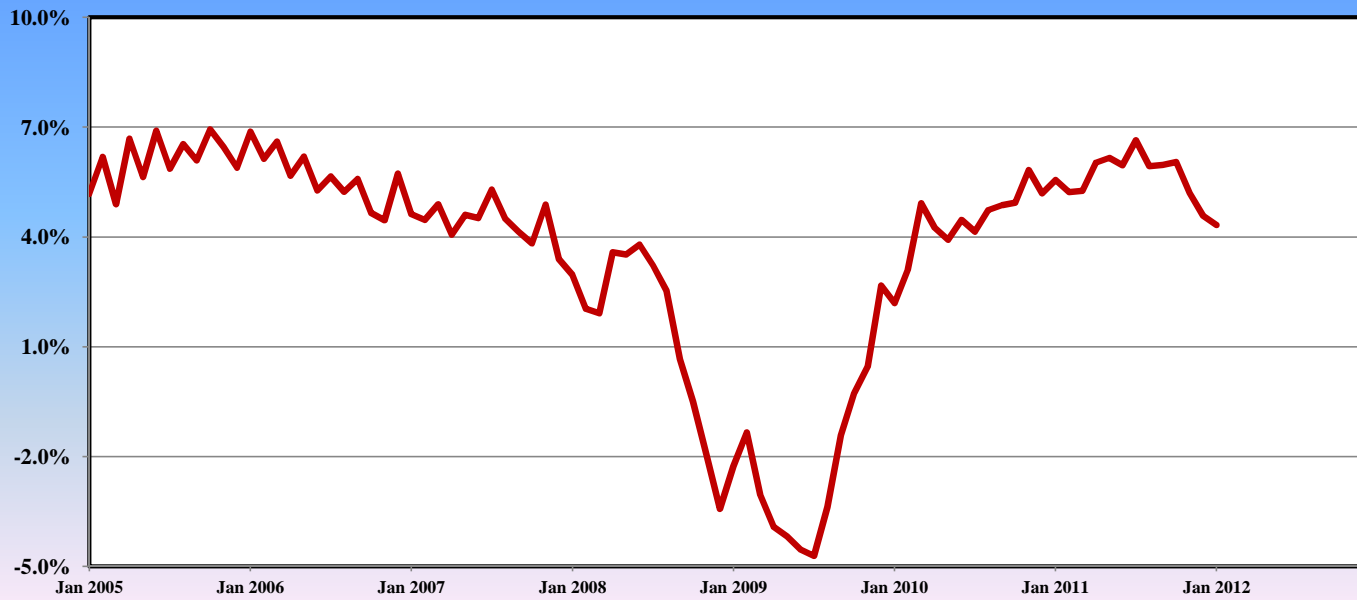
**Total Retail & Food Services: 1-Year Growth %**



**Total Retail & Food Services: 4-Year Growth %**



**Mall Categories: 1-Year Growth %**



**Mall Categories: 4-Year Growth %**

