

BR/95-RV  
Current Business Reports

# Combined Annual and Revised Monthly Retail Trade

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A detailed summary of Retail Sales  
and Inventories for the period:

January 1986 through  
December 1995

U.S. Department of Commerce  
Economics and Statistics Administration  
BUREAU OF THE CENSUS

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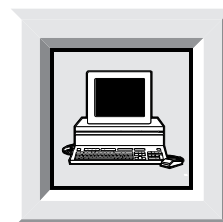
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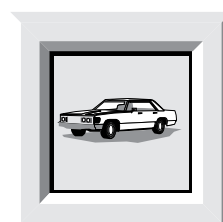
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# Combined Annual and Revised Monthly Retail Trade 1986 through 1995

This publication contains the following retail trade estimates:

- Annual and monthly sales by retail stores— at the National level. for selected geographic levels. by Group II stores.
- End-of-year and end-of-month inventory values.
- Inventories/sales ratios.
- Annual purchases and gross margin levels.
- Gross margin, as a percent of sales.
- Accounts receivables owed to retail stores.
- Per capita sales.

## REVISIONS

Statistics in this publication reflect a benchmarking process that revised the previously published monthly estimates of sales for 1993 through 1995 and the end-of-month inventories by retail stores for 1994 and 1995. The revised unadjusted sales estimates reflect the results derived from the 1993 and 1994 Annual Retail Trade Surveys. Revised unadjusted inventory estimates reflect results from the 1994 Annual Retail Trade Survey.

The 1993 annual estimates of sales and purchases were revised for certain SICs prior to implementing the benchmarking operation. The end-of-year inventory estimate for 1993 for the total automotive group was also revised. As a result, all monthly inventory estimates for the SICs affected by this revision were revised for January 1993, instead of January 1994.

**Benchmarking retail sales.** We revised the monthly sales estimates for January 1993 through December 1995 in a manner which—

1. linked the revised estimates to the previously published December 1992 estimates.
2. equated the sum of the 12 monthly estimates to the 1993 and 1994 annual estimates.
3. minimized differences between the month-to-month trends of the originally tabulated estimates and the revised estimates.

**Benchmarking end-of-month inventories.** We benchmarked the inventories estimates in a manner similar to the sales estimates. (1) We linked the revised estimates to the previously published December 1993 estimates; (2) we equated the December 1994 estimates to the 1994 end-of-year estimates from the annual survey; and (3) we minimized difference between the month-to-month trends of the originally tabulated estimates and revised estimates.

**Carry-forward factors.** The 1995 monthly sales and inventories estimates were revised to be compatible with the 1994 estimates. We multiplied the originally tabulated 1995 monthly estimates by the ratios of the December 1994 (revised)-to-December 1994 (originally tabulated) estimates. These ratios are referred to as “carry-forward” factors. We will use these same “carry-forward” factors to modify the estimates of sales and inventories each month in 1996. These 1996 estimates should, therefore, be compatible with the revised 1993 through 1995 estimates.

We benchmarked specific detailed kind-of-business estimates for sales, inventories, and added appropriate estimates to derive the summary totals. This process assured additivity.

For certain SIC's, we applied corrections to the originally tabulated end-of-month inventories estimates before the benchmarking operation began. These corrections could have changed some of the previously published month-to-month trends.

The following table shows a comparison of the revised sales and inventories estimates to the previously published estimates for 1995:

## 1995 Retail Sales and Inventories Comparison of the Revised Estimates to the Previously Published Estimates

[Data in millions of dollars]

Kind of business	Revised	Previously published	Percent difference
<b>SALES</b>			
<b>Total retail stores</b> .....	2,340,187	2,348,076	-0.3
Durable goods .....	936,212	941,151	-0.5
Building materials.....	124,626	124,360	+0.2
Automotive group .....	560,624	568,895	-1.5
Furniture group.....	129,923	130,137	-0.2
Nondurable goods .....	1,404,605	1,406,925	-0.2
General merchandise .....	296,904	296,112	+0.3
Food group .....	410,512	408,674	+0.5
Gasoline stations .....	148,192	147,901	0.2
Apparel group.....	109,962	109,570	0.4
Eating and drinking .....	233,606	239,929	-2.6
Drug stores .....	84,240	84,240	-0.3
<b>INVENTORIES<sup>1</sup></b>			
Total retail stores .....	298,371	298,518	-0.1
Durable goods .....	161,359	160,575	+0.5
Building materials.....	20,247	20,644	-1.9
Automotive group.....	88,815	87,733	1.2
Furniture group.....	24,412	25,279	-3.4
Nondurable goods .....	137,012	137,943	-0.7
General merchandise .....	53,245	54,401	-2.1
Food group .....	28,352	28,273	+0.3
Apparel group.....	21,231	20,761	+2.3

<sup>1</sup>End of December. Not adjusted for seasonal variations.

### Causes For Revision

There are several reasons for revisions. The main contributors to the revision from the previously published estimates are:

**Timing.** The respondents have more time to prepare their annual reports than they do for their monthly reports. The annual responses are requested at a time when many companies have had a chance to compile audited book figures for their own purposes. The timing of the annual survey is such that we are also able to obtain independent verification of the reported data from such sources as a company's annual report to its stockholders. On the other hand, respondents to the monthly survey have just a few weeks to provide reports of their sales and end-of-month inventories. Sometimes these reports are based on incomplete or unaudited records and include estimates by the respondents to represent their understanding of their business.

**Sampling.** The annual samples are larger than the samples used to develop the estimates for any given month. As described in more detail in appendix A of this report, the samples used to produce the sales estimates each month consist of certainty companies, noncertainty employer identification numbers (EIN's), and (prior to August 1993) area sample stores.

- The companies selected as certainty companies are those companies that had large sales in relation to other companies in their kind-of-retail trade group. The monthly and annual samples are the same for certainty companies.
- The initial selection of the noncertainty EIN's was based on stratified random sampling, using annual sales as the measure of size, for those EIN's not belonging to a certainty company. The noncertainty EIN'S selected in the monthly sample were divided into 3 groups, with one group reporting on a rotating basis each month. The annual sample consists of 2 of the 3 groups of EIN's.
- The sample used for the end-of-month inventories estimates is a subsample of the monthly sales sample. The monthly inventories sample is about 1/3 the size of the monthly sales sample. This, combined with the differences between the annual and monthly surveys mentioned above, often results in greater revision for the inventories estimates than for the sales estimates.

**Response.** The annual estimates are based on more reported data than are the monthly estimates. The response to the annual retail trade survey is required by law. This requirement results in a response rate above 90 percent. The response to our monthly survey is not mandatory. The response rates for the monthly surveys are usually around 80 percent for sales and 70 percent for inventories. The sales and inventories for the nonreported retailers are accounted for by an imputation process. This process assumes that the missing businesses have trends similar to the businesses in their kind of business, that did report.

### Adjustment factors

In addition to the benchmarking operations, we developed new factors to adjust the 1993 through 1995 monthly sales estimates for seasonal variations as well as trading day and holiday differences. We used the unadjusted sales estimates for the months of January 1967 through January or February 1996 as input. We also developed new factors to adjust the 1994 and 1995 inventories estimates, using the months of December 1980 through January 1996 as input.

The seasonal adjustment program which developed the factors in this publication was the X-11 ARIMA version, developed by Statistics Canada. We developed the adjustment factors for the sales of department stores (SIC 5311), variety stores (SIC 5331), and miscellaneous general merchandise stores (SIC 5399) by the version using forecasting. We used the version without forecasting to calculate all other factors.

### Revision Of Group II Sales

We revised the Group II (see "Definition of Terms" below) estimates of sales in proportion to the revision

occurring at the all-store level. Ratios of difference were derived for each month being revised at each kind-of-business level of sales.

- We derived ratios of difference at the all-store, United States level by dividing the revised estimates of sales by the previously published monthly estimates. Separate ratios were developed for each month and each kind-of-business group.
- We multiplied the previously published group II sales estimates by the ratios of difference to derive revised group II estimates for the respective kinds of business.

## Revision of Geographic Area Sales Estimates

We revised each geographic area level of sales in proportion to the revision at the United States level. We multiplied the United States ratio of difference (see section above) by the previously published sales estimates for each published geographic area.

## DEFINITION OF TERMS

### Retail Trade

Retail trade, as defined in major groups 52 through 59 of the Standard Industrial Classification Manual: 1987, includes establishments that are engaged in the sale of merchandise for personal or household consumption and in the rendering of services that are incidental to the sale of the merchandise. Additional characteristics of retail establishments are:

- They usually operate at fixed places of business.
- They are engaged in activities to attract the general public to buy.
- They buy or receive and sell merchandise.
- They may process their products, but such processing is incidental or subordinate to selling.
- They are considered as retail in the trade.

Not all of these characteristics need be present; trade practice can modify some issues. See appendix B for the definitions of the retail SIC's.

### Sales

Sales include merchandise sold for (cash or credit at retail or wholesale) by establishments primarily engaged in retail trade. Services that are incidental to the sale of merchandise and excise taxes that are paid by the manufacturer or wholesaler and passed along to the retailer are also included. Sales are net after deductions for refunds

and allowances for merchandise returned by customers. Sales exclude sales taxes collected directly from customers and paid directly to a local, state, or federal tax agency.

The estimates of sales measure the operations receipts rendered by stores that primarily sell at retail. The sales estimates represent total sales and receipts of all establishments primarily engaged in retail trade. They do not include sales at retail by manufacturers, wholesalers, service establishments, and others whose primary activity is other than retail trade. Since the retail establishment is the basic unit of measure, the published estimates of sales by type of retail store are not intended to measure the total sales for a given commodity or merchandise line.

### Inventories

Merchandise inventories are the value of stocks of goods held for sale through retail stores. The inventories estimates represent the value, at cost, of the merchandise available for sale as of the last day of the report period. Methods of valuation may vary according to the accounting practices of each firm. The estimates provided in this report are valued on a non-LIFO (last in, first out) basis. Note - LIFO is a method of valuing inventory where the latest items of merchandise added to the inventory are the first ones taken out. Non-LIFO would mean that another method, such as FIFO (first in, first out), was used to establish the value of the inventory available for sale. Merchandise inventories are shown for stores and warehouses servicing retail establishments. Included are only those warehouses that maintained supplies of merchandise primarily intended for distribution to retail stores within the organization.

Most businesses reported the value of their inventories as of the close of the calendar year. Some businesses, using a fiscal year rather than a calendar year for accounting purposes, valued their inventory as of some date other than the last day of the calendar year. About 26 percent of the retail inventories total reported to the annual retail trade survey were on an end-of-fiscal year other than December 31. In the annual survey, inventories reported for a date in a month other than December were adjusted to a December 31 equivalent, based on ratios developed from the monthly retail inventory survey.

### Inventories/Sales Ratios

The inventories/sales ratios show the relationship of the end-of-month values of inventory to the monthly sales. These ratios can be looked at as indications of the number of months of inventory that are on hand in relation to the sales for a month. For example, a ratio of 2.5 would indicate that the retail stores have enough merchandise on hand to cover two and a half months of sales.

### Purchases

Purchases represent the total cost of merchandise that was purchased for resale during the year, whether or not payment for the merchandise was made during the year.

Purchases data include cash and credit purchases made at central offices and company warehouses. The purchases, however, exclude deliveries from central offices or warehouses to retail stores owned by other companies. We asked those companies engaged in both manufacturing and retailing to include purchases at the cost value of intercompany transfers from their plant or warehouses to their retail stores. Also, we asked these companies to include the cost of outside purchases.

### **Cost of Goods Available for Sale and Cost of Goods Sold**

To calculate the cost of goods available for sale, we added the purchases made during the year to the preceding year's end-of-year inventories. To calculate the cost of goods sold, we deducted the end of the current year's value of inventories from the cost of goods available for sale.

### **Gross Margin**

The measure of gross margin represents total sales less cost of goods sold.

### **Accounts Receivable Balances**

Retail accounts receivables are amounts owed to retail stores by their customers for purchases made on credit. The data in this report refer to receivables outstanding as of December 31, including receivables against which the firm has borrowed. However, credit paper discounted or sold to others and amounts actually charged off as bad debts are excluded. Also excluded are amounts charged on credit cards issued by oil companies, banks, and other organizations that issue credit cards.

Charge accounts are credit accounts for which full payment is scheduled to be made at the end of the customary billing period. Installment accounts are classified as open-end or closed-end.

- Open-end installment accounts are primarily revolving or optional accounts. A deferred payment privilege is extended through a line of credit, and the customer has the option of paying the balance in full or paying in two or more installments. The payments are subject to a minimum required payment with a finance charge usually assessed.
- Closed-end installment accounts are those generally requiring a new contract to cover each extension of credit. A precomputed finance charge is assessed at the time credit is extended. Specified fixed schedules of installment payments are established with the number, the amount of payments, and the due dates specified in the contract.

### **GAF**

GAF represents sales at stores that sell merchandise normally sold in department stores. GAF includes the following kinds of retail businesses:

- General merchandise group stores (SIC 53).
- Apparel and accessory stores (SIC 56).
- Furniture, home furnishings, and equipment stores (SIC 57).
- Miscellaneous shopping goods stores (SIC 594).

### **Group II**

Group II consists of companies that operated 11 or more retail establishments as of the latest sample revision and had annual sales large enough to qualify for certainty selection.

### **Price Changes**

The estimates presented in this report have not been adjusted for price changes.

## Detailed Tables

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**Table 1. Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b>	<b>167,043</b>	<b>163,989</b>	<b>192,131</b>	<b>187,534</b>	<b>201,372</b>	<b>202,575</b>	<b>194,879</b>	<b>204,178</b>	<b>192,776</b>	<b>193,987</b>	<b>202,359</b>	<b>237,994</b>	<b>2,340,817</b>
	Total (excl. automotive group)	128,012	124,000	142,223	141,182	150,236	149,301	146,401	152,504	145,489	147,165	157,990	195,690	1,780,193
	<b>Durable goods, total</b>	<b>64,627</b>	<b>64,613</b>	<b>78,537</b>	<b>75,039</b>	<b>83,389</b>	<b>85,403</b>	<b>79,182</b>	<b>84,383</b>	<b>78,241</b>	<b>77,791</b>	<b>77,921</b>	<b>87,086</b>	<b>936,212</b>
52	<b>Building materials group stores</b>	<b>8,041</b>	<b>7,800</b>	<b>10,006</b>	<b>10,606</b>	<b>12,293</b>	<b>11,878</b>	<b>10,976</b>	<b>11,339</b>	<b>10,838</b>	<b>11,058</b>	<b>10,213</b>	<b>9,578</b>	<b>124,626</b>
521,3,5	Building materials, supply stores, hardware	7,288	7,038	8,782	9,102	10,372	10,337	9,726	9,892	9,512	9,830	9,070	8,398	109,347
521,3	Building materials, supply stores	6,410	6,191	7,725	7,952	9,039	9,009	8,507	8,720	8,368	8,695	7,879	7,154	95,649
525	Hardware stores	878	847	1,057	1,150	1,333	1,328	1,219	1,172	1,144	1,135	1,191	1,244	13,698
55 ex 554	<b>Automotive dealers</b>	<b>39,031</b>	<b>39,989</b>	<b>49,908</b>	<b>46,352</b>	<b>51,136</b>	<b>53,274</b>	<b>48,478</b>	<b>51,674</b>	<b>47,287</b>	<b>46,822</b>	<b>44,369</b>	<b>42,304</b>	<b>560,624</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers	36,574	37,634	47,016	43,509	48,123	50,182	45,451	48,493	44,292	43,749	41,365	39,530	525,918
551,2	Motor vehicle dealers	35,223	35,996	44,366	40,860	45,189	46,949	42,782	45,739	41,915	41,596	39,809	37,742	498,166
551	Motor vehicle dealers, (new & used)	32,379	33,010	40,882	37,682	41,811	43,438	39,069	42,080	38,500	38,347	36,724	35,063	458,985
553	Auto & home supply stores	2,457	2,355	2,892	2,843	3,013	3,092	3,027	3,181	2,995	3,073	3,004	2,774	34,706
57	<b>Furniture group stores</b>	<b>9,692</b>	<b>9,006</b>	<b>10,114</b>	<b>9,401</b>	<b>10,142</b>	<b>10,328</b>	<b>10,240</b>	<b>11,009</b>	<b>10,753</b>	<b>10,857</b>	<b>12,485</b>	<b>15,896</b>	<b>129,923</b>
571	Furniture & home furn. stores	4,727	4,466	5,093	4,896	5,273	5,291	5,317	5,596	5,527	5,567	6,255	6,676	64,684
5712	Furniture stores	2,943	2,755	3,122	2,908	3,116	3,150	3,137	3,281	3,274	3,255	3,516	3,652	38,109
5713	Floor covering stores	807	794	900	880	929	955	901	957	971	953	988	976	11,011
5722,31, 34	Household appliance, radio, TV and computer stores	4,167	3,804	4,221	3,770	4,122	4,250	4,143	4,524	4,376	4,483	5,255	7,540	54,655
5722	Household appliance stores	685	606	715	645	728	782	813	785	695	691	768	877	8,790
5731,34	Radio, television and computer stores	3,482	3,198	3,506	3,125	3,394	3,468	3,330	3,739	3,681	3,792	4,487	6,663	45,865
5941	Sporting goods stores and bicycle shops	1,275	1,303	1,672	1,683	1,726	1,840	1,799	1,952	1,666	1,490	1,654	2,920	20,980
5942	Book stores	1,249	670	644	633	720	738	711	1,133	998	675	768	1,325	10,264
5944	Jewelry stores	921	1,230	1,145	1,213	1,616	1,402	1,272	1,408	1,340	1,387	1,891	4,526	19,351
	<b>Non-durable goods, total</b>	<b>102,416</b>	<b>99,376</b>	<b>113,594</b>	<b>112,495</b>	<b>117,983</b>	<b>117,172</b>	<b>115,697</b>	<b>119,795</b>	<b>114,535</b>	<b>116,196</b>	<b>124,438</b>	<b>150,908</b>	<b>1,404,605</b>
53	<b>General merchandise group stores</b>	<b>18,305</b>	<b>18,465</b>	<b>22,341</b>	<b>22,743</b>	<b>23,911</b>	<b>23,934</b>	<b>23,054</b>	<b>24,526</b>	<b>23,059</b>	<b>23,969</b>	<b>29,817</b>	<b>42,780</b>	<b>296,904</b>
531	Dept. stores (excl. leased depts.)	13,836	14,190	17,341	17,637	18,380	18,439	17,831	19,066	17,948	18,617	23,584	34,014	230,883
531	Dept. stores (incl. leased depts.) <sup>1</sup>	14,092	14,455	17,661	17,972	18,715	18,762	18,128	19,417	18,275	18,939	24,017	34,541	234,974
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup>	2,873	3,301	4,057	4,039	4,258	4,079	3,782	4,463	4,338	4,310	5,777	9,012	54,289
531 pt.	Discount department stores (including leased depts.) <sup>1</sup>	8,605	8,643	10,455	10,862	11,323	11,497	11,114	11,516	10,848	11,380	13,915	19,234	139,392
531 pt.	National chain department stores (including leased depts.) <sup>1</sup>	2,614	2,511	3,149	3,071	3,134	3,186	3,232	3,438	3,089	3,249	4,325	6,295	41,293
533	Variety stores	508	479	563	607	622	619	574	601	588	619	732	1,156	7,668
539	Miscellaneous general merchandise stores	3,961	3,796	4,437	4,499	4,909	4,876	4,649	4,859	4,523	4,733	5,501	7,610	58,353
54	<b>Food group stores</b>	<b>32,658</b>	<b>30,664</b>	<b>34,018</b>	<b>33,452</b>	<b>34,880</b>	<b>34,722</b>	<b>35,219</b>	<b>35,045</b>	<b>33,875</b>	<b>33,634</b>	<b>34,297</b>	<b>38,048</b>	<b>410,512</b>
541	Grocery stores	31,104	29,103	32,330	31,682	33,122	32,976	33,468	33,259	32,146	31,837	32,481	35,626	389,134
542	Meat, fish (seafood) markets	452	431	485	485	480	485	500	514	486	472	510	669	5,969
546	Retail bakeries	471	479	519	526	556	547	542	552	540	585	562	613	6,492
554	<b>Gasoline service stations</b>	<b>11,363</b>	<b>10,836</b>	<b>12,097</b>	<b>11,998</b>	<b>13,152</b>	<b>13,395</b>	<b>13,195</b>	<b>13,346</b>	<b>12,419</b>	<b>12,389</b>	<b>11,872</b>	<b>12,130</b>	<b>148,192</b>
56	<b>Apparel &amp; accessory stores</b>	<b>6,485</b>	<b>6,627</b>	<b>8,547</b>	<b>8,827</b>	<b>8,890</b>	<b>8,761</b>	<b>8,362</b>	<b>9,616</b>	<b>9,171</b>	<b>8,880</b>	<b>10,616</b>	<b>15,180</b>	<b>109,962</b>
561	Mens & boys clothing, furnishings	716	659	733	790	783	804	698	755	782	817	975	1,579	10,091
562,3	Women's clothing specialty stores	2,089	2,200	2,840	2,890	3,041	2,813	2,615	2,822	2,838	2,784	3,111	4,533	34,576
562	Women's ready to wear	1,846	1,942	2,571	2,620	2,727	2,534	2,333	2,493	2,535	2,466	2,730	3,920	30,717
565	Family clothing stores	2,125	2,192	2,807	2,864	2,864	2,965	2,916	3,386	3,230	3,207	4,189	6,124	38,869
566	Shoe stores	1,097	1,104	1,537	1,679	1,628	1,617	1,526	1,885	1,593	1,430	1,618	2,044	18,758
58	<b>Eating and drinking places</b>	<b>17,352</b>	<b>17,012</b>	<b>19,421</b>	<b>19,485</b>	<b>20,306</b>	<b>20,328</b>	<b>20,666</b>	<b>21,015</b>	<b>19,653</b>	<b>19,766</b>	<b>18,750</b>	<b>19,852</b>	<b>233,606</b>
5812	Eating places	16,482	16,152	18,463	18,544	19,349	19,391	19,709	20,049	18,672	18,799	17,799	18,857	222,266
5812 pt.	Restaurants, lunchrooms, cafeterias	9,380	9,242	10,428	10,516	11,000	10,953	11,432	11,619	10,643	10,710	10,253	10,737	126,913
5812 pt.	Refreshment places	6,981	6,794	7,846	7,756	8,053	8,064	8,061	8,179	7,744	7,747	7,312	7,844	92,381
5813	Drinking places (alcoholic bev)	870	860	958	941	957	937	957	966	981	967	951	995	11,340
591	Drug & proprietary stores	6,744	6,526	7,033	6,847	7,155	6,910	6,664	6,894	6,711	6,922	7,037	8,797	84,240
592	Liquor stores	1,579	1,527	1,758	1,733	1,846	1,904	1,929	1,903	1,886	1,828	1,919	2,651	22,463
596	Nonstore retailers <sup>2</sup>	5,224	4,801	5,766	5,152	5,442	5,203	4,794	5,514	5,749	6,567	7,545	8,013	69,770
5961	Total mail order	3,544	2,960	3,676	3,247	3,442	3,227	3,094	3,500	3,736	4,330	5,332	5,954	46,042
598	Fuel dealers	1,602	1,635	1,356	978	900	762	694	787	859	993	1,329	1,847	13,742
53,56, 57,594	<b>GAF, total<sup>3</sup></b>	<b>40,024</b>	<b>39,542</b>	<b>46,883</b>	<b>46,988</b>	<b>49,657</b>	<b>49,671</b>	<b>48,092</b>	<b>52,417</b>	<b>49,672</b>	<b>50,240</b>	<b>61,382</b>	<b>90,250</b>	<b>624,818</b>
594	Miscellaneous shopping goods stores	5,542	5,444	5,881	6,017	6,714	6,648	6,436	7,266	6,689	6,534	8,464	16,394	88,029

See footnotes on next page.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>193,097</b>	<b>191,114</b>	<b>192,986</b>	<b>192,425</b>	<b>194,730</b>	<b>196,080</b>	<b>195,465</b>	<b>196,716</b>	<b>196,644</b>	<b>196,193</b>	<b>197,914</b>	<b>199,104</b>	
	Total (excl. automotive group) . . .	147,583	146,177	146,983	147,090	148,410	148,782	148,597	148,564	149,468	148,628	149,801	150,409	
	<b>Durable goods, total</b> . . . . .	<b>76,544</b>	<b>75,644</b>	<b>76,864</b>	<b>76,046</b>	<b>77,413</b>	<b>78,329</b>	<b>78,006</b>	<b>79,527</b>	<b>78,711</b>	<b>79,160</b>	<b>80,296</b>	<b>80,852</b>	
52	<b>Building materials group stores</b> . . . . .	<b>10,516</b>	<b>10,397</b>	<b>10,559</b>	<b>10,294</b>	<b>10,202</b>	<b>10,283</b>	<b>10,340</b>	<b>10,280</b>	<b>10,349</b>	<b>10,498</b>	<b>10,601</b>	<b>10,608</b>	
521,3	Building materials, supply stores . . . .	8,186	8,030	8,106	7,897	7,826	7,861	7,921	7,786	7,932	8,073	8,098	8,242	
525	Hardware stores . . . . .	1,069	1,125	1,143	1,124	1,138	1,177	1,145	1,142	1,137	1,136	1,198	1,160	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>45,514</b>	<b>44,937</b>	<b>46,003</b>	<b>45,335</b>	<b>46,320</b>	<b>47,298</b>	<b>46,868</b>	<b>48,152</b>	<b>47,176</b>	<b>47,565</b>	<b>48,113</b>	<b>48,695</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	42,627	42,143	43,134	42,489	43,472	44,448	43,999	45,236	44,248	44,596	45,109	45,699	
553	Auto & home supply stores . . . . .	2,887	2,794	2,869	2,846	2,848	2,850	2,869	2,916	2,928	2,969	3,004	2,996	
57	<b>Furniture group stores</b> . . . . .	<b>10,648</b>	<b>10,464</b>	<b>10,476</b>	<b>10,394</b>	<b>10,621</b>	<b>10,694</b>	<b>10,672</b>	<b>11,036</b>	<b>11,129</b>	<b>11,115</b>	<b>11,265</b>	<b>11,229</b>	
571	Furniture & home furn. stores . . . . .	5,353	5,217	5,229	5,220	5,278	5,328	5,371	5,402	5,544	5,523	5,615	5,573	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	4,419	4,403	4,411	4,343	4,490	4,493	4,417	4,654	4,665	4,699	4,743	4,781	
	<b>Non-durable goods, total</b> . . . . .	<b>116,553</b>	<b>115,470</b>	<b>116,122</b>	<b>116,379</b>	<b>117,317</b>	<b>117,751</b>	<b>117,459</b>	<b>117,189</b>	<b>117,933</b>	<b>117,033</b>	<b>117,618</b>	<b>118,252</b>	
53	<b>General merchandise group stores</b> . . .	<b>24,643</b>	<b>24,177</b>	<b>24,394</b>	<b>24,585</b>	<b>24,814</b>	<b>25,040</b>	<b>25,079</b>	<b>24,774</b>	<b>25,049</b>	<b>24,567</b>	<b>24,743</b>	<b>24,768</b>	
531	Dept. stores (excl. leased depts.) . . . .	19,058	18,795	18,890	19,088	19,226	19,409	19,509	19,239	19,509	19,134	19,347	19,326	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	19,409	19,229	19,324	19,344	19,485	19,656	19,766	19,614	19,776	19,531	19,795	19,685	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,589	4,516	4,518	4,493	4,530	4,552	4,551	4,504	4,566	4,448	4,510	4,497	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	11,278	11,269	11,376	11,446	11,484	11,637	11,687	11,703	11,804	11,744	11,822	11,829	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,542	3,444	3,430	3,405	3,471	3,467	3,528	3,407	3,406	3,339	3,463	3,359	
533	Variety stores . . . . .	725	613	617	623	634	640	630	617	645	638	637	650	
539	Miscellaneous general merchandise stores . . . . .	4,860	4,769	4,887	4,874	4,954	4,991	4,940	4,918	4,895	4,795	4,759	4,792	
54	<b>Food group stores</b> . . . . .	<b>34,374</b>	<b>33,958</b>	<b>33,842</b>	<b>34,068</b>	<b>34,090</b>	<b>34,039</b>	<b>34,169</b>	<b>34,169</b>	<b>34,358</b>	<b>34,495</b>	<b>34,542</b>	<b>34,839</b>	
541	Grocery stores . . . . .	32,604	32,194	32,105	32,296	32,377	32,298	32,399	32,385	32,536	32,687	32,710	32,987	
554	<b>Gasoline service stations</b> . . . . .	<b>12,284</b>	<b>12,314</b>	<b>12,471</b>	<b>12,446</b>	<b>12,574</b>	<b>12,818</b>	<b>12,425</b>	<b>12,392</b>	<b>12,272</b>	<b>12,075</b>	<b>12,028</b>	<b>12,265</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>9,288</b>	<b>9,106</b>	<b>9,247</b>	<b>8,959</b>	<b>9,190</b>	<b>9,228</b>	<b>9,117</b>	<b>9,011</b>	<b>9,265</b>	<b>9,056</b>	<b>9,257</b>	<b>9,172</b>	
561	Mens & boys clothing, furnishings. . . .	879	874	841	825	821	822	820	837	846	840	861	834	
562,3	Women's clothing specialty stores . . . .	3,010	2,977	2,974	2,905	2,944	2,949	2,886	2,830	2,884	2,806	2,775	2,784	
566	Shoe stores . . . . .	1,526	1,460	1,609	1,571	1,609	1,607	1,598	1,550	1,541	1,538	1,582	1,543	
58	<b>Eating and drinking places</b> . . . . .	<b>19,173</b>	<b>19,093</b>	<b>19,344</b>	<b>19,446</b>	<b>19,563</b>	<b>19,434</b>	<b>19,626</b>	<b>19,640</b>	<b>19,653</b>	<b>19,570</b>	<b>19,531</b>	<b>19,501</b>	
591	Drug & proprietary stores . . . . .	6,989	6,935	6,950	6,965	7,028	7,008	6,978	7,013	7,109	7,099	7,188	7,129	
592	Liquor stores . . . . .	1,847	1,831	1,868	1,844	1,844	1,865	1,839	1,868	1,901	1,896	1,921	1,929	
5961	Total mail order . . . . .	3,711	3,619	3,654	3,686	3,799	3,860	3,951	3,964	3,937	3,929	3,967	3,964	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>51,702</b>	<b>50,744</b>	<b>51,186</b>	<b>51,076</b>	<b>51,923</b>	<b>52,236</b>	<b>52,165</b>	<b>52,153</b>	<b>52,826</b>	<b>52,146</b>	<b>52,856</b>	<b>52,776</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1994												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>177,948</b>	<b>181,403</b>	<b>184,151</b>	<b>183,406</b>	<b>182,903</b>	<b>184,606</b>	<b>184,794</b>	<b>187,407</b>	<b>188,307</b>	<b>190,826</b>	<b>190,992</b>	<b>191,020</b>		
	Total (excl. automotive group) . . .	136,661	139,040	140,709	140,373	140,798	142,157	142,709	144,085	144,515	145,259	145,468	145,536		
	<b>Durable goods, total</b> . . . . .	<b>68,778</b>	<b>70,292</b>	<b>72,096</b>	<b>72,080</b>	<b>71,445</b>	<b>72,027</b>	<b>71,845</b>	<b>73,705</b>	<b>74,357</b>	<b>76,334</b>	<b>76,265</b>	<b>76,109</b>		
52	<b>Building materials group stores</b> . . . . .	<b>9,600</b>	<b>9,457</b>	<b>9,963</b>	<b>10,135</b>	<b>10,095</b>	<b>10,217</b>	<b>10,223</b>	<b>10,499</b>	<b>10,510</b>	<b>10,547</b>	<b>10,568</b>	<b>10,387</b>		
521,3	Building materials, supply stores . . . . .	7,193	7,194	7,542	7,685	7,641	7,754	7,746	7,986	7,934	8,023	8,005	8,055		
525	Hardware stores . . . . .	1,184	1,184	1,170	1,205	1,161	1,178	1,179	1,194	1,178	1,206	1,193	1,142		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>41,287</b>	<b>42,363</b>	<b>43,442</b>	<b>43,033</b>	<b>42,105</b>	<b>42,449</b>	<b>42,085</b>	<b>43,322</b>	<b>43,792</b>	<b>45,567</b>	<b>45,524</b>	<b>45,484</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	38,610	39,631	40,670	40,317	39,406	39,720	39,346	40,570	41,004	42,805	42,687	42,661		
553	Auto & home supply stores . . . . .	2,677	2,732	2,772	2,716	2,699	2,729	2,739	2,752	2,788	2,762	2,837	2,823		
57	<b>Furniture group stores</b> . . . . .	<b>8,927</b>	<b>9,320</b>	<b>9,494</b>	<b>9,570</b>	<b>9,674</b>	<b>9,862</b>	<b>9,874</b>	<b>10,143</b>	<b>10,246</b>	<b>10,417</b>	<b>10,491</b>	<b>10,557</b>		
571	Furniture & home furn. stores . . . . .	4,542	4,825	4,940	4,973	5,013	5,068	5,121	5,236	5,245	5,290	5,288	5,306		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,643	3,721	3,757	3,776	3,831	3,945	3,888	4,034	4,128	4,265	4,336	4,371		
	<b>Non-durable goods, total</b> . . . . .	<b>109,170</b>	<b>111,111</b>	<b>112,055</b>	<b>111,326</b>	<b>111,458</b>	<b>112,579</b>	<b>112,949</b>	<b>113,702</b>	<b>113,950</b>	<b>114,492</b>	<b>114,727</b>	<b>114,911</b>		
53	<b>General merchandise group stores</b> . . . . .	<b>22,594</b>	<b>23,073</b>	<b>23,258</b>	<b>23,224</b>	<b>23,143</b>	<b>23,503</b>	<b>23,531</b>	<b>23,767</b>	<b>23,791</b>	<b>24,035</b>	<b>24,037</b>	<b>24,023</b>		
531	Dept. stores (excl. leased depts.) . . . . .	17,315	17,676	17,879	17,792	17,804	18,112	18,187	18,367	18,369	18,581	18,661	18,665		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	17,752	18,040	18,304	18,161	18,076	18,464	18,486	18,718	18,724	19,016	19,008	19,064		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,314	4,413	4,521	4,414	4,305	4,429	4,421	4,471	4,469	4,528	4,520	4,519		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	10,125	10,292	10,304	10,404	10,442	10,630	10,710	10,805	10,823	11,008	11,062	11,135		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,313	3,335	3,479	3,343	3,329	3,405	3,355	3,442	3,432	3,480	3,426	3,410		
533	Variety stores . . . . .	671	693	704	700	684	684	654	664	670	667	670	665		
539	Miscellaneous general merchandise stores . . . . .	4,608	4,704	4,675	4,732	4,655	4,707	4,690	4,736	4,752	4,787	4,706	4,693		
54	<b>Food group stores</b> . . . . .	<b>32,696</b>	<b>32,886</b>	<b>33,080</b>	<b>32,767</b>	<b>33,053</b>	<b>33,189</b>	<b>33,111</b>	<b>33,401</b>	<b>33,677</b>	<b>33,619</b>	<b>33,820</b>	<b>33,752</b>		
541	Grocery stores . . . . .	31,007	31,213	31,397	31,092	31,362	31,504	31,416	31,681	31,925	31,837	32,030	31,951		
554	<b>Gasoline service stations</b> . . . . .	<b>11,413</b>	<b>11,654</b>	<b>11,738</b>	<b>11,657</b>	<b>11,561</b>	<b>11,820</b>	<b>11,885</b>	<b>12,118</b>	<b>12,154</b>	<b>12,045</b>	<b>12,141</b>	<b>12,249</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>8,825</b>	<b>9,135</b>	<b>9,055</b>	<b>9,043</b>	<b>8,994</b>	<b>9,091</b>	<b>9,131</b>	<b>9,194</b>	<b>9,044</b>	<b>9,308</b>	<b>9,271</b>	<b>9,187</b>		
561	Mens & boys clothing, furnishings. . . . .	867	888	899	877	879	893	898	895	883	894	898	875		
562,3	Women's clothing specialty stores . . . . .	2,931	3,116	2,999	2,998	2,920	2,986	2,915	3,003	2,921	3,003	3,012	2,999		
566	Shoe stores . . . . .	1,524	1,549	1,535	1,550	1,547	1,541	1,595	1,568	1,554	1,580	1,581	1,556		
58	<b>Eating and drinking places</b> . . . . .	<b>17,474</b>	<b>18,341</b>	<b>18,618</b>	<b>18,471</b>	<b>18,457</b>	<b>18,617</b>	<b>18,833</b>	<b>18,636</b>	<b>18,777</b>	<b>18,880</b>	<b>18,963</b>	<b>19,139</b>		
591	Drug & proprietary stores . . . . .	6,748	6,570	6,749	6,678	6,733	6,745	6,824	6,876	6,854	6,897	6,901	6,871		
592	Liquor stores . . . . .	1,784	1,800	1,820	1,832	1,852	1,853	1,866	1,839	1,863	1,856	1,858	1,852		
5961	Total mail order . . . . .	3,526	3,544	3,620	3,671	3,650	3,657	3,589	3,640	3,629	3,612	3,609	3,657		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>46,857</b>	<b>48,163</b>	<b>48,471</b>	<b>48,594</b>	<b>48,577</b>	<b>49,288</b>	<b>49,430</b>	<b>50,128</b>	<b>50,122</b>	<b>50,876</b>	<b>50,787</b>	<b>50,751</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1993												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Unadjusted</b>														
	<b>Retail sales, total</b> . . . . .	<b>147,838</b>	<b>144,439</b>	<b>164,092</b>	<b>169,814</b>	<b>175,587</b>	<b>175,056</b>	<b>177,233</b>	<b>176,441</b>	<b>170,421</b>	<b>175,724</b>	<b>180,565</b>	<b>217,873</b>	<b>2,075,083</b>	
	Total (excl. automotive group) . . . . .	116,719	112,741	126,023	130,039	135,513	133,339	135,668	136,220	131,620	136,937	143,050	180,324	1,618,193	
	<b>Durable goods, total</b> . . . . .	<b>52,675</b>	<b>52,259</b>	<b>61,469</b>	<b>64,904</b>	<b>66,950</b>	<b>69,301</b>	<b>68,725</b>	<b>67,690</b>	<b>65,340</b>	<b>65,473</b>	<b>65,945</b>	<b>76,808</b>	<b>777,539</b>	
52	<b>Building materials group stores</b> . . . . .	<b>6,596</b>	<b>6,612</b>	<b>8,178</b>	<b>9,518</b>	<b>10,604</b>	<b>10,427</b>	<b>9,963</b>	<b>9,828</b>	<b>9,656</b>	<b>9,753</b>	<b>9,238</b>	<b>9,231</b>	<b>109,604</b>	
521,3,5	Building materials, supply stores, hardware . . . . .	5,948	5,988	7,243	8,105	8,896	8,977	8,763	8,656	8,438	8,495	8,258	7,890	95,657	
521,3	Building materials, supply stores . . . . .	5,063	5,177	6,249	6,999	7,594	7,752	7,561	7,536	7,341	7,361	7,135	6,657	82,425	
525	Hardware stores . . . . .	885	811	994	1,106	1,302	1,225	1,202	1,120	1,097	1,134	1,123	1,233	13,232	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>31,119</b>	<b>31,698</b>	<b>38,069</b>	<b>39,775</b>	<b>40,074</b>	<b>41,717</b>	<b>41,565</b>	<b>40,221</b>	<b>38,801</b>	<b>38,787</b>	<b>37,515</b>	<b>37,549</b>	<b>456,890</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	29,004	29,551	35,563	37,153	37,436	38,914	38,757	37,443	36,139	36,092	34,927	35,084	426,063	
551,2	Motor vehicle dealers . . . . .	27,853	28,373	33,790	35,105	35,013	36,774	36,507	35,633	34,473	34,661	33,698	33,810	405,690	
551	Motor vehicle dealers, (new & used) . . . . .	25,773	26,105	31,183	32,456	32,623	34,295	33,931	33,264	32,229	32,239	31,370	31,686	377,154	
553	Auto & home supply stores . . . . .	2,115	2,147	2,506	2,622	2,638	2,803	2,808	2,778	2,662	2,695	2,588	2,465	30,827	
57	<b>Furniture group stores</b> . . . . .	<b>7,847</b>	<b>7,288</b>	<b>8,133</b>	<b>7,969</b>	<b>8,197</b>	<b>8,486</b>	<b>8,746</b>	<b>8,718</b>	<b>8,622</b>	<b>8,850</b>	<b>9,937</b>	<b>12,935</b>	<b>105,728</b>	
571	Furniture & home furn. stores . . . . .	4,128	3,902	4,347	4,362	4,543	4,581	4,740	4,734	4,619	4,787	5,233	5,767	55,743	
5712	Furniture stores . . . . .	2,550	2,438	2,689	2,628	2,756	2,741	2,827	2,772	2,756	2,844	3,083	3,315	33,399	
5713	Floor covering stores . . . . .	798	754	856	908	874	907	922	923	920	935	913	934	10,644	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,951	2,679	3,037	2,896	2,964	3,165	3,396	3,323	3,332	3,347	3,922	5,718	40,730	
5722	Household appliance stores . . . . .	628	582	655	688	714	790	905	806	731	763	794	935	8,991	
5731,34	Radio, television and computer stores . . . . .	2,323	2,097	2,382	2,208	2,250	2,375	2,491	2,517	2,601	2,584	3,128	4,783	31,739	
5941	Sporting goods stores and bicycle shops . . . . .	1,038	991	1,225	1,381	1,406	1,478	1,481	1,559	1,339	1,224	1,406	2,525	17,053	
5942	Book stores . . . . .	987	562	596	577	606	613	603	976	897	665	690	1,270	9,042	
5944	Jewelry stores . . . . .	801	1,001	901	1,005	1,244	1,268	1,277	1,268	1,188	1,210	1,557	3,822	16,542	
	<b>Nondurable goods, total</b> . . . . .	<b>95,163</b>	<b>92,180</b>	<b>102,623</b>	<b>104,910</b>	<b>108,637</b>	<b>105,755</b>	<b>108,508</b>	<b>108,751</b>	<b>105,081</b>	<b>110,251</b>	<b>114,620</b>	<b>141,065</b>	<b>1,297,544</b>	
53	<b>General merchandise group stores</b> . . . . .	<b>16,032</b>	<b>16,287</b>	<b>18,991</b>	<b>20,101</b>	<b>21,440</b>	<b>20,435</b>	<b>20,497</b>	<b>21,655</b>	<b>20,474</b>	<b>22,446</b>	<b>26,624</b>	<b>39,635</b>	<b>264,617</b>	
531	Dept. stores (excl. leased depts.) . . . . .	11,852	12,016	14,232	15,149	16,115	15,314	15,343	16,515	15,527	17,135	20,434	30,862	200,494	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	12,117	12,309	14,561	15,506	16,472	15,651	15,664	16,862	15,871	17,474	20,850	31,436	204,773	
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,726	3,107	3,751	3,858	4,063	3,781	3,616	4,236	4,057	4,302	5,425	8,773	51,695	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,970	6,957	8,007	8,804	9,507	9,068	9,181	9,428	8,929	9,926	11,419	16,618	114,814	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,421	2,245	2,803	2,844	2,902	2,802	2,867	3,198	2,885	3,246	4,006	6,045	38,264	
533	Variety stores . . . . .	570	609	683	778	771	705	736	741	697	715	791	1,248	9,044	
539	Miscellaneous general merchandise stores . . . . .	3,610	3,662	4,076	4,174	4,554	4,416	4,418	4,399	4,250	4,596	5,399	7,525	55,079	
54	<b>Food group stores</b> . . . . .	<b>30,804</b>	<b>28,922</b>	<b>31,313</b>	<b>31,709</b>	<b>32,803</b>	<b>32,255</b>	<b>33,912</b>	<b>32,182</b>	<b>31,635</b>	<b>32,318</b>	<b>31,838</b>	<b>35,695</b>	<b>385,386</b>	
541	Grocery stores . . . . .	29,420	27,502	29,834	30,071	31,143	30,609	32,226	30,535	30,077	30,644	30,180	33,484	365,725	
542	Meat, fish (seafood) markets . . . . .	449	427	455	502	499	520	538	526	485	481	501	662	6,045	
546	Retail bakeries . . . . .	386	415	439	449	478	462	465	489	479	547	524	567	5,700	
554	<b>Gasoline service stations</b> . . . . .	<b>10,780</b>	<b>10,390</b>	<b>11,318</b>	<b>11,479</b>	<b>12,091</b>	<b>11,997</b>	<b>12,301</b>	<b>12,055</b>	<b>11,308</b>	<b>11,829</b>	<b>11,393</b>	<b>11,358</b>	<b>138,299</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,622</b>	<b>6,450</b>	<b>7,795</b>	<b>8,783</b>	<b>8,746</b>	<b>8,288</b>	<b>8,447</b>	<b>9,270</b>	<b>8,750</b>	<b>9,059</b>	<b>10,109</b>	<b>14,865</b>	<b>107,184</b>	
561	Mens & boys clothing, furnishings. . . . .	706	629	721	816	832	815	746	757	778	870	954	1,667	10,291	
562,3	Women's clothing specialty stores . . . . .	2,416	2,287	2,740	3,095	3,220	2,896	2,923	2,984	2,982	3,102	3,363	4,812	36,820	
562	Women's ready to wear . . . . .	2,149	2,033	2,480	2,808	2,926	2,603	2,594	2,687	2,687	2,783	3,003	4,288	33,041	
565	Family clothing stores . . . . .	1,926	1,973	2,390	2,658	2,623	2,588	2,740	3,016	2,779	3,045	3,657	5,497	34,892	
566	Shoe stores . . . . .	1,135	1,120	1,387	1,606	1,549	1,499	1,477	1,810	1,580	1,449	1,528	2,066	18,206	
58	<b>Eating and drinking places</b> . . . . .	<b>16,064</b>	<b>15,481</b>	<b>17,267</b>	<b>17,691</b>	<b>18,545</b>	<b>18,443</b>	<b>18,977</b>	<b>19,213</b>	<b>17,955</b>	<b>18,572</b>	<b>17,281</b>	<b>18,174</b>	<b>213,663</b>	
5812	Eating places . . . . .	15,085	14,546	16,233	16,623	17,479	17,419	17,874	18,154	16,976	17,528	16,288	17,171	201,376	
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	8,285	8,092	8,841	9,064	9,520	9,409	9,687	10,008	9,282	9,656	8,924	9,302	110,070	
5812 pt.	Refreshment places . . . . .	6,643	6,301	7,202	7,351	7,669	7,695	7,935	7,880	7,423	7,595	7,123	7,573	88,390	
5813	Drinking places (alcoholic bev) . . . . .	979	935	1,034	1,068	1,066	1,024	1,103	1,059	979	1,044	993	1,003	12,287	
591	Drug & proprietary stores . . . . .	6,174	6,207	6,649	6,658	6,595	6,517	6,532	6,405	6,299	6,465	6,516	8,628	79,645	
592	Liquor stores . . . . .	1,600	1,522	1,673	1,712	1,797	1,797	1,957	1,784	1,715	1,766	1,791	2,453	21,567	
596	Nonstore retailers <sup>2</sup> . . . . .	4,268	4,063	4,839	4,488	4,451	4,085	4,030	4,292	4,929	5,454	6,521	6,995	58,415	
5961	Total mail order . . . . .	2,965	2,619	3,180	2,828	2,635	2,543	2,514	2,757	3,160	3,786	4,833	5,425	39,245	
598	Fuel dealers . . . . .	1,661	1,636	1,617	1,010	800	776	740	801	896	1,099	1,305	1,651	13,992	
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>35,368</b>	<b>34,618</b>	<b>39,836</b>	<b>42,213</b>	<b>44,021</b>	<b>42,999</b>	<b>43,498</b>	<b>45,856</b>	<b>43,616</b>	<b>46,055</b>	<b>53,822</b>	<b>81,745</b>	<b>553,647</b>	
594	Miscellaneous shopping goods stores . . . . .	4,867	4,593	4,917	5,360	5,638	5,790	5,808	6,213	5,770	5,700	7,152	14,310	76,118	

See footnotes on next page.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1993												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>169,125</b>	<b>168,300</b>	<b>166,633</b>	<b>170,338</b>	<b>171,587</b>	<b>171,739</b>	<b>173,270</b>	<b>173,689</b>	<b>174,009</b>	<b>176,646</b>	<b>177,756</b>	<b>179,458</b>		
	Total (excl. automotive group) . . .	132,730	132,640	131,173	133,421	133,918	134,301	134,798	134,994	135,712	136,900	136,945	137,859		
	<b>Durable goods, total</b> . . . . .	<b>62,560</b>	<b>61,132</b>	<b>60,701</b>	<b>62,806</b>	<b>63,935</b>	<b>64,187</b>	<b>65,181</b>	<b>65,668</b>	<b>65,318</b>	<b>67,143</b>	<b>68,216</b>	<b>69,690</b>		
52	<b>Building materials group stores</b> . . . . .	<b>8,757</b>	<b>8,809</b>	<b>8,617</b>	<b>8,773</b>	<b>9,088</b>	<b>9,039</b>	<b>8,987</b>	<b>9,145</b>	<b>9,223</b>	<b>9,492</b>	<b>9,487</b>	<b>9,982</b>		
521,3	Building materials, supply stores . . . .	6,584	6,723	6,537	6,622	6,835	6,776	6,751	6,851	6,919	7,037	7,207	7,522		
525	Hardware stores . . . . .	1,069	1,074	1,070	1,060	1,113	1,105	1,098	1,112	1,121	1,118	1,119	1,148		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>36,395</b>	<b>35,660</b>	<b>35,460</b>	<b>36,917</b>	<b>37,669</b>	<b>37,438</b>	<b>38,472</b>	<b>38,695</b>	<b>38,297</b>	<b>39,746</b>	<b>40,811</b>	<b>41,599</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	33,883	33,092	32,959	34,369	35,118	34,869	35,886	36,072	35,710	37,132	38,213	39,026		
553	Auto & home supply stores . . . . .	2,512	2,568	2,501	2,548	2,551	2,569	2,586	2,623	2,587	2,614	2,598	2,573		
57	<b>Furniture group stores</b> . . . . .	<b>8,572</b>	<b>8,388</b>	<b>8,391</b>	<b>8,549</b>	<b>8,606</b>	<b>8,752</b>	<b>8,817</b>	<b>8,887</b>	<b>8,963</b>	<b>9,052</b>	<b>9,095</b>	<b>9,174</b>		
571	Furniture & home furn. stores . . . . .	4,607	4,475	4,449	4,530	4,570	4,613	4,665	4,669	4,680	4,754	4,766	4,794		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	3,136	3,111	3,150	3,232	3,250	3,307	3,465	3,487	3,556	3,531	3,578	3,626		
	<b>Non-durable goods, total</b> . . . . .	<b>106,565</b>	<b>107,168</b>	<b>105,932</b>	<b>107,532</b>	<b>107,652</b>	<b>107,552</b>	<b>108,089</b>	<b>108,021</b>	<b>108,691</b>	<b>109,503</b>	<b>109,540</b>	<b>109,768</b>		
53	<b>General merchandise group stores</b> . . .	<b>21,469</b>	<b>21,539</b>	<b>21,052</b>	<b>21,645</b>	<b>21,858</b>	<b>21,850</b>	<b>22,152</b>	<b>22,196</b>	<b>22,334</b>	<b>22,629</b>	<b>22,529</b>	<b>22,576</b>		
531	Dept. stores (excl. leased depts.) . . . .	16,191	16,151	15,709	16,289	16,478	16,538	16,732	16,835	16,988	17,256	17,114	17,290		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	16,612	16,425	16,067	16,669	16,814	16,847	17,132	17,162	17,377	17,616	17,470	17,637		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,279	4,280	4,172	4,296	4,281	4,301	4,295	4,309	4,316	4,324	4,337	4,343		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	9,147	9,070	8,848	9,248	9,413	9,436	9,644	9,680	9,845	10,026	9,895	9,987		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,186	3,075	3,047	3,125	3,120	3,110	3,193	3,173	3,216	3,266	3,238	3,307		
533	Variety stores . . . . .	788	782	773	774	785	769	789	779	751	721	724	675		
539	Miscellaneous general merchandise stores . . . . .	4,490	4,606	4,570	4,582	4,595	4,543	4,631	4,582	4,595	4,652	4,691	4,611		
54	<b>Food group stores</b> . . . . .	<b>31,736</b>	<b>32,084</b>	<b>31,623</b>	<b>32,016</b>	<b>31,926</b>	<b>31,987</b>	<b>32,141</b>	<b>32,159</b>	<b>32,113</b>	<b>32,393</b>	<b>32,483</b>	<b>32,671</b>		
541	Grocery stores . . . . .	30,174	30,490	30,105	30,405	30,295	30,336	30,488	30,504	30,473	30,705	30,796	30,975		
554	<b>Gasoline service stations</b> . . . . .	<b>11,616</b>	<b>11,847</b>	<b>11,716</b>	<b>11,822</b>	<b>11,693</b>	<b>11,524</b>	<b>11,496</b>	<b>11,256</b>	<b>11,229</b>	<b>11,462</b>	<b>11,439</b>	<b>11,347</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>9,161</b>	<b>8,839</b>	<b>8,444</b>	<b>8,863</b>	<b>8,950</b>	<b>8,873</b>	<b>8,931</b>	<b>8,912</b>	<b>9,005</b>	<b>9,024</b>	<b>8,988</b>	<b>8,959</b>		
561	Mens & boys clothing, furnishings. . . .	844	845	834	858	844	844	866	853	856	869	857	884		
562,3	Women's clothing specialty stores . . . .	3,342	3,095	2,890	3,070	3,117	3,084	3,126	3,048	3,093	3,065	3,022	2,952		
566	Shoe stores . . . . .	1,507	1,480	1,442	1,497	1,529	1,544	1,504	1,542	1,541	1,520	1,511	1,546		
58	<b>Eating and drinking places</b> . . . . .	<b>17,385</b>	<b>17,336</b>	<b>17,406</b>	<b>17,638</b>	<b>17,696</b>	<b>17,819</b>	<b>17,785</b>	<b>18,007</b>	<b>18,228</b>	<b>18,119</b>	<b>18,057</b>	<b>18,066</b>		
591	Drug & proprietary stores . . . . .	6,438	6,624	6,577	6,625	6,608	6,664	6,734	6,596	6,652	6,638	6,663	6,799		
592	Liquor stores . . . . .	1,812	1,814	1,797	1,802	1,795	1,801	1,800	1,784	1,777	1,787	1,784	1,789		
5961	Total mail order . . . . .	3,108	3,118	3,115	3,074	3,025	3,009	3,025	3,154	3,337	3,480	3,556	3,600		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>45,371</b>	<b>44,617</b>	<b>43,783</b>	<b>45,326</b>	<b>45,644</b>	<b>45,824</b>	<b>46,346</b>	<b>46,453</b>	<b>46,706</b>	<b>47,067</b>	<b>47,073</b>	<b>47,246</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1992												Total		
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.			
	<b>Unadjusted</b>															
	<b>Retail sales, total</b> . . . . .	<b>141,269</b>	<b>142,275</b>	<b>153,844</b>	<b>158,174</b>	<b>164,923</b>	<b>163,456</b>	<b>164,783</b>	<b>165,263</b>	<b>159,495</b>	<b>168,134</b>	<b>166,413</b>	<b>203,560</b>	<b>1,951,589</b>		
	Total (excl. automotive group) . . . . .	112,399	111,915	119,713	123,004	129,405	126,003	127,911	130,783	124,522	132,439	135,025	171,535	1,544,654		
	<b>Durable goods, total</b> . . . . .	<b>48,956</b>	<b>50,668</b>	<b>56,230</b>	<b>58,468</b>	<b>60,488</b>	<b>62,730</b>	<b>61,820</b>	<b>59,398</b>	<b>59,382</b>	<b>60,778</b>	<b>56,617</b>	<b>68,069</b>	<b>703,604</b>		
52	<b>Building materials group stores</b> . . . . .	<b>6,293</b>	<b>6,482</b>	<b>7,738</b>	<b>8,863</b>	<b>9,779</b>	<b>9,666</b>	<b>9,284</b>	<b>8,802</b>	<b>8,929</b>	<b>9,071</b>	<b>7,815</b>	<b>8,116</b>	<b>100,838</b>		
521,3,5	Building materials, supply stores, hardware . . . . .	5,703	5,740	6,756	7,504	8,116	8,315	8,187	7,862	7,917	8,026	6,992	6,969	88,087		
521,3	Building materials, supply stores . . . . .	4,848	4,913	5,791	6,424	6,880	7,145	7,043	6,779	6,863	6,919	5,952	5,801	75,358		
525	Hardware stores . . . . .	855	827	965	1,080	1,236	1,170	1,144	1,083	1,054	1,107	1,040	1,168	12,729		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>28,870</b>	<b>30,360</b>	<b>34,131</b>	<b>35,170</b>	<b>35,518</b>	<b>37,453</b>	<b>36,872</b>	<b>34,480</b>	<b>34,973</b>	<b>35,695</b>	<b>31,388</b>	<b>32,025</b>	<b>406,935</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	26,762	28,253	31,749	32,665	32,964	34,771	34,178	31,881	32,399	32,987	28,941	29,568	377,118		
551,2	Motor vehicle dealers . . . . .	25,748	27,032	30,223	30,672	31,179	32,907	32,311	30,261	31,088	31,692	27,914	28,285	359,312		
551	Motor vehicle dealers, (new & used) . . . . .	23,867	24,909	27,927	27,952	28,939	30,644	30,012	28,137	29,039	29,507	26,209	26,659	333,801		
553	Auto & home supply stores . . . . .	2,108	2,107	2,382	2,505	2,554	2,682	2,694	2,599	2,574	2,708	2,447	2,457	29,817		
57	<b>Furniture group stores</b> . . . . .	<b>7,263</b>	<b>7,168</b>	<b>7,549</b>	<b>7,377</b>	<b>7,567</b>	<b>7,805</b>	<b>7,995</b>	<b>7,944</b>	<b>7,784</b>	<b>8,154</b>	<b>8,697</b>	<b>11,644</b>	<b>96,947</b>		
571	Furniture & home furn. stores . . . . .	3,858	3,924	4,135	4,135	4,283	4,362	4,442	4,452	4,292	4,475	4,668	5,322	52,348		
5712	Furniture stores . . . . .	2,378	2,450	2,560	2,504	2,586	2,564	2,614	2,613	2,557	2,639	2,731	3,020	31,216		
5713	Floor covering stores . . . . .	738	738	851	883	847	951	903	898	884	920	892	913	10,418		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,730	2,583	2,731	2,605	2,679	2,833	2,917	2,829	2,813	2,975	3,279	4,828	35,802		
5722	Household appliance stores . . . . .	621	590	641	649	664	744	759	719	671	718	736	895	8,407		
5731,34	Radio, television and computer stores . . . . .	2,109	1,993	2,090	1,956	2,015	2,089	2,158	2,110	2,142	2,257	2,543	3,933	27,395		
5941	Sporting goods stores and bicycle shops . . . . .	998	1,122	1,234	1,278	1,300	1,335	1,336	1,370	1,198	1,112	1,197	2,137	15,617		
5942	Book stores . . . . .	813	548	541	526	553	587	589	889	854	640	636	1,153	8,329		
5944	Jewelry stores . . . . .	813	1,042	930	985	1,190	1,111	1,051	1,103	1,046	1,135	1,378	3,475	15,259		
	<b>Nondurable goods, total</b> . . . . .	<b>92,313</b>	<b>91,607</b>	<b>97,614</b>	<b>99,706</b>	<b>104,435</b>	<b>100,726</b>	<b>102,963</b>	<b>105,865</b>	<b>100,113</b>	<b>107,356</b>	<b>109,796</b>	<b>135,491</b>	<b>1,247,985</b>		
53	<b>General merchandise group stores</b> . . . . .	<b>14,891</b>	<b>15,871</b>	<b>17,812</b>	<b>18,670</b>	<b>19,900</b>	<b>18,697</b>	<b>18,462</b>	<b>20,403</b>	<b>18,654</b>	<b>20,865</b>	<b>24,969</b>	<b>37,226</b>	<b>246,420</b>		
531	Dept. stores (excl. leased depts.) . . . . .	10,829	11,839	13,567	14,158	15,054	14,070	13,808	15,546	14,035	15,782	19,073	28,662	186,423		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	11,087	12,144	13,912	14,520	15,404	14,400	14,123	15,893	14,383	16,159	19,497	29,263	190,785		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,706	3,250	3,705	3,854	4,056	3,671	3,578	4,226	3,957	4,322	5,353	8,623	51,301		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,154	6,620	7,477	7,925	8,592	8,089	7,958	8,600	7,741	8,874	10,290	15,081	103,401		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,227	2,274	2,730	2,741	2,756	2,640	2,587	3,067	2,685	2,963	3,854	5,559	36,083		
533	Variety stores . . . . .	618	667	683	784	765	705	724	741	679	797	856	1,497	9,516		
539	Miscellaneous general merchandise stores . . . . .	3,444	3,365	3,562	3,728	4,081	3,922	3,930	4,116	3,940	4,286	5,040	7,067	50,481		
54	<b>Food group stores</b> . . . . .	<b>30,336</b>	<b>29,204</b>	<b>30,360</b>	<b>30,828</b>	<b>32,247</b>	<b>31,325</b>	<b>32,906</b>	<b>31,980</b>	<b>30,701</b>	<b>31,982</b>	<b>30,912</b>	<b>34,318</b>	<b>377,099</b>		
541	Grocery stores . . . . .	28,907	27,767	28,846	29,230	30,619	29,748	31,290	30,426	29,207	30,406	29,413	32,289	358,148		
542	Meat, fish (seafood) markets . . . . .	423	410	445	481	479	515	561	527	497	500	498	636	5,972		
546	Retail bakeries . . . . .	465	471	494	474	522	479	457	461	460	514	446	489	5,732		
554	<b>Gasoline service stations</b> . . . . .	<b>10,508</b>	<b>10,071</b>	<b>10,725</b>	<b>10,885</b>	<b>11,836</b>	<b>11,874</b>	<b>12,225</b>	<b>12,218</b>	<b>11,569</b>	<b>12,002</b>	<b>11,418</b>	<b>11,619</b>	<b>136,950</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,068</b>	<b>6,441</b>	<b>7,505</b>	<b>8,370</b>	<b>8,343</b>	<b>8,048</b>	<b>8,024</b>	<b>9,348</b>	<b>8,475</b>	<b>9,065</b>	<b>9,738</b>	<b>14,787</b>	<b>104,212</b>		
561	Mens & boys clothing, furnishings. . . . .	709	664	736	819	860	855	714	775	761	839	913	1,552	10,197		
562,3	Women's clothing specialty stores . . . . .	2,098	2,215	2,637	2,914	3,043	2,724	2,684	3,005	2,875	3,127	3,361	5,067	35,750		
562	Women's ready to wear . . . . .	1,867	1,986	2,396	2,658	2,746	2,420	2,371	2,658	2,564	2,763	2,959	4,440	31,828		
565	Family clothing stores . . . . .	1,686	1,899	2,185	2,467	2,430	2,528	2,657	3,043	2,676	2,976	3,376	5,299	33,222		
566	Shoe stores . . . . .	1,160	1,221	1,417	1,625	1,519	1,460	1,416	1,796	1,543	1,494	1,481	1,990	18,122		
58	<b>Eating and drinking places</b> . . . . .	<b>15,399</b>	<b>15,573</b>	<b>16,595</b>	<b>16,262</b>	<b>17,409</b>	<b>16,602</b>	<b>17,110</b>	<b>17,697</b>	<b>16,257</b>	<b>17,445</b>	<b>16,534</b>	<b>17,281</b>	<b>200,164</b>		
5812	Eating places . . . . .	14,412	14,583	15,542	15,232	16,351	15,593	16,063	16,637	15,261	16,365	15,501	16,218	187,758		
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	8,124	8,222	8,624	8,368	9,031	8,424	8,776	9,109	8,385	9,021	8,634	8,897	103,615		
5812 pt.	Refreshment places . . . . .	6,127	6,185	6,700	6,641	7,055	6,899	7,090	7,300	6,629	7,104	6,656	7,071	81,457		
5813	Drinking places (alcoholic bev) . . . . .	987	990	1,053	1,030	1,058	1,009	1,047	1,060	996	1,080	1,033	1,063	12,406		
591	Drug & proprietary stores . . . . .	6,318	6,255	6,401	6,561	6,488	6,347	6,245	6,293	6,090	6,457	6,191	8,142	77,788		
592	Liquor stores . . . . .	1,576	1,590	1,630	1,696	1,831	1,770	1,897	1,840	1,743	1,852	1,802	2,471	21,698		
596	Nonstore retailers <sup>2</sup> . . . . .	4,393	3,899	4,177	4,114	4,104	4,217	4,324	4,276	4,626	5,245	5,629	6,179	55,183		
5961	Total mail order . . . . .	2,749	2,322	2,495	2,521	2,519	2,631	2,694	2,680	2,950	3,466	3,954	4,557	35,538		
598	Fuel dealers . . . . .	1,813	1,494	1,371	1,162	947	789	733	768	921	1,178	1,294	1,732	14,202		
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>32,849</b>	<b>34,260</b>	<b>37,646</b>	<b>39,393</b>	<b>41,142</b>	<b>39,871</b>	<b>39,774</b>	<b>43,395</b>	<b>40,238</b>	<b>43,558</b>	<b>49,984</b>	<b>77,120</b>	<b>519,230</b>		
594	Miscellaneous shopping goods stores . . . . .	4,627	4,780	4,780	4,976	5,332	5,321	5,293	5,700	5,325	5,474	6,580	13,463	71,651		

See footnotes on next page.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1992												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>158,796</b>	<b>159,687</b>	<b>158,856</b>	<b>158,978</b>	<b>160,274</b>	<b>160,538</b>	<b>161,544</b>	<b>162,297</b>	<b>163,565</b>	<b>166,265</b>	<b>166,233</b>	<b>167,572</b>		
	Total (excl. automotive group) . . .	126,216	126,564	126,111	126,275	127,180	126,960	127,661	128,800	129,124	130,657	130,847	131,960		
	<b>Durable goods, total</b> . . . . .	<b>56,412</b>	<b>57,335</b>	<b>56,882</b>	<b>56,719</b>	<b>57,392</b>	<b>57,915</b>	<b>58,431</b>	<b>58,161</b>	<b>59,356</b>	<b>60,817</b>	<b>60,421</b>	<b>61,327</b>		
52	<b>Building materials group stores</b> . . . . .	<b>8,125</b>	<b>8,422</b>	<b>8,330</b>	<b>8,238</b>	<b>8,333</b>	<b>8,237</b>	<b>8,373</b>	<b>8,310</b>	<b>8,496</b>	<b>8,591</b>	<b>8,442</b>	<b>8,741</b>		
521,3	Building materials, supply stores . . . .	6,098	6,203	6,180	6,130	6,204	6,123	6,277	6,248	6,414	6,424	6,339	6,533		
525	Hardware stores . . . . .	1,041	1,029	1,057	1,033	1,058	1,050	1,076	1,062	1,074	1,063	1,074	1,081		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>32,580</b>	<b>33,123</b>	<b>32,745</b>	<b>32,703</b>	<b>33,094</b>	<b>33,578</b>	<b>33,883</b>	<b>33,497</b>	<b>34,441</b>	<b>35,608</b>	<b>35,386</b>	<b>35,612</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	30,137	30,676	30,266	30,273	30,636	31,129	31,414	31,043	31,952	33,053	32,850	33,074		
553	Auto & home supply stores . . . . .	2,443	2,447	2,479	2,430	2,458	2,449	2,469	2,454	2,489	2,555	2,536	2,538		
57	<b>Furniture group stores</b> . . . . .	<b>7,840</b>	<b>7,883</b>	<b>7,877</b>	<b>7,830</b>	<b>7,872</b>	<b>7,977</b>	<b>8,034</b>	<b>8,058</b>	<b>8,090</b>	<b>8,205</b>	<b>8,227</b>	<b>8,421</b>		
571	Furniture & home furn. stores . . . . .	4,221	4,275	4,267	4,250	4,287	4,371	4,398	4,391	4,371	4,374	4,404	4,484		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,886	2,886	2,893	2,878	2,902	2,918	2,929	2,950	2,983	3,080	3,105	3,127		
	<b>Nonurable goods, total</b> . . . . .	<b>102,384</b>	<b>102,352</b>	<b>101,974</b>	<b>102,259</b>	<b>102,882</b>	<b>102,623</b>	<b>103,113</b>	<b>104,136</b>	<b>104,209</b>	<b>105,448</b>	<b>105,812</b>	<b>106,245</b>		
53	<b>General merchandise group stores</b> . . .	<b>20,059</b>	<b>20,279</b>	<b>19,867</b>	<b>19,983</b>	<b>20,163</b>	<b>20,143</b>	<b>20,231</b>	<b>20,616</b>	<b>20,752</b>	<b>20,900</b>	<b>21,056</b>	<b>21,027</b>		
531	Dept. stores (excl. leased depts.) . . . .	14,937	15,375	15,041	15,110	15,268	15,260	15,291	15,562	15,664	15,782	15,921	16,021		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	15,358	15,666	15,421	15,433	15,636	15,607	15,681	15,936	16,017	16,188	16,242	16,382		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,222	4,339	4,220	4,194	4,247	4,195	4,244	4,260	4,273	4,309	4,276	4,303		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	8,151	8,327	8,253	8,307	8,448	8,479	8,520	8,678	8,727	8,865	8,878	8,987		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,985	3,000	2,948	2,932	2,941	2,933	2,917	2,998	3,017	3,014	3,088	3,092		
533	Variety stores . . . . .	812	835	774	772	781	785	764	766	773	789	775	827		
539	Miscellaneous general merchandise stores . . . . .	4,310	4,069	4,052	4,101	4,114	4,098	4,176	4,288	4,315	4,329	4,360	4,179		
54	<b>Food group stores</b> . . . . .	<b>31,138</b>	<b>31,010</b>	<b>30,971</b>	<b>31,251</b>	<b>31,092</b>	<b>31,168</b>	<b>31,352</b>	<b>31,538</b>	<b>31,349</b>	<b>31,632</b>	<b>31,650</b>	<b>31,917</b>		
541	Grocery stores . . . . .	29,557	29,445	29,405	29,675	29,527	29,600	29,800	29,976	29,773	30,045	30,105	30,290		
554	<b>Gasoline service stations</b> . . . . .	<b>11,226</b>	<b>11,079</b>	<b>11,289</b>	<b>11,233</b>	<b>11,447</b>	<b>11,417</b>	<b>11,457</b>	<b>11,408</b>	<b>11,454</b>	<b>11,507</b>	<b>11,487</b>	<b>11,573</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>8,262</b>	<b>8,351</b>	<b>8,371</b>	<b>8,348</b>	<b>8,460</b>	<b>8,612</b>	<b>8,690</b>	<b>8,783</b>	<b>8,792</b>	<b>8,846</b>	<b>8,895</b>	<b>8,973</b>		
561	Mens & boys clothing, furnishings. . . .	864	857	861	851	860	874	849	854	844	830	833	830		
562,3	Women's clothing specialty stores . . . .	2,809	2,811	2,873	2,874	2,954	2,923	2,917	2,990	2,998	3,024	3,103	3,151		
566	Shoe stores . . . . .	1,508	1,532	1,506	1,489	1,498	1,501	1,516	1,519	1,517	1,526	1,499	1,476		
58	<b>Eating and drinking places</b> . . . . .	<b>16,720</b>	<b>16,745</b>	<b>16,712</b>	<b>16,360</b>	<b>16,470</b>	<b>16,025</b>	<b>16,157</b>	<b>16,493</b>	<b>16,589</b>	<b>16,986</b>	<b>17,295</b>	<b>17,350</b>		
591	Drug & proprietary stores . . . . .	6,467	6,529	6,479	6,535	6,508	6,463	6,392	6,488	6,444	6,522	6,409	6,391		
592	Liquor stores . . . . .	1,775	1,795	1,787	1,804	1,808	1,775	1,780	1,813	1,816	1,845	1,828	1,816		
5961	Total mail order . . . . .	2,708	2,691	2,551	2,740	2,912	3,035	3,086	3,070	3,067	3,137	3,075	3,141		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>41,902</b>	<b>42,321</b>	<b>41,909</b>	<b>42,001</b>	<b>42,348</b>	<b>42,625</b>	<b>42,862</b>	<b>43,413</b>	<b>43,538</b>	<b>43,960</b>	<b>44,231</b>	<b>44,600</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>133,940</b>	<b>131,203</b>	<b>152,214</b>	<b>151,138</b>	<b>162,806</b>	<b>156,907</b>	<b>157,578</b>	<b>162,703</b>	<b>149,213</b>	<b>154,903</b>	<b>158,565</b>	<b>184,767</b>	<b>1,855,937</b>
	Total (excl. automotive group) . . . . .	108,228	104,072	120,026	118,012	127,872	123,251	123,508	129,760	117,744	123,525	130,114	157,178	1,483,290
	<b>Durable goods, total</b> . . . . .	<b>44,580</b>	<b>45,911</b>	<b>53,496</b>	<b>55,690</b>	<b>59,323</b>	<b>57,052</b>	<b>57,556</b>	<b>56,953</b>	<b>53,685</b>	<b>54,368</b>	<b>52,167</b>	<b>59,193</b>	<b>649,974</b>
52	<b>Building materials group stores</b> . . . . .	<b>5,657</b>	<b>5,685</b>	<b>6,816</b>	<b>8,426</b>	<b>9,113</b>	<b>8,579</b>	<b>8,662</b>	<b>8,418</b>	<b>7,859</b>	<b>8,145</b>	<b>7,226</b>	<b>6,910</b>	<b>91,496</b>
521,3,5	Building materials, supply stores, hardware . . . . .	5,022	4,956	5,948	7,146	7,667	7,537	7,626	7,528	6,988	7,326	6,503	6,097	80,344
521,3	Building materials, supply stores . . . . .	4,192	4,162	4,997	6,045	6,472	6,424	6,561	6,472	6,022	6,311	5,486	5,052	68,196
525	Hardware stores . . . . .	830	794	951	1,101	1,195	1,113	1,065	1,056	966	1,015	1,017	1,045	12,148
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>25,712</b>	<b>27,131</b>	<b>32,188</b>	<b>33,126</b>	<b>34,934</b>	<b>33,656</b>	<b>34,070</b>	<b>32,943</b>	<b>31,469</b>	<b>31,378</b>	<b>28,451</b>	<b>27,589</b>	<b>372,647</b>
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	23,580	25,118	29,828	30,521	32,212	30,966	31,346	30,272	28,985	28,809	26,076	25,305	343,018
551,2	Motor vehicle dealers . . . . .	22,545	23,857	28,099	28,683	30,203	29,027	29,675	28,750	27,673	27,369	24,960	24,333	325,174
551	Motor vehicle dealers, (new & used) . . . . .	21,003	22,024	25,824	26,393	28,042	26,911	27,728	26,800	25,612	25,296	23,003	22,614	301,250
553	Auto & home supply stores . . . . .	2,132	2,013	2,360	2,605	2,722	2,690	2,724	2,671	2,484	2,569	2,375	2,284	29,629
57	<b>Furniture group stores</b> . . . . .	<b>6,739</b>	<b>6,565</b>	<b>7,325</b>	<b>7,247</b>	<b>7,625</b>	<b>7,476</b>	<b>7,701</b>	<b>7,824</b>	<b>7,312</b>	<b>7,594</b>	<b>8,136</b>	<b>10,132</b>	<b>91,676</b>
571	Furniture & home furn. stores . . . . .	3,660	3,632	4,032	4,060	4,267	4,037	4,145	4,273	3,978	4,206	4,453	4,726	49,469
5712	Furniture stores . . . . .	2,221	2,283	2,534	2,525	2,615	2,481	2,526	2,549	2,443	2,584	2,687	2,757	30,205
5713	Floor covering stores . . . . .	760	713	816	845	893	850	895	941	832	856	872	802	10,075
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,478	2,337	2,630	2,561	2,700	2,751	2,887	2,827	2,623	2,700	2,926	4,149	33,569
5722	Household appliance stores . . . . .	596	561	643	678	739	712	777	717	612	674	713	840	8,262
5731,34	Radio, television and computer stores . . . . .	1,882	1,776	1,987	1,883	1,961	2,039	2,110	2,110	2,011	2,026	2,213	3,309	25,307
5941	Sporting goods stores and bicycle shops . . . . .	945	991	1,151	1,190	1,287	1,332	1,299	1,430	1,236	1,091	1,205	1,908	15,065
5942	Book stores . . . . .	750	499	520	497	523	529	539	807	778	597	655	1,037	7,731
5944	Jewelry stores . . . . .	821	998	967	1,012	1,313	1,099	1,021	1,058	963	1,080	1,329	3,071	14,732
	<b>Nondurable goods, total</b> . . . . .	<b>89,360</b>	<b>85,292</b>	<b>98,718</b>	<b>95,448</b>	<b>103,483</b>	<b>99,855</b>	<b>100,022</b>	<b>105,750</b>	<b>95,528</b>	<b>100,535</b>	<b>106,398</b>	<b>125,574</b>	<b>1,205,963</b>
53	<b>General merchandise group stores</b> . . . . .	<b>13,082</b>	<b>13,431</b>	<b>17,370</b>	<b>16,909</b>	<b>18,878</b>	<b>17,840</b>	<b>17,030</b>	<b>19,281</b>	<b>16,922</b>	<b>18,711</b>	<b>23,310</b>	<b>33,966</b>	<b>226,730</b>
531	Dept. stores (excl. leased depts.) . . . . .	9,754	10,241	13,383	13,052	14,229	13,404	12,801	14,855	12,887	14,221	17,915	26,180	172,922
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	10,017	10,555	13,780	13,429	14,595	13,726	13,102	15,233	13,206	14,579	18,320	26,755	177,297
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,591	2,998	3,996	3,765	4,131	3,688	3,550	4,363	3,853	4,188	5,295	8,230	50,648
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,357	5,540	7,080	6,992	7,762	7,382	6,982	7,869	6,802	7,596	9,344	13,417	92,123
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,069	2,017	2,704	2,672	2,702	2,656	2,570	3,001	2,551	2,795	3,681	5,108	34,526
533	Variety stores . . . . .	493	518	669	613	683	622	631	701	608	681	804	1,318	8,341
539	Miscellaneous general merchandise stores . . . . .	2,835	2,672	3,318	3,244	3,966	3,814	3,598	3,725	3,427	3,809	4,591	6,468	45,467
54	<b>Food group stores</b> . . . . .	<b>29,958</b>	<b>27,879</b>	<b>31,752</b>	<b>29,970</b>	<b>33,090</b>	<b>32,032</b>	<b>32,345</b>	<b>32,833</b>	<b>29,992</b>	<b>30,818</b>	<b>31,276</b>	<b>32,578</b>	<b>374,523</b>
541	Grocery stores . . . . .	28,458	26,358	30,046	28,332	31,271	30,229	30,576	31,089	28,420	29,228	29,686	30,638	354,331
542	Meat, fish (seafood) markets . . . . .	462	438	495	457	518	488	498	509	458	449	457	575	5,804
546	Retail bakeries . . . . .	417	425	457	429	449	452	454	476	464	481	478	521	5,503
554	<b>Gasoline service stations</b> . . . . .	<b>11,297</b>	<b>10,064</b>	<b>10,883</b>	<b>11,052</b>	<b>11,960</b>	<b>11,846</b>	<b>12,091</b>	<b>12,406</b>	<b>11,350</b>	<b>11,678</b>	<b>11,360</b>	<b>11,308</b>	<b>137,295</b>
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,720</b>	<b>5,885</b>	<b>8,046</b>	<b>7,675</b>	<b>8,150</b>	<b>7,635</b>	<b>7,476</b>	<b>9,115</b>	<b>7,667</b>	<b>7,973</b>	<b>9,141</b>	<b>12,958</b>	<b>97,441</b>
561	Mens & boys clothing, furnishings . . . . .	688	627	797	836	875	849	707	809	791	851	986	1,619	10,435
562,3	Women's clothing specialty stores . . . . .	1,950	1,993	2,675	2,658	2,858	2,560	2,584	2,856	2,613	2,773	3,108	4,237	32,865
562	Women's ready to wear . . . . .	1,748	1,804	2,438	2,401	2,604	2,340	2,371	2,598	2,398	2,536	2,829	3,832	29,899
565	Family clothing stores . . . . .	1,572	1,740	2,371	2,232	2,444	2,367	2,398	3,022	2,334	2,503	3,042	4,496	30,521
566	Shoe stores . . . . .	1,115	1,133	1,617	1,460	1,490	1,392	1,338	1,798	1,412	1,367	1,477	1,905	17,504
58	<b>Eating and drinking places</b> . . . . .	<b>14,419</b>	<b>14,262</b>	<b>16,033</b>	<b>15,954</b>	<b>17,057</b>	<b>17,243</b>	<b>17,227</b>	<b>17,896</b>	<b>15,869</b>	<b>16,369</b>	<b>15,844</b>	<b>16,251</b>	<b>194,424</b>
5812	Eating places . . . . .	13,467	13,355	15,015	15,005	16,052	16,210	16,266	16,926	14,924	15,345	14,819	15,217	182,601
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	7,571	7,481	8,395	8,414	8,949	9,014	9,078	9,534	8,454	8,701	8,404	8,442	102,437
5812 pt.	Refreshment places . . . . .	5,706	5,666	6,420	6,384	6,831	6,918	6,946	7,125	6,203	6,342	6,178	6,501	77,220
5813	Drinking places (alcoholic bev) . . . . .	952	907	1,018	949	1,005	1,033	961	970	945	1,024	1,025	1,034	11,823
591	Drug & proprietary stores . . . . .	5,875	5,770	6,378	6,111	6,351	6,033	6,104	6,269	5,919	6,281	6,264	8,185	75,540
592	Liquor stores . . . . .	1,742	1,646	1,840	1,760	1,915	1,888	2,000	2,027	1,726	1,775	1,880	2,255	22,454
596	Nonstore retailers <sup>2</sup> . . . . .	3,940	3,580	3,870	3,880	3,952	3,563	3,898	4,009	4,112	4,562	4,702	4,998	49,066
5961	Total mail order . . . . .	2,341	2,036	2,240	2,236	2,259	2,069	2,340	2,406	2,536	2,843	3,193	3,461	29,960
598	Fuel dealers . . . . .	2,315	1,600	1,376	1,021	838	704	791	824	893	1,176	1,381	1,643	14,562
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>30,111</b>	<b>30,484</b>	<b>37,747</b>	<b>36,567</b>	<b>40,074</b>	<b>38,144</b>	<b>37,323</b>	<b>41,877</b>	<b>37,104</b>	<b>39,616</b>	<b>47,086</b>	<b>69,306</b>	<b>485,439</b>
594	Miscellaneous shopping goods stores . . . . .	4,570	4,603	5,006	4,736	5,421	5,193	5,116	5,657	5,203	5,338	6,499	12,250	69,592

See footnotes on next page.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1991												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>150,560</b>	<b>153,062</b>	<b>154,612</b>	<b>154,351</b>	<b>155,701</b>	<b>155,683</b>	<b>156,018</b>	<b>155,299</b>	<b>156,069</b>	<b>154,487</b>	<b>155,041</b>	<b>155,207</b>		
	Total (excl. automotive group) . . .	121,566	122,448	123,553	123,478	124,473	124,296	124,606	124,499	123,993	123,232	123,836	123,539		
	<b>Durable goods, total</b> . . . . .	<b>51,276</b>	<b>53,684</b>	<b>54,387</b>	<b>54,138</b>	<b>54,519</b>	<b>54,643</b>	<b>54,611</b>	<b>53,960</b>	<b>55,300</b>	<b>54,300</b>	<b>54,265</b>	<b>54,753</b>		
52	<b>Building materials group stores</b> . . . . .	<b>7,196</b>	<b>7,578</b>	<b>7,482</b>	<b>7,699</b>	<b>7,618</b>	<b>7,699</b>	<b>7,731</b>	<b>7,653</b>	<b>7,717</b>	<b>7,621</b>	<b>7,637</b>	<b>7,664</b>		
521,3	Building materials, supply stores . . . .	5,182	5,441	5,485	5,676	5,652	5,798	5,776	5,758	5,802	5,774	5,745	5,854		
525	Hardware stores . . . . .	1,006	1,053	1,026	1,041	1,031	1,006	998	1,011	1,005	994	1,004	983		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>28,994</b>	<b>30,614</b>	<b>31,059</b>	<b>30,873</b>	<b>31,228</b>	<b>31,387</b>	<b>31,412</b>	<b>30,800</b>	<b>32,076</b>	<b>31,255</b>	<b>31,205</b>	<b>31,668</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	26,524	28,159	28,598	28,339	28,684	28,859	28,917	28,345	29,607	28,838	28,813	29,254		
553	Auto & home supply stores . . . . .	2,470	2,455	2,461	2,534	2,544	2,528	2,495	2,455	2,469	2,417	2,392	2,414		
57	<b>Furniture group stores</b> . . . . .	<b>7,288</b>	<b>7,519</b>	<b>7,618</b>	<b>7,682</b>	<b>7,769</b>	<b>7,731</b>	<b>7,776</b>	<b>7,770</b>	<b>7,731</b>	<b>7,636</b>	<b>7,564</b>	<b>7,609</b>		
571	Furniture & home furn. stores . . . . .	3,978	4,109	4,135	4,160	4,183	4,107	4,133	4,129	4,144	4,107	4,108	4,138		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,645	2,737	2,789	2,814	2,848	2,860	2,884	2,879	2,833	2,801	2,729	2,772		
	<b>Nondurable goods, total</b> . . . . .	<b>99,284</b>	<b>99,378</b>	<b>100,225</b>	<b>100,213</b>	<b>101,182</b>	<b>101,040</b>	<b>101,407</b>	<b>101,339</b>	<b>100,769</b>	<b>100,187</b>	<b>100,776</b>	<b>100,454</b>		
53	<b>General merchandise group stores</b> . . .	<b>17,965</b>	<b>18,203</b>	<b>18,657</b>	<b>18,888</b>	<b>19,024</b>	<b>18,827</b>	<b>19,121</b>	<b>19,151</b>	<b>19,028</b>	<b>19,064</b>	<b>19,322</b>	<b>19,217</b>		
531	Dept. stores (excl. leased depts.) . . . .	13,738	14,087	14,252	14,454	14,387	14,244	14,514	14,592	14,464	14,511	14,733	14,675		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,113	14,413	14,761	14,761	14,782	14,569	14,888	14,988	14,805	14,863	15,045	15,046		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,061	4,199	4,382	4,288	4,290	4,148	4,303	4,303	4,211	4,218	4,189	4,142		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	7,229	7,397	7,524	7,575	7,602	7,571	7,681	7,783	7,712	7,767	7,946	8,015		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,823	2,817	2,855	2,898	2,890	2,850	2,904	2,902	2,882	2,878	2,910	2,889		
533	Variety stores . . . . .	661	668	689	688	679	683	700	703	696	678	728	742		
539	Miscellaneous general merchandise stores . . . . .	3,566	3,448	3,716	3,746	3,958	3,900	3,907	3,856	3,868	3,875	3,861	3,800		
54	<b>Food group stores</b> . . . . .	<b>31,142</b>	<b>30,944</b>	<b>31,374</b>	<b>31,136</b>	<b>31,667</b>	<b>31,543</b>	<b>31,409</b>	<b>31,174</b>	<b>31,240</b>	<b>31,085</b>	<b>31,091</b>	<b>31,062</b>		
541	Grocery stores . . . . .	29,460	29,254	29,690	29,451	29,953	29,724	29,685	29,468	29,573	29,464	29,480	29,460		
554	<b>Gasoline service stations</b> . . . . .	<b>12,082</b>	<b>11,515</b>	<b>11,444</b>	<b>11,324</b>	<b>11,489</b>	<b>11,501</b>	<b>11,342</b>	<b>11,508</b>	<b>11,305</b>	<b>11,229</b>	<b>11,383</b>	<b>11,274</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>7,707</b>	<b>8,095</b>	<b>8,110</b>	<b>8,311</b>	<b>8,278</b>	<b>8,121</b>	<b>8,221</b>	<b>8,277</b>	<b>8,154</b>	<b>7,978</b>	<b>8,035</b>	<b>8,053</b>		
561	Mens & boys clothing, furnishings. . . .	841	867	866	920	886	852	849	873	890	865	873	865		
562,3	Women's clothing specialty stores . . . .	2,573	2,697	2,710	2,775	2,783	2,741	2,812	2,770	2,789	2,746	2,734	2,716		
566	Shoe stores . . . . .	1,417	1,507	1,486	1,513	1,475	1,437	1,459	1,469	1,436	1,420	1,423	1,449		
58	<b>Eating and drinking places</b> . . . . .	<b>15,758</b>	<b>16,025</b>	<b>15,937</b>	<b>16,083</b>	<b>16,245</b>	<b>16,438</b>	<b>16,454</b>	<b>16,343</b>	<b>16,226</b>	<b>16,223</b>	<b>16,284</b>	<b>16,465</b>		
591	Drug & proprietary stores . . . . .	6,057	6,231	6,346	6,242	6,245	6,284	6,286	6,320	6,337	6,364	6,392	6,486		
592	Liquor stores . . . . .	1,964	1,955	1,949	1,901	1,896	1,880	1,908	1,914	1,850	1,822	1,822	1,689		
5961	Total mail order . . . . .	2,325	2,395	2,375	2,397	2,453	2,526	2,641	2,700	2,684	2,527	2,464	2,494		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>38,658</b>	<b>39,600</b>	<b>40,233</b>	<b>40,615</b>	<b>40,894</b>	<b>40,488</b>	<b>40,892</b>	<b>41,030</b>	<b>40,812</b>	<b>40,550</b>	<b>40,734</b>	<b>40,633</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1990												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Unadjusted</b>														
	<b>Retail sales, total</b> . . . . .	<b>135,823</b>	<b>130,495</b>	<b>152,118</b>	<b>148,785</b>	<b>158,291</b>	<b>157,868</b>	<b>153,231</b>	<b>161,757</b>	<b>149,502</b>	<b>154,663</b>	<b>159,113</b>	<b>182,965</b>	<b>1,844,611</b>	
	Total (excl. automotive group) . . . . .	104,898	101,733	117,547	115,255	122,464	122,297	119,041	126,769	118,109	122,700	129,877	156,316	1,457,006	
	<b>Durable goods, total</b> . . . . .	<b>50,929</b>	<b>48,418</b>	<b>56,998</b>	<b>55,944</b>	<b>60,347</b>	<b>59,858</b>	<b>57,417</b>	<b>59,236</b>	<b>53,617</b>	<b>55,127</b>	<b>53,264</b>	<b>57,680</b>	<b>668,835</b>	
52	<b>Building materials group stores</b> . . . . .	<b>6,234</b>	<b>6,072</b>	<b>7,612</b>	<b>8,169</b>	<b>9,341</b>	<b>9,284</b>	<b>8,794</b>	<b>8,797</b>	<b>7,904</b>	<b>8,268</b>	<b>7,581</b>	<b>6,584</b>	<b>94,640</b>	
521,3,5	Building materials, supply stores, hardware . . . . .	5,606	5,407	6,699	7,090	7,951	7,937	7,706	7,735	6,976	7,273	6,683	5,802	82,865	
521,3	Building materials, supply stores . . . . .	4,744	4,609	5,683	6,003	6,751	6,743	6,596	6,696	5,956	6,209	5,650	4,701	70,341	
525	Hardware stores . . . . .	862	798	1,016	1,087	1,200	1,194	1,110	1,039	1,020	1,064	1,033	1,101	12,524	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>30,925</b>	<b>28,762</b>	<b>34,571</b>	<b>33,530</b>	<b>35,827</b>	<b>35,571</b>	<b>34,190</b>	<b>34,988</b>	<b>31,393</b>	<b>31,963</b>	<b>29,236</b>	<b>26,649</b>	<b>387,605</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	28,659	26,613	31,965	30,946	33,070	32,743	31,470	32,195	28,849	29,275	26,716	24,263	356,764	
551,2	Motor vehicle dealers . . . . .	27,597	25,455	30,265	28,883	31,078	30,837	29,661	30,577	27,493	28,026	25,496	23,345	338,713	
551	Motor vehicle dealers, (new & used) . . . . .	25,563	23,535	28,037	26,883	28,974	28,820	27,901	28,685	25,644	26,274	23,804	21,842	315,963	
553	Auto & home supply stores . . . . .	2,266	2,149	2,606	2,584	2,757	2,828	2,720	2,793	2,544	2,688	2,520	2,386	30,841	
57	<b>Furniture group stores</b> . . . . .	<b>7,230</b>	<b>6,761</b>	<b>7,597</b>	<b>7,172</b>	<b>7,631</b>	<b>7,569</b>	<b>7,328</b>	<b>7,604</b>	<b>7,263</b>	<b>7,589</b>	<b>8,032</b>	<b>9,769</b>	<b>91,545</b>	
571	Furniture & home furn. stores . . . . .	4,085	3,799	4,315	4,092	4,309	4,235	4,068	4,272	4,039	4,270	4,456	4,584	50,524	
5712	Furniture stores . . . . .	2,639	2,468	2,765	2,563	2,641	2,585	2,403	2,563	2,445	2,503	2,595	2,659	30,829	
5713	Floor covering stores . . . . .	820	778	893	878	929	924	923	923	883	983	927	834	10,695	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,550	2,369	2,649	2,484	2,746	2,747	2,689	2,683	2,587	2,671	2,873	3,987	33,035	
5722	Household appliance stores . . . . .	678	611	697	681	762	778	775	726	666	722	760	911	8,767	
5731,34	Radio, television and computer stores . . . . .	1,872	1,758	1,952	1,803	1,984	1,969	1,914	1,957	1,921	1,949	2,113	3,076	24,268	
5941	Sporting goods stores and bicycle shops . . . . .	1,000	1,052	1,240	1,182	1,298	1,321	1,210	1,340	1,178	1,117	1,192	1,857	14,987	
5942	Book stores . . . . .	692	483	490	485	527	527	529	723	753	599	611	1,015	7,434	
5944	Jewelry stores . . . . .	846	1,025	984	1,004	1,263	1,134	1,075	1,132	996	1,084	1,400	3,238	15,181	
	<b>Nondurable goods, total</b> . . . . .	<b>84,894</b>	<b>82,077</b>	<b>95,120</b>	<b>92,841</b>	<b>97,944</b>	<b>98,010</b>	<b>95,814</b>	<b>102,521</b>	<b>95,885</b>	<b>99,536</b>	<b>105,849</b>	<b>125,285</b>	<b>1,175,776</b>	
53	<b>General merchandise group stores</b> . . . . .	<b>12,577</b>	<b>13,000</b>	<b>16,542</b>	<b>16,271</b>	<b>17,429</b>	<b>17,237</b>	<b>15,823</b>	<b>17,919</b>	<b>16,267</b>	<b>17,428</b>	<b>22,200</b>	<b>32,821</b>	<b>215,514</b>	
531	Dept. stores (excl. leased depts.) . . . . .	9,468	9,859	12,918	12,675	13,309	13,260	12,114	13,935	12,520	13,377	17,023	25,350	165,808	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,762	10,207	13,320	13,070	13,677	13,625	12,463	14,346	12,894	13,764	17,480	26,021	170,629	
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,686	3,050	4,002	3,856	4,080	3,894	3,501	4,262	3,886	4,106	5,408	8,442	51,173	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,949	5,056	6,505	6,541	6,848	6,917	6,320	7,074	6,371	6,831	8,610	12,286	84,308	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,127	2,101	2,813	2,673	2,749	2,814	2,642	3,010	2,637	2,827	3,462	5,293	35,148	
533	Variety stores . . . . .	509	538	633	684	667	636	622	703	609	680	784	1,241	8,306	
539	Miscellaneous general merchandise stores . . . . .	2,600	2,603	2,991	2,912	3,453	3,341	3,087	3,281	3,138	3,371	4,393	6,230	41,400	
54	<b>Food group stores</b> . . . . .	<b>28,419</b>	<b>27,277</b>	<b>30,950</b>	<b>29,499</b>	<b>31,459</b>	<b>31,758</b>	<b>31,399</b>	<b>32,183</b>	<b>30,558</b>	<b>30,504</b>	<b>31,004</b>	<b>33,323</b>	<b>368,333</b>	
541	Grocery stores . . . . .	26,914	25,748	29,269	27,802	29,731	30,067	29,682	30,446	28,973	28,898	29,374	31,339	348,243	
542	Meat, fish (seafood) markets . . . . .	489	478	524	507	511	504	512	509	458	458	486	614	6,050	
546	Retail bakeries . . . . .	420	404	447	434	432	427	426	439	419	431	452	498	5,229	
554	<b>Gasoline service stations</b> . . . . .	<b>10,120</b>	<b>9,434</b>	<b>10,497</b>	<b>10,537</b>	<b>11,210</b>	<b>11,442</b>	<b>11,548</b>	<b>12,739</b>	<b>12,406</b>	<b>13,242</b>	<b>12,952</b>	<b>12,377</b>	<b>138,504</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,846</b>	<b>5,729</b>	<b>7,672</b>	<b>7,745</b>	<b>7,867</b>	<b>7,770</b>	<b>7,231</b>	<b>8,659</b>	<b>7,699</b>	<b>7,818</b>	<b>8,914</b>	<b>12,869</b>	<b>95,819</b>	
561	Mens & boys clothing, furnishings. . . . .	728	621	784	820	868	880	722	771	788	856	971	1,641	10,450	
562,3	Women's clothing specialty stores . . . . .	2,086	2,016	2,690	2,734	2,795	2,692	2,533	2,766	2,609	2,692	3,008	4,191	32,812	
562	Women's ready to wear . . . . .	1,815	1,797	2,444	2,486	2,551	2,478	2,324	2,527	2,402	2,441	2,728	3,762	29,755	
565	Family clothing stores . . . . .	1,514	1,598	2,140	2,079	2,201	2,283	2,155	2,696	2,234	2,317	2,872	4,309	28,398	
566	Shoe stores . . . . .	1,150	1,101	1,536	1,586	1,501	1,479	1,368	1,789	1,511	1,413	1,552	2,057	18,043	
58	<b>Eating and drinking places</b> . . . . .	<b>14,012</b>	<b>13,811</b>	<b>15,889</b>	<b>15,730</b>	<b>16,479</b>	<b>16,922</b>	<b>17,020</b>	<b>17,440</b>	<b>15,879</b>	<b>15,971</b>	<b>15,335</b>	<b>15,661</b>	<b>190,149</b>	
5812	Eating places . . . . .	13,171	12,990	14,942	14,792	15,513	15,918	16,063	16,480	14,917	14,965	14,313	14,615	178,679	
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	7,354	7,265	8,265	8,289	8,618	8,789	8,941	9,243	8,445	8,475	8,049	8,121	99,854	
5812 pt.	Refreshment places . . . . .	5,574	5,522	6,410	6,208	6,569	6,798	6,888	7,003	6,224	6,240	6,055	6,225	75,716	
5813	Drinking places (alcoholic bev) . . . . .	841	821	947	938	966	1,004	957	960	962	1,006	1,022	1,046	11,470	
591	Drug & proprietary stores . . . . .	5,545	5,187	5,592	5,662	5,835	5,729	5,656	5,951	5,617	6,006	6,097	7,681	70,558	
592	Liquor stores . . . . .	1,512	1,459	1,653	1,628	1,755	1,850	1,873	1,906	1,753	1,788	1,891	2,654	21,722	
596	Nonstore retailers <sup>2</sup> . . . . .	3,721	3,441	3,763	3,501	3,691	3,450	3,495	3,615	3,547	4,225	4,640	4,543	45,632	
5961	Total mail order . . . . .	2,264	1,909	2,172	1,973	2,016	1,933	1,904	2,024	2,011	2,465	2,960	2,946	26,577	
598	Fuel dealers . . . . .	2,102	1,598	1,441	1,077	887	763	752	1,032	1,062	1,340	1,602	1,917	15,573	
53,56, 57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>30,329</b>	<b>30,128</b>	<b>36,745</b>	<b>35,929</b>	<b>38,232</b>	<b>37,785</b>	<b>35,364</b>	<b>39,645</b>	<b>36,329</b>	<b>38,049</b>	<b>45,458</b>	<b>67,604</b>	<b>471,597</b>	
594	Miscellaneous shopping goods stores . . . . .	4,676	4,638	4,934	4,741	5,305	5,209	4,982	5,463	5,100	5,214	6,312	12,145	68,719	

See footnotes on next page.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1990												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>153,715</b>	<b>152,635</b>	<b>153,047</b>	<b>152,482</b>	<b>151,735</b>	<b>153,397</b>	<b>153,926</b>	<b>154,807</b>	<b>155,424</b>	<b>155,215</b>	<b>155,788</b>	<b>152,955</b>		
	Total (excl. automotive group) . . .	118,927	120,183	120,713	120,137	119,708	121,420	121,301	122,444	123,250	123,212	123,862	122,197		
	<b>Durable goods, total</b> . . . . .	<b>58,436</b>	<b>56,679</b>	<b>56,399</b>	<b>55,953</b>	<b>55,400</b>	<b>55,470</b>	<b>56,013</b>	<b>55,749</b>	<b>55,518</b>	<b>55,287</b>	<b>55,127</b>	<b>53,403</b>		
52	<b>Building materials group stores</b> . . . . .	<b>7,926</b>	<b>8,133</b>	<b>8,078</b>	<b>7,827</b>	<b>7,765</b>	<b>8,085</b>	<b>7,982</b>	<b>7,992</b>	<b>7,846</b>	<b>7,757</b>	<b>7,870</b>	<b>7,449</b>		
521,3	Building materials, supply stores . . . .	5,923	6,089	6,027	5,891	5,820	5,920	5,889	5,936	5,805	5,707	5,783	5,603		
525	Hardware stores . . . . .	1,051	1,063	1,067	1,054	1,034	1,059	1,057	1,026	1,037	1,043	1,037	1,010		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>34,788</b>	<b>32,452</b>	<b>32,334</b>	<b>32,345</b>	<b>32,027</b>	<b>31,977</b>	<b>32,625</b>	<b>32,363</b>	<b>32,174</b>	<b>32,003</b>	<b>31,926</b>	<b>30,758</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	32,165	29,802	29,680	29,756	29,448	29,392	30,057	29,810	29,650	29,481	29,391	28,246		
553	Auto & home supply stores . . . . .	2,623	2,650	2,654	2,589	2,579	2,585	2,568	2,553	2,524	2,522	2,535	2,512		
57	<b>Furniture group stores</b> . . . . .	<b>7,842</b>	<b>7,783</b>	<b>7,775</b>	<b>7,725</b>	<b>7,754</b>	<b>7,632</b>	<b>7,572</b>	<b>7,531</b>	<b>7,622</b>	<b>7,619</b>	<b>7,496</b>	<b>7,384</b>		
571	Furniture & home furn. stores . . . . .	4,450	4,317	4,319	4,267	4,216	4,214	4,164	4,144	4,181	4,182	4,118	4,046		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,736	2,794	2,783	2,791	2,881	2,769	2,755	2,727	2,773	2,759	2,703	2,667		
	<b>Nondurable goods, total</b> . . . . .	<b>95,279</b>	<b>95,956</b>	<b>96,648</b>	<b>96,529</b>	<b>96,335</b>	<b>97,927</b>	<b>97,913</b>	<b>99,058</b>	<b>99,906</b>	<b>99,928</b>	<b>100,661</b>	<b>99,552</b>		
53	<b>General merchandise group stores</b> . . .	<b>17,738</b>	<b>17,832</b>	<b>17,995</b>	<b>17,704</b>	<b>17,630</b>	<b>18,098</b>	<b>18,016</b>	<b>18,024</b>	<b>18,027</b>	<b>18,032</b>	<b>18,201</b>	<b>18,154</b>		
531	Dept. stores (excl. leased depts.) . . . .	13,643	13,712	13,935	13,673	13,553	13,958	13,876	13,866	13,834	13,805	13,908	13,936		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	14,035	14,127	14,435	14,048	13,965	14,394	14,270	14,281	14,221	14,197	14,333	14,280		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,237	4,308	4,472	4,275	4,281	4,346	4,301	4,249	4,201	4,177	4,238	4,200		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,864	6,851	6,942	6,914	6,747	7,058	7,007	7,095	7,087	7,123	7,241	7,197		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,934	2,968	3,021	2,859	2,937	2,990	2,962	2,937	2,933	2,897	2,854	2,883		
533	Variety stores . . . . .	696	695	684	695	682	703	695	697	702	697	698	676		
539	Miscellaneous general merchandise stores . . . . .	3,399	3,425	3,376	3,336	3,395	3,437	3,445	3,461	3,491	3,530	3,595	3,542		
54	<b>Food group stores</b> . . . . .	<b>29,808</b>	<b>30,304</b>	<b>30,424</b>	<b>30,509</b>	<b>30,439</b>	<b>30,798</b>	<b>30,761</b>	<b>30,866</b>	<b>31,256</b>	<b>31,045</b>	<b>31,271</b>	<b>31,068</b>		
541	Grocery stores . . . . .	28,123	28,609	28,723	28,810	28,781	29,135	29,071	29,191	29,564	29,398	29,611	29,426		
554	<b>Gasoline service stations</b> . . . . .	<b>10,766</b>	<b>10,794</b>	<b>10,912</b>	<b>10,852</b>	<b>10,800</b>	<b>10,991</b>	<b>10,915</b>	<b>11,828</b>	<b>12,381</b>	<b>12,708</b>	<b>12,952</b>	<b>12,402</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>7,897</b>	<b>7,898</b>	<b>8,088</b>	<b>7,898</b>	<b>7,961</b>	<b>8,136</b>	<b>8,088</b>	<b>8,099</b>	<b>7,955</b>	<b>7,938</b>	<b>7,941</b>	<b>7,884</b>		
561	Mens & boys clothing, furnishings. . . .	899	866	891	859	880	877	874	860	863	870	860	862		
562,3	Women's clothing specialty stores . . . .	2,738	2,728	2,782	2,790	2,735	2,840	2,827	2,752	2,695	2,676	2,693	2,626		
566	Shoe stores . . . . .	1,484	1,472	1,531	1,475	1,464	1,511	1,512	1,532	1,496	1,500	1,526	1,517		
58	<b>Eating and drinking places</b> . . . . .	<b>15,449</b>	<b>15,588</b>	<b>15,732</b>	<b>15,873</b>	<b>15,800</b>	<b>15,994</b>	<b>16,133</b>	<b>16,059</b>	<b>16,023</b>	<b>15,955</b>	<b>15,891</b>	<b>15,724</b>		
591	Drug & proprietary stores . . . . .	5,693	5,614	5,603	5,748	5,783	5,846	5,923	5,981	6,053	6,079	6,159	6,077		
592	Liquor stores . . . . .	1,714	1,735	1,747	1,770	1,746	1,800	1,803	1,843	1,838	1,861	1,878	1,925		
5961	Total mail order . . . . .	2,242	2,243	2,212	2,190	2,201	2,250	2,219	2,190	2,210	2,170	2,231	2,207		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>39,315</b>	<b>39,325</b>	<b>39,663</b>	<b>39,039</b>	<b>39,068</b>	<b>39,546</b>	<b>39,442</b>	<b>39,298</b>	<b>39,367</b>	<b>39,338</b>	<b>39,299</b>	<b>39,116</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.

Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1989												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Unadjusted</b>														
	<b>Retail sales, total</b> . . . . .	<b>124,988</b>	<b>121,280</b>	<b>142,855</b>	<b>141,399</b>	<b>152,175</b>	<b>151,172</b>	<b>146,788</b>	<b>155,428</b>	<b>146,508</b>	<b>144,906</b>	<b>151,610</b>	<b>179,862</b>	<b>1,758,971</b>	
	Total (excl. automotive group) . . . . .	97,336	93,576	108,910	108,207	116,089	115,308	113,050	118,360	112,699	114,409	122,439	152,577	1,372,960	
	<b>Durable goods, total</b> . . . . .	<b>46,278</b>	<b>45,444</b>	<b>54,223</b>	<b>54,270</b>	<b>59,677</b>	<b>59,356</b>	<b>56,034</b>	<b>60,895</b>	<b>56,081</b>	<b>52,908</b>	<b>53,319</b>	<b>58,669</b>	<b>657,154</b>	
52	<b>Building materials group stores</b> . . . . .	<b>5,977</b>	<b>5,577</b>	<b>6,886</b>	<b>8,001</b>	<b>9,238</b>	<b>8,898</b>	<b>8,352</b>	<b>8,765</b>	<b>8,017</b>	<b>8,166</b>	<b>7,564</b>	<b>6,938</b>	<b>92,379</b>	
521,3,5	Building materials, supply stores, hardware . . . . .	5,400	4,932	5,984	6,734	7,662	7,639	7,288	7,615	6,992	7,184	6,682	5,982	80,094	
521,3	Building materials, supply stores . . . . .	4,562	4,165	5,049	5,637	6,450	6,467	6,151	6,508	5,920	6,099	5,624	4,825	67,457	
525	Hardware stores . . . . .	838	767	935	1,097	1,212	1,172	1,137	1,107	1,072	1,085	1,058	1,157	12,637	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>27,652</b>	<b>27,704</b>	<b>33,945</b>	<b>33,192</b>	<b>36,086</b>	<b>35,864</b>	<b>33,738</b>	<b>37,068</b>	<b>33,809</b>	<b>30,497</b>	<b>29,171</b>	<b>27,285</b>	<b>386,011</b>	
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers . . . . .	25,638	25,809	31,617	30,792	33,501	33,255	31,160	34,346	31,146	27,862	26,574	24,785	356,485	
551,2	Motor vehicle dealers . . . . .	24,737	24,689	30,070	28,889	31,368	31,031	29,322	32,470	29,691	26,536	25,300	23,632	337,735	
551	Motor vehicle dealers, (new & used) . . . . .	22,922	22,786	27,694	26,575	28,714	28,621	27,126	30,013	27,465	24,356	23,459	21,899	311,630	
553	Auto & home supply stores . . . . .	2,014	1,895	2,328	2,400	2,585	2,609	2,578	2,722	2,663	2,635	2,597	2,500	29,526	
57	<b>Furniture group stores</b> . . . . .	<b>6,970</b>	<b>6,496</b>	<b>7,226</b>	<b>7,034</b>	<b>7,464</b>	<b>7,627</b>	<b>7,322</b>	<b>7,821</b>	<b>7,459</b>	<b>7,520</b>	<b>8,335</b>	<b>10,027</b>	<b>91,301</b>	
571	Furniture & home furn. stores . . . . .	3,962	3,723	4,170	4,121	4,323	4,294	4,140	4,485	4,186	4,288	4,732	4,778	51,202	
5712	Furniture stores . . . . .	2,464	2,320	2,592	2,596	2,693	2,699	2,618	2,777	2,641	2,646	2,897	2,973	31,916	
5713	Floor covering stores . . . . .	817	771	942	882	927	913	849	932	873	927	979	880	10,692	
5722,31,34	Household appliance, radio, TV and computer stores . . . . .	2,451	2,242	2,503	2,391	2,618	2,788	2,648	2,721	2,623	2,610	2,917	4,154	32,666	
5722	Household appliance stores . . . . .	677	605	708	697	776	819	798	783	734	750	861	1,055	9,263	
5731,34	Radio, television and computer stores . . . . .	1,774	1,637	1,795	1,694	1,842	1,969	1,850	1,938	1,889	1,860	2,056	3,099	23,403	
5941	Sporting goods stores and bicycle shops . . . . .	892	942	1,095	1,099	1,186	1,215	1,125	1,283	1,143	1,030	1,233	1,934	14,177	
5942	Book stores . . . . .	607	410	411	425	457	454	437	631	655	509	591	952	6,539	
5944	Jewelry stores . . . . .	810	954	918	927	1,187	1,032	946	1,038	983	1,001	1,356	3,224	14,376	
	<b>Nonurable goods, total</b> . . . . .	<b>78,710</b>	<b>75,836</b>	<b>88,632</b>	<b>87,129</b>	<b>92,498</b>	<b>91,816</b>	<b>90,754</b>	<b>94,533</b>	<b>90,427</b>	<b>91,998</b>	<b>98,291</b>	<b>121,193</b>	<b>1,101,817</b>	
53	<b>General merchandise group stores</b> . . . . .	<b>11,746</b>	<b>11,738</b>	<b>15,391</b>	<b>15,511</b>	<b>16,510</b>	<b>16,235</b>	<b>15,119</b>	<b>16,877</b>	<b>15,904</b>	<b>16,899</b>	<b>21,536</b>	<b>32,840</b>	<b>206,306</b>	
531	Dept. stores (excl. leased depts.) . . . . .	9,024	9,042	12,078	12,234	12,800	12,643	11,774	13,259	12,444	13,155	16,600	25,471	160,524	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,304	9,314	12,421	12,577	13,143	12,962	12,079	13,626	12,798	13,522	17,035	26,112	164,893	
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	2,722	2,980	3,822	3,789	3,996	3,806	3,426	4,179	4,088	4,211	5,473	8,887	51,379	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,406	4,252	5,800	5,961	6,335	6,316	5,952	6,403	6,043	6,360	7,923	11,851	77,602	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,176	2,082	2,799	2,827	2,812	2,840	2,701	3,044	2,667	2,951	3,639	5,374	35,912	
533	Variety stores . . . . .	482	477	631	566	608	589	589	637	580	671	780	1,326	7,936	
539	Miscellaneous general merchandise stores . . . . .	2,240	2,219	2,682	2,711	3,102	3,003	2,756	2,981	2,880	3,073	4,156	6,043	37,846	
54	<b>Food group stores</b> . . . . .	<b>26,614</b>	<b>25,547</b>	<b>28,785</b>	<b>27,712</b>	<b>29,563</b>	<b>29,688</b>	<b>30,077</b>	<b>29,937</b>	<b>29,221</b>	<b>28,566</b>	<b>29,124</b>	<b>32,211</b>	<b>347,045</b>	
541	Grocery stores . . . . .	25,242	24,129	27,132	26,224	27,924	28,079	28,500	28,330	27,712	27,027	27,534	30,239	328,072	
542	Meat, fish (seafood) markets . . . . .	490	468	563	503	557	531	524	540	529	507	529	658	6,399	
546	Retail bakeries . . . . .	376	379	419	378	407	404	381	394	375	404	471	471	4,792	
554	<b>Gasoline service stations</b> . . . . .	<b>8,840</b>	<b>8,505</b>	<b>9,590</b>	<b>10,195</b>	<b>11,058</b>	<b>11,044</b>	<b>11,147</b>	<b>10,967</b>	<b>10,268</b>	<b>10,572</b>	<b>10,221</b>	<b>10,475</b>	<b>122,882</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>5,695</b>	<b>5,325</b>	<b>7,321</b>	<b>7,121</b>	<b>7,426</b>	<b>7,221</b>	<b>6,902</b>	<b>8,198</b>	<b>7,637</b>	<b>7,651</b>	<b>8,818</b>	<b>13,026</b>	<b>92,341</b>	
561	Mens & boys clothing, furnishings. . . . .	712	610	762	814	850	853	733	777	805	865	1,010	1,716	10,507	
562,3	Women's clothing specialty stores . . . . .	2,097	1,955	2,596	2,550	2,660	2,450	2,425	2,705	2,648	2,690	3,056	4,399	32,231	
562	Women's ready to wear . . . . .	1,806	1,722	2,366	2,322	2,435	2,245	2,234	2,483	2,397	2,401	2,709	3,861	28,981	
565	Family clothing stores . . . . .	1,409	1,399	1,932	1,863	1,974	2,029	1,953	2,423	2,181	2,255	2,732	4,225	26,375	
566	Shoe stores . . . . .	1,115	992	1,501	1,420	1,474	1,430	1,297	1,671	1,496	1,386	1,509	1,999	17,290	
58	<b>Eating and drinking places</b> . . . . .	<b>13,410</b>	<b>12,751</b>	<b>14,560</b>	<b>14,681</b>	<b>15,245</b>	<b>15,580</b>	<b>15,786</b>	<b>16,073</b>	<b>15,083</b>	<b>15,166</b>	<b>14,453</b>	<b>15,041</b>	<b>177,829</b>	
5812	Eating places . . . . .	12,594	11,959	13,629	13,809	14,330	14,602	14,877	15,176	14,177	14,282	13,598	14,122	167,155	
5812 pt.	Restaurants, lunchrooms, cafeterias . . . . .	7,137	6,836	7,611	7,712	7,976	8,018	8,158	8,323	7,766	7,915	7,556	7,876	92,884	
5812 pt.	Refreshment places . . . . .	5,286	4,965	5,812	5,855	6,063	6,296	6,502	6,595	6,150	6,134	5,824	5,984	71,466	
5813	Drinking places (alcoholic bev) . . . . .	816	792	931	872	915	978	909	897	906	884	855	919	10,674	
591	Drug & proprietary stores . . . . .	4,881	4,775	5,232	4,838	5,216	5,106	5,022	5,269	5,151	5,284	5,472	7,097	63,343	
592	Liquor stores . . . . .	1,459	1,367	1,535	1,545	1,687	1,718	1,773	1,723	1,662	1,607	1,679	2,344	20,099	
596	Nonstore retailers <sup>2</sup> . . . . .	3,413	3,125	3,614	3,442	3,576	3,396	3,229	3,575	3,482	3,927	4,425	4,433	43,637	
5961	Total mail order . . . . .	2,096	1,738	2,093	1,936	2,030	1,939	1,877	2,058	2,086	2,390	2,959	3,028	26,230	
598	Fuel dealers . . . . .	1,669	1,584	1,449	1,034	925	738	700	807	884	1,186	1,365	2,366	14,707	
53,56,57,594	<b>GAF, total</b> <sup>3</sup> . . . . .	<b>28,631</b>	<b>27,763</b>	<b>34,557</b>	<b>34,007</b>	<b>36,382</b>	<b>36,028</b>	<b>33,985</b>	<b>38,190</b>	<b>36,050</b>	<b>36,998</b>	<b>45,029</b>	<b>68,068</b>	<b>455,688</b>	
594	Miscellaneous shopping goods stores . . . . .	4,220	4,204	4,619	4,341	4,982	4,945	4,642	5,294	5,050	4,928	6,340	12,175	65,740	

See footnotes on next page.

**Table 1. Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>143,839</b>	<b>141,914</b>	<b>142,727</b>	<b>145,396</b>	<b>146,366</b>	<b>146,410</b>	<b>147,142</b>	<b>149,444</b>	<b>149,298</b>	<b>147,648</b>	<b>148,939</b>	<b>149,324</b>	
	Total (excl. automotive group) . . .	111,802	110,726	111,160	113,113	114,164	114,435	114,657	115,132	115,869	115,995	116,983	117,917	
	<b>Durable goods, total</b> . . . . .	<b>54,492</b>	<b>53,161</b>	<b>53,214</b>	<b>54,541</b>	<b>54,711</b>	<b>54,506</b>	<b>55,141</b>	<b>57,234</b>	<b>56,278</b>	<b>54,483</b>	<b>55,288</b>	<b>54,500</b>	
52	<b>Building materials group stores</b> . . . . .	<b>7,821</b>	<b>7,520</b>	<b>7,315</b>	<b>7,689</b>	<b>7,706</b>	<b>7,642</b>	<b>7,746</b>	<b>7,840</b>	<b>7,737</b>	<b>7,755</b>	<b>7,905</b>	<b>7,844</b>	
521,3	Building materials, supply stores . . . .	5,826	5,546	5,360	5,598	5,618	5,575	5,617	5,654	5,617	5,679	5,780	5,772	
525	Hardware stores . . . . .	1,037	1,024	1,012	1,035	1,059	1,060	1,066	1,085	1,069	1,075	1,069	1,055	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>32,037</b>	<b>31,188</b>	<b>31,567</b>	<b>32,283</b>	<b>32,202</b>	<b>31,975</b>	<b>32,485</b>	<b>34,312</b>	<b>33,429</b>	<b>31,653</b>	<b>31,956</b>	<b>31,407</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	29,639	28,837	29,194	29,866	29,779	29,586	30,048	31,831	30,868	29,114	29,364	28,786	
553	Auto & home supply stores . . . . .	2,398	2,351	2,373	2,417	2,423	2,389	2,437	2,481	2,481	2,539	2,592	2,621	
57	<b>Furniture group stores</b> . . . . .	<b>7,708</b>	<b>7,534</b>	<b>7,450</b>	<b>7,550</b>	<b>7,597</b>	<b>7,692</b>	<b>7,552</b>	<b>7,693</b>	<b>7,677</b>	<b>7,685</b>	<b>7,754</b>	<b>7,604</b>	
571	Furniture & home furn. stores . . . . .	4,407	4,260	4,195	4,266	4,251	4,264	4,237	4,329	4,258	4,275	4,361	4,228	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,688	2,669	2,666	2,696	2,750	2,830	2,708	2,737	2,744	2,762	2,731	2,762	
	<b>Non-durable goods, total</b> . . . . .	<b>89,347</b>	<b>88,753</b>	<b>89,513</b>	<b>90,855</b>	<b>91,655</b>	<b>91,904</b>	<b>92,001</b>	<b>92,210</b>	<b>93,020</b>	<b>93,165</b>	<b>93,651</b>	<b>94,824</b>	
53	<b>General merchandise group stores</b> . . .	<b>16,838</b>	<b>16,274</b>	<b>16,585</b>	<b>16,932</b>	<b>16,870</b>	<b>17,044</b>	<b>17,106</b>	<b>17,159</b>	<b>17,555</b>	<b>17,537</b>	<b>17,621</b>	<b>17,785</b>	
531	Dept. stores (excl. leased depts.) . . . .	13,155	12,682	12,931	13,255	13,142	13,294	13,334	13,379	13,630	13,590	13,595	13,768	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	13,471	13,055	13,388	13,555	13,567	13,675	13,717	13,743	14,014	13,915	13,990	14,079	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	4,273	4,227	4,195	4,257	4,247	4,229	4,240	4,243	4,377	4,279	4,313	4,333	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	6,188	5,849	6,157	6,281	6,335	6,425	6,512	6,501	6,670	6,646	6,697	6,803	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,010	2,979	3,036	3,017	2,985	3,021	2,965	2,999	2,967	2,990	2,980	2,943	
533	Variety stores . . . . .	660	617	623	614	638	635	651	649	671	695	701	706	
539	Miscellaneous general merchandise stores . . . . .	3,023	2,975	3,031	3,063	3,090	3,115	3,121	3,131	3,254	3,252	3,325	3,311	
54	<b>Food group stores</b> . . . . .	<b>28,181</b>	<b>28,382</b>	<b>28,328</b>	<b>28,510</b>	<b>28,873</b>	<b>28,909</b>	<b>28,994</b>	<b>29,132</b>	<b>29,332</b>	<b>29,344</b>	<b>29,471</b>	<b>29,832</b>	
541	Grocery stores . . . . .	26,627	26,810	26,731	26,952	27,296	27,341	27,430	27,558	27,768	27,748	27,840	28,208	
554	<b>Gasoline service stations</b> . . . . .	<b>9,455</b>	<b>9,709</b>	<b>9,969</b>	<b>10,424</b>	<b>10,622</b>	<b>10,609</b>	<b>10,526</b>	<b>10,240</b>	<b>10,146</b>	<b>10,264</b>	<b>10,303</b>	<b>10,496</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>7,695</b>	<b>7,344</b>	<b>7,330</b>	<b>7,627</b>	<b>7,626</b>	<b>7,660</b>	<b>7,638</b>	<b>7,707</b>	<b>7,761</b>	<b>7,845</b>	<b>7,916</b>	<b>7,898</b>	
561	Mens & boys clothing, furnishings. . . .	888	857	850	875	866	869	864	870	876	882	895	895	
562,3	Women's clothing specialty stores . . . .	2,785	2,635	2,622	2,670	2,644	2,654	2,639	2,689	2,675	2,734	2,726	2,751	
566	Shoe stores . . . . .	1,429	1,330	1,353	1,459	1,470	1,467	1,446	1,434	1,464	1,464	1,494	1,460	
58	<b>Eating and drinking places</b> . . . . .	<b>14,752</b>	<b>14,457</b>	<b>14,633</b>	<b>14,608</b>	<b>14,744</b>	<b>14,740</b>	<b>14,823</b>	<b>14,882</b>	<b>15,083</b>	<b>15,091</b>	<b>15,134</b>	<b>14,981</b>	
591	Drug & proprietary stores . . . . .	5,090	5,185	5,119	5,082	5,159	5,178	5,264	5,333	5,434	5,436	5,550	5,579	
592	Liquor stores . . . . .	1,664	1,629	1,647	1,665	1,697	1,684	1,685	1,684	1,703	1,688	1,687	1,672	
5961	Total mail order . . . . .	2,186	2,042	2,093	2,175	2,190	2,206	2,237	2,235	2,210	2,169	2,226	2,306	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>37,631</b>	<b>36,427</b>	<b>36,662</b>	<b>37,422</b>	<b>37,456</b>	<b>37,789</b>	<b>37,669</b>	<b>38,091</b>	<b>38,585</b>	<b>38,610</b>	<b>38,972</b>	<b>38,945</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1988												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Adjusted<sup>4</sup></b>														
	<b>Retail sales, total</b> . . . . .	<b>132,543</b>	<b>133,438</b>	<b>135,736</b>	<b>135,123</b>	<b>136,327</b>	<b>136,981</b>	<b>137,369</b>	<b>138,158</b>	<b>137,707</b>	<b>140,607</b>	<b>141,779</b>	<b>142,794</b>		
	Total (excl. automotive group) . . .	102,106	102,451	104,529	104,607	105,403	105,836	106,572	107,346	108,153	109,250	109,913	110,582		
	<b>Durable goods, total</b> . . . . .	<b>50,515</b>	<b>51,501</b>	<b>52,128</b>	<b>51,617</b>	<b>52,115</b>	<b>52,532</b>	<b>52,042</b>	<b>52,022</b>	<b>51,029</b>	<b>53,095</b>	<b>53,733</b>	<b>54,730</b>		
52	<b>Building materials group stores</b> . . . . .	<b>7,065</b>	<b>7,428</b>	<b>7,545</b>	<b>7,558</b>	<b>7,641</b>	<b>7,565</b>	<b>7,416</b>	<b>7,477</b>	<b>7,593</b>	<b>7,755</b>	<b>7,709</b>	<b>8,070</b>		
521,3	Building materials, supply stores . . . .	5,000	5,334	5,463	5,516	5,617	5,611	5,511	5,498	5,614	5,690	5,713	6,016		
525	Hardware stores . . . . .	893	920	964	977	970	982	986	990	1,033	1,019	1,031	1,043		
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>30,437</b>	<b>30,987</b>	<b>31,207</b>	<b>30,516</b>	<b>30,924</b>	<b>31,145</b>	<b>30,797</b>	<b>30,812</b>	<b>29,554</b>	<b>31,357</b>	<b>31,866</b>	<b>32,212</b>		
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	28,006	28,551	28,737	28,072	28,471	28,628	28,345	28,348	27,129	28,941	29,478	29,832		
553	Auto & home supply stores . . . . .	2,431	2,436	2,470	2,444	2,453	2,517	2,452	2,464	2,425	2,416	2,388	2,380		
57	<b>Furniture group stores</b> . . . . .	<b>6,680</b>	<b>6,715</b>	<b>6,878</b>	<b>6,977</b>	<b>7,010</b>	<b>7,145</b>	<b>7,097</b>	<b>7,112</b>	<b>7,179</b>	<b>7,280</b>	<b>7,414</b>	<b>7,495</b>		
571	Furniture & home furn. stores . . . . .	3,745	3,739	3,837	3,875	3,901	3,959	3,966	3,943	4,002	4,089	4,133	4,224		
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,371	2,415	2,474	2,517	2,514	2,574	2,520	2,550	2,572	2,582	2,687	2,665		
	<b>Nondurable goods, total</b> . . . . .	<b>82,028</b>	<b>81,937</b>	<b>83,608</b>	<b>83,506</b>	<b>84,212</b>	<b>84,449</b>	<b>85,327</b>	<b>86,136</b>	<b>86,678</b>	<b>87,512</b>	<b>88,046</b>	<b>88,064</b>		
53	<b>General merchandise group stores</b> . . .	<b>15,353</b>	<b>15,096</b>	<b>15,628</b>	<b>15,570</b>	<b>15,727</b>	<b>15,768</b>	<b>15,809</b>	<b>15,948</b>	<b>16,091</b>	<b>16,401</b>	<b>16,528</b>	<b>16,671</b>		
531	Dept. stores (excl. leased depts.) . . . .	12,143	11,888	12,291	12,235	12,382	12,424	12,453	12,528	12,677	12,942	13,003	13,042		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	12,498	12,297	12,687	12,736	12,855	12,847	12,879	12,924	13,113	13,280	13,323	13,382		
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	3,994	3,935	4,011	3,997	4,009	4,012	3,993	4,002	4,051	4,146	4,146	4,185		
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	5,524	5,412	5,774	5,798	5,872	5,904	5,919	5,984	6,084	6,116	6,166	6,208		
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	2,980	2,950	2,902	2,941	2,974	2,931	2,967	2,938	2,978	3,018	3,011	2,989		
533	Variety stores . . . . .	600	599	611	603	604	602	626	633	609	639	630	639		
539	Miscellaneous general merchandise stores . . . . .	2,610	2,609	2,726	2,732	2,741	2,742	2,730	2,787	2,805	2,820	2,895	2,990		
54	<b>Food group stores</b> . . . . .	<b>26,066</b>	<b>26,178</b>	<b>26,536</b>	<b>26,653</b>	<b>26,798</b>	<b>26,846</b>	<b>27,193</b>	<b>27,521</b>	<b>27,458</b>	<b>27,631</b>	<b>27,807</b>	<b>27,617</b>		
541	Grocery stores . . . . .	24,532	24,667	25,057	25,149	25,267	25,317	25,647	26,014	25,938	26,099	26,261	26,084		
554	<b>Gasoline service stations</b> . . . . .	<b>8,964</b>	<b>8,893</b>	<b>9,179</b>	<b>9,029</b>	<b>9,114</b>	<b>9,102</b>	<b>9,132</b>	<b>9,343</b>	<b>9,285</b>	<b>9,281</b>	<b>9,290</b>	<b>9,335</b>		
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,734</b>	<b>6,708</b>	<b>6,858</b>	<b>6,771</b>	<b>6,910</b>	<b>6,890</b>	<b>7,041</b>	<b>7,058</b>	<b>7,225</b>	<b>7,368</b>	<b>7,338</b>	<b>7,417</b>		
561	Mens & boys clothing, furnishings. . . .	791	790	799	791	789	804	822	821	830	850	825	833		
562,3	Women's clothing specialty stores . . . .	2,471	2,470	2,459	2,436	2,498	2,483	2,512	2,495	2,579	2,588	2,633	2,643		
566	Shoe stores . . . . .	1,210	1,200	1,255	1,224	1,259	1,251	1,293	1,284	1,308	1,332	1,323	1,363		
58	<b>Eating and drinking places</b> . . . . .	<b>13,161</b>	<b>13,260</b>	<b>13,465</b>	<b>13,522</b>	<b>13,660</b>	<b>13,856</b>	<b>14,013</b>	<b>14,293</b>	<b>14,380</b>	<b>14,486</b>	<b>14,643</b>	<b>14,704</b>		
591	Drug & proprietary stores . . . . .	4,639	4,656	4,759	4,779	4,792	4,800	4,794	4,806	4,873	4,892	4,930	4,941		
592	Liquor stores . . . . .	1,633	1,599	1,624	1,645	1,663	1,657	1,627	1,613	1,603	1,600	1,622	1,646		
5961	Total mail order . . . . .	1,796	1,891	1,923	1,893	1,915	1,891	1,946	1,906	2,022	2,174	2,199	2,134		
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>33,435</b>	<b>33,242</b>	<b>34,139</b>	<b>34,175</b>	<b>34,538</b>	<b>34,731</b>	<b>34,972</b>	<b>35,059</b>	<b>35,435</b>	<b>36,083</b>	<b>36,351</b>	<b>36,798</b>		

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



**Table 1. Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1987												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>119,328</b>	<b>125,274</b>	<b>126,124</b>	<b>127,157</b>	<b>127,134</b>	<b>128,891</b>	<b>129,741</b>	<b>132,164</b>	<b>130,422</b>	<b>129,977</b>	<b>130,469</b>	<b>132,097</b>	
	Total (excl. automotive group) . . .	96,068	98,373	98,103	98,839	99,117	99,767	100,177	100,649	100,603	101,172	101,280	102,332	
	<b>Durable goods, total</b> . . . . .	<b>41,944</b>	<b>45,960</b>	<b>47,018</b>	<b>47,292</b>	<b>47,086</b>	<b>48,220</b>	<b>49,016</b>	<b>51,068</b>	<b>49,428</b>	<b>48,535</b>	<b>49,108</b>	<b>49,807</b>	
52	<b>Building materials group stores</b> . . . . .	<b>6,555</b>	<b>6,825</b>	<b>6,874</b>	<b>6,748</b>	<b>6,862</b>	<b>6,768</b>	<b>6,988</b>	<b>7,041</b>	<b>7,025</b>	<b>7,156</b>	<b>7,220</b>	<b>7,214</b>	
521,3	Building materials, supply stores . . . .	4,806	4,989	4,967	4,915	4,980	4,997	5,167	5,281	5,273	5,286	5,334	5,206	
525	Hardware stores . . . . .	920	941	967	937	908	866	905	888	897	931	933	952	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>23,260</b>	<b>26,901</b>	<b>28,021</b>	<b>28,318</b>	<b>28,017</b>	<b>29,124</b>	<b>29,564</b>	<b>31,515</b>	<b>29,819</b>	<b>28,805</b>	<b>29,189</b>	<b>29,765</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	21,176	24,763	25,879	26,192	25,863	26,955	27,344	29,242	27,531	26,476	26,872	27,413	
553	Auto & home supply stores . . . . .	2,084	2,138	2,142	2,126	2,154	2,169	2,220	2,273	2,288	2,329	2,317	2,352	
57	<b>Furniture group stores</b> . . . . .	<b>6,505</b>	<b>6,511</b>	<b>6,518</b>	<b>6,472</b>	<b>6,449</b>	<b>6,416</b>	<b>6,564</b>	<b>6,566</b>	<b>6,589</b>	<b>6,525</b>	<b>6,483</b>	<b>6,498</b>	
571	Furniture & home furn. stores . . . . .	3,669	3,714	3,727	3,711	3,714	3,718	3,766	3,728	3,764	3,722	3,689	3,614	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,339	2,292	2,274	2,242	2,207	2,154	2,254	2,284	2,269	2,246	2,248	2,318	
	<b>Non-durable goods, total</b> . . . . .	<b>77,384</b>	<b>79,314</b>	<b>79,106</b>	<b>79,865</b>	<b>80,048</b>	<b>80,671</b>	<b>80,725</b>	<b>81,096</b>	<b>80,994</b>	<b>81,442</b>	<b>81,361</b>	<b>82,290</b>	
53	<b>General merchandise group stores</b> . . .	<b>14,375</b>	<b>14,926</b>	<b>14,678</b>	<b>14,945</b>	<b>15,087</b>	<b>15,159</b>	<b>15,054</b>	<b>15,298</b>	<b>15,229</b>	<b>15,375</b>	<b>15,329</b>	<b>15,568</b>	
531	Dept. stores (excl. leased depts.) . . . .	11,475	11,795	11,622	11,801	11,895	11,963	11,938	12,079	12,057	12,172	12,152	12,327	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	11,887	12,181	12,023	12,251	12,472	12,365	12,394	12,516	12,445	12,534	12,411	12,611	See note 5
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	3,944	4,018	3,951	3,965	3,959	3,964	3,945	4,024	3,972	3,990	3,939	3,994	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	4,912	5,018	5,111	5,275	5,334	5,348	5,377	5,431	5,412	5,532	5,474	5,589	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	3,031	3,145	2,961	3,011	3,179	3,053	3,072	3,061	3,061	3,012	2,998	3,028	
533	Variety stores . . . . .	605	620	603	607	603	602	556	592	597	576	570	589	
539	Miscellaneous general merchandise stores . . . . .	2,295	2,511	2,453	2,537	2,589	2,594	2,560	2,627	2,575	2,627	2,607	2,652	
54	<b>Food group stores</b> . . . . .	<b>25,494</b>	<b>25,546</b>	<b>25,464</b>	<b>25,700</b>	<b>25,714</b>	<b>25,957</b>	<b>25,875</b>	<b>25,964</b>	<b>25,903</b>	<b>26,092</b>	<b>25,737</b>	<b>26,033</b>	
541	Grocery stores . . . . .	24,035	24,054	23,989	24,191	24,198	24,392	24,308	24,350	24,298	24,505	24,189	24,489	
554	<b>Gasoline service stations</b> . . . . .	<b>8,204</b>	<b>8,491</b>	<b>8,623</b>	<b>8,735</b>	<b>8,651</b>	<b>8,734</b>	<b>8,886</b>	<b>8,920</b>	<b>8,884</b>	<b>8,827</b>	<b>8,858</b>	<b>8,911</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,246</b>	<b>6,633</b>	<b>6,668</b>	<b>6,547</b>	<b>6,529</b>	<b>6,615</b>	<b>6,614</b>	<b>6,599</b>	<b>6,665</b>	<b>6,605</b>	<b>6,611</b>	<b>6,728</b>	
561	Mens & boys clothing, furnishings. . . .	710	733	731	732	727	756	752	757	765	770	747	788	
562,3	Women's clothing specialty stores . . . .	2,363	2,497	2,449	2,434	2,434	2,432	2,429	2,456	2,448	2,421	2,401	2,428	
566	Shoe stores . . . . .	1,191	1,245	1,249	1,207	1,191	1,211	1,196	1,197	1,209	1,189	1,213	1,261	
58	<b>Eating and drinking places</b> . . . . .	<b>12,405</b>	<b>12,654</b>	<b>12,508</b>	<b>12,653</b>	<b>12,662</b>	<b>12,757</b>	<b>12,764</b>	<b>12,788</b>	<b>12,876</b>	<b>12,908</b>	<b>13,187</b>	<b>13,346</b>	
591	Drug & proprietary stores . . . . .	4,394	4,391	4,362	4,436	4,485	4,514	4,531	4,555	4,560	4,630	4,605	4,652	
592	Liquor stores . . . . .	1,613	1,651	1,631	1,636	1,652	1,616	1,637	1,650	1,661	1,680	1,693	1,689	
5961	Total mail order . . . . .	1,536	1,640	1,748	1,744	1,717	1,765	1,847	1,825	1,755	1,678	1,698	1,826	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>31,247</b>	<b>32,365</b>	<b>32,062</b>	<b>32,266</b>	<b>32,440</b>	<b>32,661</b>	<b>32,751</b>	<b>32,989</b>	<b>33,039</b>	<b>33,087</b>	<b>33,118</b>	<b>33,460</b>	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

Note: U.S. and group totals include kinds of business not shown.



Table 1. **Estimated Monthly Retail Sales, by Kinds of Business, Unadjusted and Adjusted: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1986												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Adjusted<sup>4</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>118,585</b>	<b>117,480</b>	<b>116,665</b>	<b>117,409</b>	<b>119,114</b>	<b>119,240</b>	<b>119,647</b>	<b>120,871</b>	<b>127,973</b>	<b>122,617</b>	<b>122,048</b>	<b>127,561</b>	
	Total (excl. automotive group) . . .	92,839	92,207	92,484	91,991	92,643	92,939	93,533	93,699	94,340	95,031	94,888	95,894	
	<b>Durable goods, total</b> . . . . .	<b>42,885</b>	<b>42,198</b>	<b>41,366</b>	<b>42,823</b>	<b>43,852</b>	<b>43,800</b>	<b>44,027</b>	<b>45,348</b>	<b>52,025</b>	<b>46,108</b>	<b>45,711</b>	<b>50,397</b>	
52	<b>Building materials group stores</b> . . . . .	<b>6,432</b>	<b>6,232</b>	<b>6,336</b>	<b>6,506</b>	<b>6,206</b>	<b>6,341</b>	<b>6,378</b>	<b>6,459</b>	<b>6,574</b>	<b>6,569</b>	<b>6,504</b>	<b>6,630</b>	
521,3	Building materials, supply stores . . . .	4,794	4,600	4,588	4,819	4,616	4,608	4,690	4,717	4,681	4,775	4,750	4,916	
525	Hardware stores . . . . .	876	892	896	881	873	936	907	922	901	894	883	875	
55 ex 554	<b>Automotive dealers</b> . . . . .	<b>25,746</b>	<b>25,273</b>	<b>24,181</b>	<b>25,418</b>	<b>26,471</b>	<b>26,301</b>	<b>26,114</b>	<b>27,172</b>	<b>33,633</b>	<b>27,586</b>	<b>27,160</b>	<b>31,667</b>	
551,2,5, 6,7,9	Motor vehicle and miscellaneous auto- mobile dealers . . . . .	23,618	23,176	22,136	23,331	24,385	24,216	24,043	25,082	31,534	25,470	25,028	29,632	
553	Auto & home supply stores . . . . .	2,128	2,097	2,045	2,087	2,086	2,085	2,071	2,090	2,099	2,116	2,132	2,035	
57	<b>Furniture group stores</b> . . . . .	<b>6,005</b>	<b>5,957</b>	<b>6,019</b>	<b>6,073</b>	<b>6,224</b>	<b>6,254</b>	<b>6,410</b>	<b>6,417</b>	<b>6,465</b>	<b>6,498</b>	<b>6,587</b>	<b>6,570</b>	
571	Furniture & home furn. stores . . . . .	3,445	3,421	3,455	3,466	3,545	3,536	3,616	3,649	3,685	3,689	3,711	3,741	
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	2,124	2,121	2,124	2,157	2,231	2,268	2,327	2,305	2,266	2,325	2,357	2,323	
	<b>Nondurable goods, total</b> . . . . .	<b>75,700</b>	<b>75,282</b>	<b>75,299</b>	<b>74,586</b>	<b>75,262</b>	<b>75,440</b>	<b>75,620</b>	<b>75,523</b>	<b>75,948</b>	<b>76,509</b>	<b>76,337</b>	<b>77,164</b>	
53	<b>General merchandise group stores</b> . . .	<b>13,570</b>	<b>13,733</b>	<b>13,962</b>	<b>13,999</b>	<b>13,979</b>	<b>14,050</b>	<b>14,284</b>	<b>14,311</b>	<b>14,281</b>	<b>14,347</b>	<b>14,184</b>	<b>14,281</b>	
531	Dept. stores (excl. leased depts.) . . . .	10,795	10,856	11,052	11,112	11,113	11,211	11,269	11,430	11,420	11,351	11,245	11,286	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . .	11,181	11,258	11,459	11,508	11,519	11,621	11,769	11,834	11,836	11,766	11,655	11,723	
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> . . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> . . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> . . . . .	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	
533	Variety stores . . . . .	680	664	713	667	657	622	587	594	580	593	570	577	
539	Miscellaneous general merchandise stores . . . . .	2,095	2,213	2,197	2,220	2,209	2,217	2,328	2,287	2,281	2,403	2,369	2,418	
54	<b>Food group stores</b> . . . . .	<b>24,650</b>	<b>24,511</b>	<b>24,636</b>	<b>24,398</b>	<b>24,543</b>	<b>24,600</b>	<b>24,749</b>	<b>24,506</b>	<b>24,859</b>	<b>25,117</b>	<b>25,213</b>	<b>25,370</b>	
541	Grocery stores . . . . .	23,367	23,236	23,327	23,105	23,230	23,286	23,437	23,152	23,464	23,698	23,784	23,904	
554	<b>Gasoline service stations</b> . . . . .	<b>9,933</b>	<b>9,542</b>	<b>8,886</b>	<b>8,270</b>	<b>8,514</b>	<b>8,509</b>	<b>8,228</b>	<b>8,002</b>	<b>8,134</b>	<b>8,152</b>	<b>8,147</b>	<b>8,148</b>	
56	<b>Apparel &amp; accessory stores</b> . . . . .	<b>6,093</b>	<b>6,063</b>	<b>6,215</b>	<b>6,233</b>	<b>6,364</b>	<b>6,314</b>	<b>6,262</b>	<b>6,390</b>	<b>6,327</b>	<b>6,381</b>	<b>6,314</b>	<b>6,459</b>	
561	Mens & boys clothing, furnishings. . . .	688	709	719	736	734	724	717	730	723	711	719	726	
562,3	Women's clothing specialty stores . . . .	2,290	2,256	2,341	2,329	2,336	2,389	2,398	2,398	2,416	2,436	2,397	2,488	
566	Shoe stores . . . . .	1,112	1,132	1,125	1,145	1,166	1,156	1,146	1,207	1,168	1,195	1,182	1,202	
58	<b>Eating and drinking places</b> . . . . .	<b>11,034</b>	<b>11,092</b>	<b>11,251</b>	<b>11,445</b>	<b>11,520</b>	<b>11,534</b>	<b>11,686</b>	<b>11,833</b>	<b>11,802</b>	<b>11,963</b>	<b>11,941</b>	<b>12,256</b>	
591	Drug & proprietary stores . . . . .	4,042	4,046	4,126	4,132	4,187	4,237	4,262	4,285	4,269	4,292	4,305	4,357	
592	Liquor stores . . . . .	1,684	1,671	1,709	1,670	1,662	1,694	1,679	1,658	1,648	1,665	1,620	1,607	
5961	Total mail order . . . . .	1,372	1,385	1,357	1,380	1,390	1,395	1,398	1,451	1,487	1,541	1,453	1,489	
53,56, 57,594	<b>GAF, total<sup>3</sup></b> . . . . .	<b>29,322</b>	<b>29,414</b>	<b>29,954</b>	<b>30,005</b>	<b>30,378</b>	<b>30,474</b>	<b>30,884</b>	<b>31,159</b>	<b>31,158</b>	<b>31,395</b>	<b>31,188</b>	<b>31,516</b>	

See note  
5

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

<sup>4</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>5</sup>For yearly totals, refer to unadjusted section.

(NA) Data not available.

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995**

[Data in millions of dollars]

SIC code	Kind of business	1995											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>285,695</b>	<b>290,573</b>	<b>297,547</b>	<b>300,535</b>	<b>299,528</b>	<b>296,030</b>	<b>290,659</b>	<b>294,618</b>	<b>303,281</b>	<b>322,741</b>	<b>330,385</b>	<b>298,371</b>
	Total (excl. automotive group) . . . . .	202,789	205,021	209,032	211,110	210,718	209,317	211,100	217,194	225,207	239,558	242,742	209,556
	<b>Durable goods, total</b> . . . . .	<b>152,015</b>	<b>154,936</b>	<b>159,161</b>	<b>161,777</b>	<b>161,295</b>	<b>158,718</b>	<b>151,450</b>	<b>151,729</b>	<b>154,757</b>	<b>163,935</b>	<b>170,124</b>	<b>161,359</b>
52	Building materials group stores . . . . .	19,881	20,154	21,048	21,468	21,422	20,847	20,554	20,567	20,687	20,996	20,672	20,247
55 ex 554	Automotive dealers . . . . .	82,906	85,552	88,515	89,425	88,810	86,713	79,559	77,424	78,074	83,183	87,643	88,815
57	Furniture group stores . . . . .	21,840	21,608	22,068	22,331	22,348	22,644	22,428	23,651	25,033	26,888	28,192	24,412
	<b>Nondurable goods, total</b> . . . . .	<b>133,680</b>	<b>135,637</b>	<b>138,386</b>	<b>138,758</b>	<b>138,233</b>	<b>137,312</b>	<b>139,209</b>	<b>142,889</b>	<b>148,524</b>	<b>158,806</b>	<b>160,261</b>	<b>137,012</b>
53	General merchandise group stores . . . . .	51,071	52,907	54,239	54,483	54,389	53,896	54,678	56,382	60,189	66,104	67,672	53,245
531	Dept. stores, (excl. leased depts.) . . . . .	40,288	41,922	42,664	42,943	43,018	42,586	43,330	44,770	47,909	52,698	54,067	42,520
54	Food group stores . . . . .	26,992	26,595	26,759	26,646	26,541	26,652	26,723	26,735	27,215	28,229	28,748	28,352
56	Apparel & accessory stores . . . . .	21,560	22,771	23,878	24,117	23,669	23,000	23,937	24,893	25,554	27,175	26,990	21,231
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>294,349</b>	<b>295,757</b>	<b>297,033</b>	<b>299,407</b>	<b>300,376</b>	<b>300,516</b>	<b>299,041</b>	<b>302,700</b>	<b>303,299</b>	<b>306,224</b>	<b>307,265</b>	<b>302,879</b>
	Total (excl. automotive group) . . . . .	212,632	212,992	212,801	213,973	214,865	215,549	215,291	218,374	218,785	219,836	220,271	216,760
	<b>Durable goods, total</b> . . . . .	<b>153,400</b>	<b>154,373</b>	<b>155,992</b>	<b>158,360</b>	<b>158,454</b>	<b>158,057</b>	<b>156,810</b>	<b>159,326</b>	<b>160,195</b>	<b>162,165</b>	<b>163,243</b>	<b>160,363</b>
52	Building materials group stores . . . . .	20,454	20,034	20,336	20,583	20,441	20,458	20,575	20,880	21,261	21,337	21,224	21,025
55 ex 554	Automotive dealers . . . . .	81,717	82,765	84,232	85,434	85,511	84,967	83,750	84,326	84,514	86,388	86,994	86,119
57	Furniture group stores . . . . .	22,308	22,650	22,657	22,998	23,111	23,417	23,460	24,183	24,446	24,668	25,037	24,051
	<b>Nondurable goods, total</b> . . . . .	<b>140,949</b>	<b>141,384</b>	<b>141,041</b>	<b>141,047</b>	<b>141,922</b>	<b>142,459</b>	<b>142,231</b>	<b>143,374</b>	<b>143,104</b>	<b>144,059</b>	<b>144,022</b>	<b>142,516</b>
53	General merchandise group stores . . . . .	55,563	56,285	55,666	55,486	56,008	56,656	56,602	56,930	56,888	57,361	57,819	57,599
531	Dept. stores, (excl. leased depts.) . . . . .	43,791	44,409	43,758	43,686	44,212	44,875	44,855	45,177	45,325	45,864	46,211	46,067
54	Food group stores . . . . .	26,889	26,916	26,847	26,851	26,849	26,954	27,190	27,449	27,463	27,467	27,540	27,703
56	Apparel & accessory stores . . . . .	24,170	24,122	24,415	24,435	24,451	24,185	23,889	23,982	23,882	24,134	23,906	23,203
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.71</b>	<b>1.77</b>	<b>1.55</b>	<b>1.60</b>	<b>1.49</b>	<b>1.46</b>	<b>1.49</b>	<b>1.44</b>	<b>1.57</b>	<b>1.66</b>	<b>1.63</b>	<b>1.25</b>
	Total (excl. automotive group) . . . . .	1.58	1.65	1.47	1.50	1.40	1.40	1.44	1.42	1.55	1.63	1.54	1.07
	<b>Durable goods, total</b> . . . . .	<b>2.35</b>	<b>2.40</b>	<b>2.03</b>	<b>2.16</b>	<b>1.93</b>	<b>1.86</b>	<b>1.91</b>	<b>1.80</b>	<b>1.98</b>	<b>2.11</b>	<b>2.18</b>	<b>1.85</b>
52	Building materials group stores . . . . .	2.47	2.58	2.10	2.02	1.74	1.76	1.87	1.81	1.91	1.90	2.02	2.11
55 ex 554	Automotive dealers . . . . .	2.12	2.14	1.77	1.93	1.74	1.63	1.64	1.50	1.65	1.78	1.98	2.10
57	Furniture group stores . . . . .	2.25	2.40	2.18	2.38	2.20	2.19	2.19	2.15	2.33	2.48	2.26	1.54
	<b>Nondurable goods, total</b> . . . . .	<b>1.31</b>	<b>1.36</b>	<b>1.22</b>	<b>1.23</b>	<b>1.17</b>	<b>1.17</b>	<b>1.20</b>	<b>1.19</b>	<b>1.30</b>	<b>1.37</b>	<b>1.29</b>	<b>.91</b>
53	General merchandise group stores . . . . .	2.79	2.87	2.43	2.40	2.27	2.25	2.37	2.30	2.61	2.76	2.27	1.24
531	Dept. stores, (excl. leased depts.) . . . . .	2.91	2.95	2.46	2.43	2.34	2.31	2.43	2.35	2.67	2.83	2.29	1.25
54	Food group stores . . . . .	.83	.87	.79	.80	.76	.77	.76	.76	.80	.84	.84	.75
56	Apparel & accessory stores . . . . .	3.32	3.44	2.79	2.73	2.66	2.63	2.86	2.59	2.79	3.06	2.54	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.52</b>	<b>1.55</b>	<b>1.54</b>	<b>1.56</b>	<b>1.54</b>	<b>1.53</b>	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.56</b>	<b>1.55</b>	<b>1.52</b>
	Total (excl. automotive group) . . . . .	1.44	1.46	1.45	1.45	1.45	1.45	1.45	1.47	1.46	1.48	1.47	1.44
	<b>Durable goods, total</b> . . . . .	<b>2.00</b>	<b>2.04</b>	<b>2.03</b>	<b>2.08</b>	<b>2.05</b>	<b>2.02</b>	<b>2.01</b>	<b>2.00</b>	<b>2.04</b>	<b>2.05</b>	<b>2.03</b>	<b>1.98</b>
52	Building materials group stores . . . . .	1.95	1.93	1.93	2.00	2.00	1.99	1.99	2.03	2.05	2.03	2.00	1.98
55 ex 554	Automotive dealers . . . . .	1.80	1.84	1.83	1.88	1.85	1.80	1.79	1.75	1.79	1.82	1.81	1.77
57	Furniture group stores . . . . .	2.10	2.16	2.16	2.21	2.18	2.19	2.20	2.19	2.20	2.22	2.22	2.14
	<b>Nondurable goods, total</b> . . . . .	<b>1.21</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.21</b>	<b>1.23</b>	<b>1.22</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.25	2.33	2.28	2.26	2.26	2.26	2.26	2.30	2.27	2.33	2.34	2.33
531	Dept. stores, (excl. leased depts.) . . . . .	2.30	2.36	2.32	2.29	2.30	2.31	2.30	2.35	2.32	2.40	2.39	2.38
54	Food group stores . . . . .	.78	.79	.79	.79	.79	.79	.80	.80	.80	.80	.80	.80
56	Apparel & accessory stores . . . . .	2.60	2.65	2.64	2.73	2.66	2.62	2.62	2.66	2.58	2.66	2.58	2.53

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1994											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>258,997</b>	<b>263,378</b>	<b>268,835</b>	<b>270,943</b>	<b>273,443</b>	<b>274,244</b>	<b>270,288</b>	<b>276,221</b>	<b>287,491</b>	<b>304,412</b>	<b>311,336</b>	<b>286,131</b>
	Total (excl. automotive group) . . . . .	188,723	191,640	195,977	197,999	199,313	200,137	201,811	206,519	215,321	229,696	232,643	204,320
	<b>Durable goods, total</b> . . . . .	<b>133,182</b>	<b>135,500</b>	<b>137,652</b>	<b>138,996</b>	<b>141,085</b>	<b>141,516</b>	<b>136,263</b>	<b>138,897</b>	<b>143,320</b>	<b>150,633</b>	<b>155,971</b>	<b>151,351</b>
52	Building materials group stores . . . . .	18,218	19,015	19,761	20,087	20,451	20,058	19,755	19,780	19,446	19,780	19,843	19,662
55 ex 554	Automotive dealers . . . . .	70,274	71,738	72,858	72,944	74,130	74,107	68,477	69,702	72,170	74,716	78,693	81,811
57	Furniture group stores . . . . .	19,705	19,342	19,212	19,841	20,111	20,293	20,109	20,959	22,415	24,763	25,568	22,561
	<b>Nondurable goods, total</b> . . . . .	<b>125,815</b>	<b>127,878</b>	<b>131,183</b>	<b>131,947</b>	<b>132,358</b>	<b>132,728</b>	<b>134,025</b>	<b>137,324</b>	<b>144,171</b>	<b>153,779</b>	<b>155,365</b>	<b>134,780</b>
53	General merchandise group stores . . . . .	46,630	48,278	50,097	50,923	51,548	51,499	51,457	53,137	57,343	62,610	63,932	50,921
531	Dept. stores, (excl. leased depts.) . . . . .	36,677	38,127	39,412	40,214	40,690	40,587	40,706	42,044	45,401	49,429	50,455	40,184
54	Food group stores . . . . .	26,256	25,814	26,242	25,955	25,871	26,146	26,097	25,908	26,477	27,463	27,967	27,438
56	Apparel & accessory stores . . . . .	20,241	21,334	22,168	22,561	22,292	22,192	23,323	24,293	25,363	27,060	27,087	22,015
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>267,003</b>	<b>268,431</b>	<b>268,948</b>	<b>270,444</b>	<b>274,756</b>	<b>278,775</b>	<b>277,555</b>	<b>283,450</b>	<b>287,218</b>	<b>288,339</b>	<b>289,466</b>	<b>290,602</b>
	Total (excl. automotive group) . . . . .	197,668	198,901	199,416	200,561	203,239	206,018	205,612	207,611	209,249	210,900	211,420	211,350
	<b>Durable goods, total</b> . . . . .	<b>134,628</b>	<b>135,287</b>	<b>135,320</b>	<b>136,401</b>	<b>138,821</b>	<b>141,109</b>	<b>140,743</b>	<b>145,644</b>	<b>148,198</b>	<b>148,718</b>	<b>149,640</b>	<b>150,441</b>
52	Building materials group stores . . . . .	18,762	18,902	19,074	19,277	19,514	19,665	19,775	20,061	19,965	20,122	20,394	20,417
55 ex 554	Automotive dealers . . . . .	69,335	69,530	69,532	69,883	71,517	72,757	71,943	75,839	77,969	77,439	78,046	79,252
57	Furniture group stores . . . . .	20,148	20,253	19,705	20,392	20,776	20,964	20,991	21,430	21,911	22,739	22,747	22,228
	<b>Nondurable goods, total</b> . . . . .	<b>132,375</b>	<b>133,144</b>	<b>133,628</b>	<b>134,043</b>	<b>135,935</b>	<b>137,666</b>	<b>136,812</b>	<b>137,806</b>	<b>139,020</b>	<b>139,621</b>	<b>139,826</b>	<b>140,161</b>
53	General merchandise group stores . . . . .	50,658	51,363	51,374	51,818	53,137	54,147	53,190	53,674	54,227	54,296	54,680	55,081
531	Dept. stores, (excl. leased depts.) . . . . .	39,780	40,389	40,381	40,868	41,862	42,768	42,095	42,469	42,993	42,982	43,161	43,536
54	Food group stores . . . . .	26,153	26,122	26,326	26,155	26,143	26,414	26,528	26,615	26,759	26,761	26,801	26,820
56	Apparel & accessory stores . . . . .	22,666	22,552	22,667	22,835	23,029	23,311	23,276	23,381	23,704	24,053	24,035	24,060
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.68</b>	<b>1.69</b>	<b>1.46</b>	<b>1.49</b>	<b>1.47</b>	<b>1.45</b>	<b>1.46</b>	<b>1.43</b>	<b>1.55</b>	<b>1.61</b>	<b>1.60</b>	<b>1.23</b>
	Total (excl. automotive group) . . . . .	1.58	1.62	1.43	1.46	1.41	1.41	1.43	1.41	1.53	1.59	1.53	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.31</b>	<b>2.26</b>	<b>1.87</b>	<b>1.89</b>	<b>1.87</b>	<b>1.81</b>	<b>1.86</b>	<b>1.79</b>	<b>1.91</b>	<b>2.03</b>	<b>2.11</b>	<b>1.80</b>
52	Building materials group stores . . . . .	2.53	2.69	2.07	1.85	1.70	1.71	1.81	1.72	1.74	1.82	1.94	2.03
55 ex 554	Automotive dealers . . . . .	2.01	1.91	1.55	1.59	1.64	1.56	1.56	1.51	1.62	1.69	1.88	2.00
57	Furniture group stores . . . . .	2.41	2.40	2.09	2.24	2.20	2.13	2.11	2.08	2.27	2.43	2.21	1.49
	<b>Nondurable goods, total</b> . . . . .	<b>1.30</b>	<b>1.34</b>	<b>1.19</b>	<b>1.22</b>	<b>1.19</b>	<b>1.19</b>	<b>1.20</b>	<b>1.19</b>	<b>1.30</b>	<b>1.34</b>	<b>1.29</b>	<b>.91</b>
53	General merchandise group stores . . . . .	2.75	2.75	2.33	2.40	2.32	2.30	2.38	2.28	2.62	2.63	2.24	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	2.88	2.87	2.38	2.47	2.39	2.37	2.46	2.33	2.70	2.68	2.26	1.20
54	Food group stores . . . . .	.83	.87	.79	.80	.77	.77	.76	.76	.80	.83	.84	.74
56	Apparel & accessory stores . . . . .	3.20	3.20	2.52	2.61	2.60	2.59	2.77	2.50	2.86	2.91	2.58	1.41
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.50</b>	<b>1.48</b>	<b>1.46</b>	<b>1.47</b>	<b>1.50</b>	<b>1.51</b>	<b>1.50</b>	<b>1.51</b>	<b>1.53</b>	<b>1.51</b>	<b>1.52</b>	<b>1.52</b>
	Total (excl. automotive group) . . . . .	1.45	1.43	1.42	1.43	1.44	1.45	1.44	1.44	1.45	1.45	1.45	1.45
	<b>Durable goods, total</b> . . . . .	<b>1.96</b>	<b>1.92</b>	<b>1.88</b>	<b>1.89</b>	<b>1.94</b>	<b>1.96</b>	<b>1.96</b>	<b>1.98</b>	<b>1.99</b>	<b>1.95</b>	<b>1.96</b>	<b>1.98</b>
52	Building materials group stores . . . . .	1.95	2.00	1.91	1.90	1.93	1.92	1.93	1.91	1.90	1.91	1.93	1.97
55 ex 554	Automotive dealers . . . . .	1.68	1.64	1.60	1.62	1.70	1.71	1.71	1.75	1.78	1.70	1.71	1.74
57	Furniture group stores . . . . .	2.26	2.17	2.08	2.13	2.15	2.13	2.13	2.11	2.14	2.18	2.17	2.11
	<b>Nondurable goods, total</b> . . . . .	<b>1.21</b>	<b>1.20</b>	<b>1.19</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.24	2.23	2.21	2.23	2.30	2.30	2.26	2.26	2.28	2.26	2.27	2.29
531	Dept. stores, (excl. leased depts.) . . . . .	2.30	2.28	2.26	2.30	2.35	2.36	2.31	2.31	2.34	2.31	2.31	2.33
54	Food group stores . . . . .	.80	.79	.80	.80	.79	.80	.80	.80	.79	.80	.79	.79
56	Apparel & accessory stores . . . . .	2.57	2.47	2.50	2.53	2.56	2.56	2.55	2.54	2.62	2.58	2.59	2.62

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1993											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>246,367</b>	<b>251,449</b>	<b>259,266</b>	<b>260,299</b>	<b>258,434</b>	<b>256,063</b>	<b>254,055</b>	<b>254,112</b>	<b>262,845</b>	<b>279,221</b>	<b>286,753</b>	<b>263,606</b>
	Total (excl. automotive group) . . . . .	180,852	183,345	189,000	190,426	189,324	187,793	190,958	193,384	201,363	214,027	217,452	191,808
	<b>Durable goods, total</b> . . . . .	<b>122,414</b>	<b>125,627</b>	<b>129,320</b>	<b>129,504</b>	<b>129,378</b>	<b>128,331</b>	<b>123,637</b>	<b>121,452</b>	<b>124,482</b>	<b>132,206</b>	<b>137,774</b>	<b>134,767</b>
52	Building materials group stores . . . . .	17,011	17,699	18,351	18,354	18,558	18,190	17,869	17,574	17,504	17,896	17,890	17,814
55 ex 554	Automotive dealers . . . . .	65,515	68,104	70,266	69,873	69,110	68,270	63,097	60,728	61,482	65,194	69,301	71,798
57	Furniture group stores . . . . .	17,424	16,905	17,456	17,570	17,610	17,967	18,215	18,601	19,647	20,989	21,996	20,184
	<b>Nondurable goods, total</b> . . . . .	<b>123,953</b>	<b>125,822</b>	<b>129,946</b>	<b>130,795</b>	<b>129,056</b>	<b>127,732</b>	<b>130,418</b>	<b>132,660</b>	<b>138,363</b>	<b>147,015</b>	<b>148,979</b>	<b>128,839</b>
53	General merchandise group stores . . . . .	45,759	47,192	50,054	50,799	50,012	48,745	49,802	51,283	54,896	60,015	61,382	48,374
531	Dept. stores, (excl. leased depts.) . . . . .	35,929	37,200	39,391	39,771	39,426	38,324	39,151	40,357	43,102	46,897	48,018	37,983
54	Food group stores . . . . .	25,831	25,522	25,849	25,932	25,687	25,701	25,448	25,222	25,705	26,708	27,127	26,650
56	Apparel & accessory stores . . . . .	20,218	21,298	22,078	22,283	21,896	21,674	23,091	23,783	24,629	25,742	25,787	20,847
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>254,208</b>	<b>256,429</b>	<b>259,241</b>	<b>259,709</b>	<b>259,868</b>	<b>260,404</b>	<b>260,040</b>	<b>260,320</b>	<b>262,071</b>	<b>264,382</b>	<b>266,984</b>	<b>267,916</b>
	Total (excl. automotive group) . . . . .	189,515	190,281	191,963	192,378	192,943	193,175	194,066	194,406	195,888	197,029	198,369	198,440
	<b>Durable goods, total</b> . . . . .	<b>123,839</b>	<b>125,564</b>	<b>127,098</b>	<b>127,378</b>	<b>127,328</b>	<b>127,862</b>	<b>127,164</b>	<b>127,167</b>	<b>128,396</b>	<b>130,504</b>	<b>132,467</b>	<b>133,949</b>
52	Building materials group stores . . . . .	17,573	17,628	17,679	17,648	17,674	17,712	17,833	17,787	17,971	18,299	18,443	18,537
55 ex 554	Automotive dealers . . . . .	64,693	66,148	67,278	67,331	66,925	67,229	65,974	65,914	66,183	67,353	68,615	69,476
57	Furniture group stores . . . . .	17,852	17,739	17,849	17,984	18,062	18,504	18,778	19,039	19,243	19,398	19,816	19,925
	<b>Nondurable goods, total</b> . . . . .	<b>130,369</b>	<b>130,865</b>	<b>132,143</b>	<b>132,331</b>	<b>132,540</b>	<b>132,542</b>	<b>132,876</b>	<b>133,153</b>	<b>133,675</b>	<b>133,878</b>	<b>134,517</b>	<b>133,967</b>
53	General merchandise group stores . . . . .	49,609	50,233	51,140	51,316	51,726	51,413	51,380	51,765	51,945	52,118	52,769	52,369
531	Dept. stores, (excl. leased depts.) . . . . .	38,842	39,407	40,113	40,051	40,687	40,512	40,445	40,806	40,933	40,887	41,288	41,196
54	Food group stores . . . . .	25,801	25,850	25,976	26,093	25,828	25,888	25,851	25,929	26,027	26,018	26,011	26,093
56	Apparel & accessory stores . . . . .	22,641	22,419	22,621	22,576	22,620	22,719	22,930	22,824	23,018	23,087	22,983	22,759
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.67</b>	<b>1.74</b>	<b>1.58</b>	<b>1.53</b>	<b>1.47</b>	<b>1.46</b>	<b>1.43</b>	<b>1.44</b>	<b>1.54</b>	<b>1.59</b>	<b>1.59</b>	<b>1.21</b>
	Total (excl. automotive group) . . . . .	1.55	1.63	1.50	1.46	1.40	1.41	1.41	1.42	1.53	1.56	1.52	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.32</b>	<b>2.40</b>	<b>2.10</b>	<b>2.00</b>	<b>1.93</b>	<b>1.85</b>	<b>1.80</b>	<b>1.79</b>	<b>1.91</b>	<b>2.02</b>	<b>2.09</b>	<b>1.75</b>
52	Building materials group stores . . . . .	2.58	2.68	2.24	1.93	1.75	1.74	1.79	1.79	1.81	1.83	1.94	1.93
55 ex 554	Automotive dealers . . . . .	2.11	2.15	1.85	1.76	1.72	1.64	1.52	1.51	1.58	1.68	1.85	1.91
57	Furniture group stores . . . . .	2.22	2.32	2.15	2.20	2.15	2.12	2.08	2.13	2.28	2.37	2.21	1.56
	<b>Nondurable goods, total</b> . . . . .	<b>1.30</b>	<b>1.36</b>	<b>1.27</b>	<b>1.25</b>	<b>1.19</b>	<b>1.21</b>	<b>1.20</b>	<b>1.22</b>	<b>1.32</b>	<b>1.33</b>	<b>1.30</b>	<b>.91</b>
53	General merchandise group stores . . . . .	2.85	2.90	2.64	2.53	2.33	2.39	2.43	2.37	2.68	2.67	2.31	1.22
531	Dept. stores, (excl. leased depts.) . . . . .	3.03	3.10	2.77	2.63	2.45	2.50	2.55	2.44	2.78	2.74	2.35	1.23
54	Food group stores . . . . .	.84	.88	.83	.82	.78	.80	.75	.78	.81	.83	.85	.75
56	Apparel & accessory stores . . . . .	3.05	3.30	2.83	2.54	2.50	2.62	2.73	2.57	2.81	2.84	2.55	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.50</b>	<b>1.52</b>	<b>1.56</b>	<b>1.52</b>	<b>1.51</b>	<b>1.52</b>	<b>1.50</b>	<b>1.50</b>	<b>1.51</b>	<b>1.50</b>	<b>1.50</b>	<b>1.49</b>
	Total (excl. automotive group) . . . . .	1.43	1.43	1.46	1.44	1.44	1.44	1.44	1.44	1.44	1.44	1.45	1.44
	<b>Durable goods, total</b> . . . . .	<b>1.98</b>	<b>2.05</b>	<b>2.09</b>	<b>2.03</b>	<b>1.99</b>	<b>1.99</b>	<b>1.95</b>	<b>1.94</b>	<b>1.97</b>	<b>1.94</b>	<b>1.94</b>	<b>1.92</b>
52	Building materials group stores . . . . .	2.01	2.00	2.05	2.01	1.94	1.96	1.98	1.94	1.95	1.93	1.94	1.86
55 ex 554	Automotive dealers . . . . .	1.78	1.85	1.90	1.82	1.78	1.80	1.71	1.70	1.73	1.69	1.68	1.67
57	Furniture group stores . . . . .	2.08	2.11	2.13	2.10	2.10	2.11	2.13	2.14	2.15	2.14	2.18	2.17
	<b>Nondurable goods, total</b> . . . . .	<b>1.22</b>	<b>1.22</b>	<b>1.25</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.22</b>	<b>1.23</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.31	2.33	2.43	2.37	2.37	2.35	2.32	2.33	2.33	2.30	2.34	2.32
531	Dept. stores, (excl. leased depts.) . . . . .	2.40	2.44	2.55	2.46	2.47	2.45	2.42	2.42	2.41	2.37	2.41	2.38
54	Food group stores . . . . .	.81	.81	.82	.81	.81	.81	.80	.81	.81	.80	.80	.80
56	Apparel & accessory stores . . . . .	2.47	2.54	2.68	2.55	2.53	2.56	2.57	2.56	2.56	2.56	2.56	2.54

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1992											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>233,647</b>	<b>236,751</b>	<b>241,971</b>	<b>246,082</b>	<b>243,613</b>	<b>242,094</b>	<b>243,573</b>	<b>242,504</b>	<b>248,930</b>	<b>262,811</b>	<b>268,234</b>	<b>248,198</b>
	Total (excl. automotive group) . . . . .	173,209	174,989	179,172	181,981	179,897	179,107	182,939	184,276	190,952	202,408	204,696	181,697
	<b>Durable goods, total</b> . . . . .	<b>115,474</b>	<b>117,031</b>	<b>119,905</b>	<b>122,324</b>	<b>122,054</b>	<b>120,925</b>	<b>118,755</b>	<b>116,394</b>	<b>117,293</b>	<b>122,812</b>	<b>126,621</b>	<b>124,046</b>
52	Building materials group stores . . . . .	16,165	17,019	17,617	18,166	18,119	17,622	17,456	17,182	17,062	17,211	16,882	16,596
55 ex 554	Automotive dealers . . . . .	60,438	61,762	62,799	64,101	63,716	62,987	60,634	58,228	57,978	60,403	63,538	66,501
57	Furniture group stores . . . . .	17,026	16,586	17,275	17,305	17,290	17,090	17,027	17,147	17,762	18,971	19,611	18,077
	<b>Nondurable goods, total</b> . . . . .	<b>118,173</b>	<b>119,720</b>	<b>122,066</b>	<b>123,758</b>	<b>121,559</b>	<b>121,169</b>	<b>124,818</b>	<b>126,110</b>	<b>131,637</b>	<b>139,999</b>	<b>141,613</b>	<b>124,152</b>
53	General merchandise group stores . . . . .	42,159	42,684	44,670	45,935	44,450	44,271	46,073	46,925	50,662	55,450	56,201	44,938
531	Dept. stores, (excl. leased depts.) . . . . .	33,343	33,848	35,506	36,379	35,220	34,884	36,275	36,986	39,611	43,330	43,942	35,104
54	Food group stores . . . . .	25,460	25,149	25,124	25,323	25,398	25,288	25,194	24,748	25,250	26,399	26,855	26,275
56	Apparel & accessory stores . . . . .	18,189	19,538	20,078	20,512	20,163	19,848	21,374	22,344	22,790	24,074	24,462	20,336
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>240,935</b>	<b>241,498</b>	<b>242,339</b>	<b>246,045</b>	<b>245,150</b>	<b>246,222</b>	<b>248,780</b>	<b>248,163</b>	<b>248,158</b>	<b>248,651</b>	<b>249,717</b>	<b>251,994</b>
	Total (excl. automotive group) . . . . .	181,305	181,444	181,891	183,730	183,107	184,021	185,850	185,073	185,991	186,659	187,139	187,978
	<b>Durable goods, total</b> . . . . .	<b>116,811</b>	<b>117,146</b>	<b>118,309</b>	<b>120,907</b>	<b>120,476</b>	<b>120,638</b>	<b>121,686</b>	<b>121,691</b>	<b>120,726</b>	<b>120,897</b>	<b>121,553</b>	<b>122,948</b>
52	Building materials group stores . . . . .	16,699	16,968	16,972	17,484	17,273	17,125	17,421	17,391	17,482	17,616	17,422	17,252
55 ex 554	Automotive dealers . . . . .	59,630	60,054	60,448	62,315	62,043	62,201	62,930	63,090	62,167	61,992	62,578	64,016
57	Furniture group stores . . . . .	17,463	17,368	17,628	17,676	17,715	17,564	17,554	17,515	17,414	17,533	17,748	17,880
	<b>Nondurable goods, total</b> . . . . .	<b>124,124</b>	<b>124,352</b>	<b>124,030</b>	<b>125,138</b>	<b>124,674</b>	<b>125,584</b>	<b>127,094</b>	<b>126,472</b>	<b>127,432</b>	<b>127,754</b>	<b>128,164</b>	<b>129,046</b>
53	General merchandise group stores . . . . .	45,762	45,360	45,540	46,360	45,982	46,704	47,492	47,344	48,015	48,163	48,347	48,671
531	Dept. stores, (excl. leased depts.) . . . . .	36,085	35,818	36,083	36,599	36,347	36,875	37,474	37,435	37,725	37,777	37,751	38,074
54	Food group stores . . . . .	25,458	25,498	25,271	25,476	25,511	25,453	25,570	25,396	25,578	25,751	25,752	25,764
56	Apparel & accessory stores . . . . .	20,368	20,545	20,572	20,782	20,787	20,783	21,204	21,423	21,319	21,591	21,861	22,225
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.65</b>	<b>1.66</b>	<b>1.57</b>	<b>1.56</b>	<b>1.48</b>	<b>1.48</b>	<b>1.48</b>	<b>1.47</b>	<b>1.56</b>	<b>1.56</b>	<b>1.61</b>	<b>1.22</b>
	Total (excl. automotive group) . . . . .	1.54	1.56	1.50	1.48	1.39	1.42	1.43	1.41	1.53	1.53	1.52	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.36</b>	<b>2.31</b>	<b>2.13</b>	<b>2.09</b>	<b>2.02</b>	<b>1.93</b>	<b>1.92</b>	<b>1.96</b>	<b>1.98</b>	<b>2.02</b>	<b>2.24</b>	<b>1.82</b>
52	Building materials group stores . . . . .	2.57	2.63	2.28	2.05	1.85	1.82	1.88	1.95	1.91	1.90	2.16	2.04
55 ex 554	Automotive dealers . . . . .	2.09	2.03	1.84	1.82	1.79	1.68	1.64	1.69	1.66	1.69	2.02	2.08
57	Furniture group stores . . . . .	2.34	2.31	2.29	2.35	2.28	2.19	2.13	2.16	2.28	2.33	2.25	1.55
	<b>Nondurable goods, total</b> . . . . .	<b>1.28</b>	<b>1.31</b>	<b>1.25</b>	<b>1.24</b>	<b>1.16</b>	<b>1.20</b>	<b>1.21</b>	<b>1.19</b>	<b>1.31</b>	<b>1.30</b>	<b>1.29</b>	<b>.92</b>
53	General merchandise group stores . . . . .	2.83	2.69	2.51	2.46	2.23	2.37	2.50	2.30	2.72	2.66	2.25	1.21
531	Dept. stores, (excl. leased depts.) . . . . .	3.08	2.86	2.62	2.57	2.34	2.48	2.63	2.38	2.82	2.75	2.30	1.22
54	Food group stores . . . . .	.84	.86	.83	.82	.79	.81	.77	.77	.82	.83	.87	.77
56	Apparel & accessory stores . . . . .	3.00	3.03	2.68	2.45	2.42	2.47	2.66	2.39	2.69	2.66	2.51	1.38
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.52</b>	<b>1.51</b>	<b>1.53</b>	<b>1.55</b>	<b>1.53</b>	<b>1.53</b>	<b>1.54</b>	<b>1.53</b>	<b>1.52</b>	<b>1.50</b>	<b>1.50</b>	<b>1.50</b>
	Total (excl. automotive group) . . . . .	1.44	1.43	1.44	1.45	1.44	1.45	1.46	1.44	1.44	1.43	1.43	1.42
	<b>Durable goods, total</b> . . . . .	<b>2.07</b>	<b>2.04</b>	<b>2.08</b>	<b>2.13</b>	<b>2.10</b>	<b>2.08</b>	<b>2.08</b>	<b>2.09</b>	<b>2.03</b>	<b>1.99</b>	<b>2.01</b>	<b>2.00</b>
52	Building materials group stores . . . . .	2.06	2.01	2.04	2.12	2.07	2.08	2.08	2.09	2.06	2.05	2.06	1.97
55 ex 554	Automotive dealers . . . . .	1.83	1.81	1.85	1.91	1.87	1.85	1.86	1.88	1.81	1.74	1.77	1.80
57	Furniture group stores . . . . .	2.23	2.20	2.24	2.26	2.25	2.20	2.18	2.17	2.15	2.14	2.16	2.12
	<b>Nondurable goods, total</b> . . . . .	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.21</b>	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.28	2.24	2.29	2.32	2.28	2.32	2.35	2.30	2.31	2.30	2.30	2.31
531	Dept. stores, (excl. leased depts.) . . . . .	2.42	2.33	2.40	2.42	2.38	2.42	2.45	2.41	2.41	2.39	2.37	2.38
54	Food group stores . . . . .	.82	.82	.82	.82	.82	.82	.82	.81	.82	.81	.81	.81
56	Apparel & accessory stores . . . . .	2.47	2.46	2.46	2.49	2.46	2.41	2.44	2.44	2.42	2.44	2.46	2.48

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1991											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>235,187</b>	<b>235,783</b>	<b>235,151</b>	<b>235,681</b>	<b>234,706</b>	<b>231,666</b>	<b>231,599</b>	<b>232,756</b>	<b>240,556</b>	<b>254,608</b>	<b>258,609</b>	<b>239,478</b>
	Total (excl. automotive group) . . . . .	170,218	171,644	173,788	175,090	174,116	172,729	174,666	177,779	184,166	194,666	196,683	176,344
	<b>Durable goods, total</b> . . . . .	<b>121,234</b>	<b>120,328</b>	<b>117,815</b>	<b>117,829</b>	<b>117,974</b>	<b>115,812</b>	<b>113,629</b>	<b>112,168</b>	<b>115,497</b>	<b>120,924</b>	<b>123,344</b>	<b>119,977</b>
52	Building materials group stores . . . . .	16,414	16,706	17,246	16,976	17,119	16,906	16,439	16,355	16,202	16,055	16,114	16,099
55 ex 554	Automotive dealers . . . . .	64,969	64,139	61,363	60,591	60,590	58,937	56,933	54,977	56,390	59,942	61,926	63,134
57	Furniture group stores . . . . .	17,235	17,029	17,061	17,561	17,492	17,369	17,275	17,337	18,173	19,298	19,416	17,737
	<b>Nondurable goods, total</b> . . . . .	<b>113,953</b>	<b>115,455</b>	<b>117,336</b>	<b>117,852</b>	<b>116,732</b>	<b>115,854</b>	<b>117,970</b>	<b>120,588</b>	<b>125,059</b>	<b>133,684</b>	<b>135,265</b>	<b>119,501</b>
53	General merchandise group stores . . . . .	39,316	40,788	42,155	42,544	41,626	41,164	42,457	43,668	46,558	51,330	51,898	42,168
531	Dept. stores, (excl. leased depts.) . . . . .	31,051	31,954	33,225	33,641	32,808	32,246	33,166	34,058	36,424	40,422	41,028	33,257
54	Food group stores . . . . .	25,331	24,877	25,205	25,071	25,320	25,344	25,077	24,885	25,091	26,154	26,702	26,045
56	Apparel & accessory stores . . . . .	17,648	18,833	19,267	19,502	19,218	19,035	19,684	20,644	21,409	22,205	22,372	18,500
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>242,285</b>	<b>240,285</b>	<b>235,611</b>	<b>235,736</b>	<b>236,196</b>	<b>235,428</b>	<b>236,210</b>	<b>237,830</b>	<b>239,829</b>	<b>241,262</b>	<b>241,176</b>	<b>243,275</b>
	Total (excl. automotive group) . . . . .	178,246	177,917	176,372	176,665	177,070	177,263	177,404	178,291	179,448	179,875	180,241	182,501
	<b>Durable goods, total</b> . . . . .	<b>122,497</b>	<b>120,428</b>	<b>116,417</b>	<b>116,690</b>	<b>116,629</b>	<b>115,544</b>	<b>116,165</b>	<b>117,044</b>	<b>118,631</b>	<b>118,984</b>	<b>118,425</b>	<b>119,039</b>
52	Building materials group stores . . . . .	16,957	16,673	16,599	16,339	16,351	16,414	16,406	16,537	16,566	16,467	16,647	16,735
55 ex 554	Automotive dealers . . . . .	64,039	62,368	59,239	59,071	59,126	58,165	58,806	59,539	60,381	61,387	60,935	60,774
57	Furniture group stores . . . . .	17,695	17,776	17,391	17,901	17,867	17,833	17,809	17,655	17,834	17,852	17,667	17,614
	<b>Nondurable goods, total</b> . . . . .	<b>119,788</b>	<b>119,857</b>	<b>119,194</b>	<b>119,046</b>	<b>119,567</b>	<b>119,884</b>	<b>120,045</b>	<b>120,786</b>	<b>121,198</b>	<b>122,278</b>	<b>122,751</b>	<b>124,236</b>
53	General merchandise group stores . . . . .	42,806	43,251	42,928	42,845	43,082	43,399	43,714	43,977	44,157	44,643	44,677	45,775
531	Dept. stores, (excl. leased depts.) . . . . .	33,714	33,742	33,731	33,742	33,858	34,051	34,262	34,472	34,756	35,272	35,217	36,110
54	Food group stores . . . . .	25,356	25,221	25,374	25,244	25,406	25,494	25,430	25,486	25,399	25,472	25,613	25,606
56	Apparel & accessory stores . . . . .	19,763	19,783	19,721	19,759	19,751	19,911	19,528	19,755	20,046	19,915	20,047	20,263
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.76</b>	<b>1.80</b>	<b>1.54</b>	<b>1.56</b>	<b>1.44</b>	<b>1.48</b>	<b>1.47</b>	<b>1.43</b>	<b>1.61</b>	<b>1.64</b>	<b>1.63</b>	<b>1.30</b>
	Total (excl. automotive group) . . . . .	1.57	1.65	1.45	1.48	1.36	1.40	1.41	1.37	1.56	1.58	1.51	1.12
	<b>Durable goods, total</b> . . . . .	<b>2.72</b>	<b>2.62</b>	<b>2.20</b>	<b>2.12</b>	<b>1.99</b>	<b>2.03</b>	<b>1.97</b>	<b>1.97</b>	<b>2.15</b>	<b>2.22</b>	<b>2.36</b>	<b>2.03</b>
52	Building materials group stores . . . . .	2.90	2.94	2.53	2.01	1.88	1.97	1.90	1.94	2.06	1.97	2.23	2.33
55 ex 554	Automotive dealers . . . . .	2.53	2.36	1.91	1.83	1.73	1.75	1.67	1.67	1.79	1.91	2.18	2.29
57	Furniture group stores . . . . .	2.56	2.59	2.33	2.42	2.29	2.32	2.24	2.22	2.49	2.54	2.39	1.75
	<b>Nondurable goods, total</b> . . . . .	<b>1.28</b>	<b>1.35</b>	<b>1.19</b>	<b>1.23</b>	<b>1.13</b>	<b>1.16</b>	<b>1.18</b>	<b>1.14</b>	<b>1.31</b>	<b>1.33</b>	<b>1.27</b>	<b>.95</b>
53	General merchandise group stores . . . . .	3.01	3.04	2.43	2.52	2.21	2.31	2.49	2.26	2.75	2.74	2.23	1.24
531	Dept. stores, (excl. leased depts.) . . . . .	3.18	3.12	2.48	2.58	2.31	2.41	2.59	2.29	2.83	2.84	2.29	1.27
54	Food group stores . . . . .	.85	.89	.79	.84	.77	.79	.78	.76	.84	.85	.85	.80
56	Apparel & accessory stores . . . . .	3.09	3.20	2.39	2.54	2.36	2.49	2.63	2.26	2.79	2.79	2.45	1.43
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.61</b>	<b>1.57</b>	<b>1.52</b>	<b>1.53</b>	<b>1.52</b>	<b>1.51</b>	<b>1.51</b>	<b>1.53</b>	<b>1.54</b>	<b>1.56</b>	<b>1.56</b>	<b>1.57</b>
	Total (excl. automotive group) . . . . .	1.47	1.45	1.43	1.43	1.42	1.43	1.42	1.43	1.45	1.46	1.46	1.48
	<b>Durable goods, total</b> . . . . .	<b>2.39</b>	<b>2.24</b>	<b>2.14</b>	<b>2.16</b>	<b>2.14</b>	<b>2.11</b>	<b>2.13</b>	<b>2.17</b>	<b>2.15</b>	<b>2.19</b>	<b>2.18</b>	<b>2.17</b>
52	Building materials group stores . . . . .	2.36	2.20	2.22	2.12	2.15	2.13	2.12	2.16	2.15	2.16	2.18	2.18
55 ex 554	Automotive dealers . . . . .	2.21	2.04	1.91	1.91	1.89	1.85	1.87	1.93	1.88	1.96	1.95	1.92
57	Furniture group stores . . . . .	2.43	2.36	2.28	2.33	2.30	2.31	2.29	2.27	2.31	2.34	2.34	2.31
	<b>Nondurable goods, total</b> . . . . .	<b>1.21</b>	<b>1.21</b>	<b>1.19</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.24</b>
53	General merchandise group stores . . . . .	2.38	2.38	2.30	2.27	2.26	2.31	2.29	2.30	2.32	2.34	2.31	2.38
531	Dept. stores, (excl. leased depts.) . . . . .	2.45	2.40	2.37	2.33	2.35	2.39	2.36	2.36	2.40	2.43	2.39	2.46
54	Food group stores . . . . .	.81	.82	.81	.81	.80	.81	.81	.82	.81	.82	.82	.82
56	Apparel & accessory stores . . . . .	2.56	2.44	2.43	2.38	2.39	2.45	2.38	2.39	2.46	2.50	2.49	2.52

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1990											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>228,052</b>	<b>230,622</b>	<b>235,756</b>	<b>236,364</b>	<b>236,871</b>	<b>235,117</b>	<b>235,414</b>	<b>237,584</b>	<b>242,303</b>	<b>255,422</b>	<b>258,940</b>	<b>236,152</b>
	Total (excl. automotive group) . . . . .	165,723	168,028	172,628	174,567	174,389	172,525	174,194	177,061	181,830	191,559	193,182	170,635
	<b>Durable goods, total</b> . . . . .	<b>117,493</b>	<b>118,567</b>	<b>120,681</b>	<b>120,088</b>	<b>121,372</b>	<b>121,174</b>	<b>119,142</b>	<b>118,876</b>	<b>120,185</b>	<b>125,622</b>	<b>127,923</b>	<b>122,141</b>
52	Building materials group stores . . . . .	16,600	17,082	17,855	18,093	18,243	17,999	17,228	17,009	16,867	16,532	16,419	16,368
55 ex 554	Automotive dealers . . . . .	62,329	62,594	63,128	61,797	62,482	62,592	61,220	60,523	60,473	63,863	65,758	65,517
57	Furniture group stores . . . . .	17,149	17,090	17,402	17,443	17,508	17,385	17,317	17,685	18,341	19,281	19,303	17,477
	<b>Nondurable goods, total</b> . . . . .	<b>110,559</b>	<b>112,055</b>	<b>115,075</b>	<b>116,276</b>	<b>115,499</b>	<b>113,943</b>	<b>116,272</b>	<b>118,708</b>	<b>122,118</b>	<b>129,800</b>	<b>131,017</b>	<b>114,011</b>
53	General merchandise group stores . . . . .	39,376	40,777	42,273	42,486	41,241	40,295	41,400	42,540	44,877	49,105	49,684	38,969
531	Dept. stores, (excl. leased depts.) . . . . .	30,947	32,178	33,352	33,633	32,497	31,650	32,485	33,195	34,839	38,476	39,316	30,716
54	Food group stores . . . . .	23,586	23,331	23,603	23,714	24,146	24,203	24,133	24,192	24,443	25,272	25,742	25,402
56	Apparel & accessory stores . . . . .	17,541	18,371	19,205	19,680	19,544	19,196	20,369	21,122	21,224	22,313	22,023	17,957
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>235,210</b>	<b>234,814</b>	<b>235,870</b>	<b>236,327</b>	<b>238,129</b>	<b>238,408</b>	<b>239,895</b>	<b>242,918</b>	<b>242,003</b>	<b>242,800</b>	<b>242,149</b>	<b>239,773</b>
	Total (excl. automotive group) . . . . .	173,885	174,128	175,051	175,973	177,134	176,753	176,878	177,198	177,106	177,343	177,500	176,720
	<b>Durable goods, total</b> . . . . .	<b>118,552</b>	<b>118,483</b>	<b>119,112</b>	<b>118,965</b>	<b>119,910</b>	<b>120,675</b>	<b>121,634</b>	<b>124,281</b>	<b>123,714</b>	<b>123,910</b>	<b>122,994</b>	<b>121,105</b>
52	Building materials group stores . . . . .	17,149	17,065	17,201	17,431	17,457	17,458	17,194	17,163	17,211	16,991	16,979	17,015
55 ex 554	Automotive dealers . . . . .	61,325	60,686	60,819	60,354	60,995	61,655	63,017	65,720	64,897	65,457	64,649	63,053
57	Furniture group stores . . . . .	17,607	17,784	17,721	17,745	17,847	17,794	17,834	17,973	17,999	17,853	17,693	17,407
	<b>Nondurable goods, total</b> . . . . .	<b>116,658</b>	<b>116,331</b>	<b>116,758</b>	<b>117,362</b>	<b>118,219</b>	<b>117,733</b>	<b>118,261</b>	<b>118,637</b>	<b>118,289</b>	<b>118,890</b>	<b>119,155</b>	<b>118,668</b>
53	General merchandise group stores . . . . .	43,041	43,150	42,941	42,651	42,658	42,448	42,608	42,726	42,593	42,774	42,880	42,423
531	Dept. stores, (excl. leased depts.) . . . . .	33,748	33,943	33,791	33,599	33,502	33,386	33,594	33,564	33,307	33,603	33,777	33,423
54	Food group stores . . . . .	23,657	23,655	23,732	23,913	24,241	24,294	24,423	24,713	24,708	24,622	24,694	25,039
56	Apparel & accessory stores . . . . .	19,643	19,297	19,637	19,939	20,045	20,038	20,248	20,212	19,854	20,030	19,787	19,690
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.68</b>	<b>1.77</b>	<b>1.55</b>	<b>1.59</b>	<b>1.50</b>	<b>1.49</b>	<b>1.54</b>	<b>1.47</b>	<b>1.62</b>	<b>1.65</b>	<b>1.63</b>	<b>1.29</b>
	Total (excl. automotive group) . . . . .	1.58	1.65	1.47	1.51	1.42	1.41	1.46	1.40	1.54	1.56	1.49	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.31</b>	<b>2.45</b>	<b>2.12</b>	<b>2.15</b>	<b>2.01</b>	<b>2.02</b>	<b>2.08</b>	<b>2.01</b>	<b>2.24</b>	<b>2.28</b>	<b>2.40</b>	<b>2.12</b>
52	Building materials group stores . . . . .	2.66	2.81	2.35	2.21	1.95	1.94	1.96	1.93	2.13	2.00	2.17	2.49
55 ex 554	Automotive dealers . . . . .	2.02	2.18	1.83	1.84	1.74	1.76	1.79	1.73	1.93	2.00	2.25	2.46
57	Furniture group stores . . . . .	2.37	2.53	2.29	2.43	2.29	2.30	2.36	2.33	2.53	2.54	2.40	1.79
	<b>Nondurable goods, total</b> . . . . .	<b>1.30</b>	<b>1.37</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.16</b>	<b>1.21</b>	<b>1.16</b>	<b>1.27</b>	<b>1.30</b>	<b>1.24</b>	<b>.91</b>
53	General merchandise group stores . . . . .	3.13	3.14	2.56	2.61	2.37	2.34	2.62	2.37	2.76	2.82	2.24	1.19
531	Dept. stores, (excl. leased depts.) . . . . .	3.27	3.26	2.58	2.65	2.44	2.39	2.68	2.38	2.78	2.88	2.31	1.21
54	Food group stores . . . . .	.83	.86	.76	.80	.77	.76	.77	.75	.80	.83	.83	.76
56	Apparel & accessory stores . . . . .	3.00	3.21	2.50	2.54	2.48	2.47	2.82	2.44	2.76	2.85	2.47	1.40
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.55</b>	<b>1.57</b>	<b>1.55</b>	<b>1.56</b>	<b>1.57</b>	<b>1.56</b>	<b>1.56</b>	<b>1.55</b>	<b>1.57</b>
	Total (excl. automotive group) . . . . .	1.46	1.45	1.45	1.46	1.48	1.46	1.46	1.45	1.44	1.44	1.43	1.45
	<b>Durable goods, total</b> . . . . .	<b>2.03</b>	<b>2.09</b>	<b>2.11</b>	<b>2.13</b>	<b>2.16</b>	<b>2.18</b>	<b>2.17</b>	<b>2.23</b>	<b>2.23</b>	<b>2.24</b>	<b>2.23</b>	<b>2.27</b>
52	Building materials group stores . . . . .	2.16	2.10	2.13	2.23	2.25	2.16	2.15	2.15	2.19	2.19	2.16	2.28
55 ex 554	Automotive dealers . . . . .	1.76	1.87	1.88	1.87	1.90	1.93	1.93	2.03	2.02	2.05	2.02	2.05
57	Furniture group stores . . . . .	2.25	2.28	2.28	2.30	2.30	2.33	2.36	2.39	2.36	2.34	2.36	2.36
	<b>Nondurable goods, total</b> . . . . .	<b>1.22</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.20</b>	<b>1.21</b>	<b>1.20</b>	<b>1.18</b>	<b>1.19</b>	<b>1.18</b>	<b>1.19</b>
53	General merchandise group stores . . . . .	2.43	2.42	2.39	2.41	2.42	2.35	2.37	2.37	2.36	2.37	2.36	2.34
531	Dept. stores, (excl. leased depts.) . . . . .	2.47	2.48	2.42	2.46	2.47	2.39	2.42	2.42	2.41	2.43	2.43	2.40
54	Food group stores . . . . .	.79	.78	.78	.78	.80	.79	.79	.80	.79	.79	.79	.81
56	Apparel & accessory stores . . . . .	2.49	2.44	2.43	2.52	2.52	2.46	2.50	2.50	2.50	2.52	2.49	2.50

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>214,797</b>	<b>221,238</b>	<b>226,648</b>	<b>229,321</b>	<b>230,974</b>	<b>231,222</b>	<b>230,364</b>	<b>230,421</b>	<b>235,362</b>	<b>247,377</b>	<b>252,876</b>	<b>233,143</b>
	Total (excl. automotive group) . . . . .	153,039	156,997	161,373	163,050	164,074	164,056	166,233	170,282	175,761	185,726	188,298	166,707
	<b>Durable goods, total</b> . . . . .	<b>113,765</b>	<b>116,834</b>	<b>118,985</b>	<b>120,215</b>	<b>121,574</b>	<b>122,066</b>	<b>119,317</b>	<b>116,543</b>	<b>117,241</b>	<b>121,920</b>	<b>125,801</b>	<b>122,220</b>
52	Building materials group stores . . . . .	15,654	16,437	17,085	17,062	17,336	17,197	16,784	16,652	16,604	16,658	16,583	16,437
55 ex 554	Automotive dealers . . . . .	61,758	64,241	65,275	66,271	66,900	67,166	64,131	60,139	59,601	61,651	64,578	66,436
57	Furniture group stores . . . . .	16,059	16,000	16,325	16,244	16,352	16,521	16,552	16,927	17,422	18,732	18,956	17,297
	<b>Nondurable goods, total</b> . . . . .	<b>101,032</b>	<b>104,404</b>	<b>107,663</b>	<b>109,106</b>	<b>109,400</b>	<b>109,156</b>	<b>111,047</b>	<b>113,878</b>	<b>118,121</b>	<b>125,457</b>	<b>127,075</b>	<b>110,923</b>
53	General merchandise group stores . . . . .	35,253	37,415	39,315	40,162	39,814	39,422	40,541	41,876	44,481	48,637	49,564	39,487
531	Dept. stores, (excl. leased depts.) . . . . .	26,961	28,714	30,264	31,128	30,928	30,597	31,294	32,239	34,368	37,788	39,052	30,916
54	Food group stores . . . . .	21,635	21,607	21,891	22,036	22,368	22,528	22,491	22,418	22,816	24,059	24,638	23,821
56	Apparel & accessory stores . . . . .	16,367	17,806	18,455	18,628	18,657	18,473	19,372	20,228	20,801	21,669	21,764	17,713
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>221,466</b>	<b>224,632</b>	<b>226,063</b>	<b>228,626</b>	<b>231,837</b>	<b>233,856</b>	<b>234,443</b>	<b>235,845</b>	<b>235,092</b>	<b>235,439</b>	<b>237,062</b>	<b>237,234</b>
	Total (excl. automotive group) . . . . .	160,825	162,641	163,516	164,131	166,524	167,893	168,779	170,132	170,933	172,087	173,349	173,162
	<b>Durable goods, total</b> . . . . .	<b>114,612</b>	<b>116,221</b>	<b>116,841</b>	<b>118,603</b>	<b>119,961</b>	<b>121,226</b>	<b>121,481</b>	<b>122,215</b>	<b>120,914</b>	<b>120,581</b>	<b>121,400</b>	<b>121,347</b>
52	Building materials group stores . . . . .	16,188	16,437	16,475	16,406	16,621	16,680	16,717	16,753	16,908	17,120	17,149	17,122
55 ex 554	Automotive dealers . . . . .	60,641	61,991	62,547	64,495	65,313	65,963	65,664	65,713	64,159	63,352	63,713	64,072
57	Furniture group stores . . . . .	16,488	16,598	16,607	16,491	16,635	16,858	17,029	17,150	17,097	17,409	17,503	17,280
	<b>Nondurable goods, total</b> . . . . .	<b>106,854</b>	<b>108,411</b>	<b>109,222</b>	<b>110,023</b>	<b>111,876</b>	<b>112,630</b>	<b>112,962</b>	<b>113,630</b>	<b>114,178</b>	<b>114,858</b>	<b>115,662</b>	<b>115,887</b>
53	General merchandise group stores . . . . .	38,725	39,575	39,937	40,220	41,081	41,438	41,698	41,958	42,195	42,424	42,902	43,107
531	Dept. stores, (excl. leased depts.) . . . . .	29,563	30,289	30,663	30,973	31,786	32,207	32,395	32,565	32,857	33,031	33,608	33,678
54	Food group stores . . . . .	21,724	21,909	22,001	22,231	22,490	22,610	22,739	22,861	23,023	23,429	23,662	23,543
56	Apparel & accessory stores . . . . .	18,308	18,704	18,832	18,854	19,096	19,263	19,314	19,375	19,458	19,452	19,590	19,422
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.72</b>	<b>1.82</b>	<b>1.59</b>	<b>1.62</b>	<b>1.52</b>	<b>1.53</b>	<b>1.57</b>	<b>1.48</b>	<b>1.61</b>	<b>1.71</b>	<b>1.67</b>	<b>1.30</b>
	Total (excl. automotive group) . . . . .	1.57	1.68	1.48	1.51	1.41	1.42	1.47	1.44	1.56	1.62	1.54	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.46</b>	<b>2.57</b>	<b>2.19</b>	<b>2.22</b>	<b>2.04</b>	<b>2.06</b>	<b>2.13</b>	<b>1.91</b>	<b>2.09</b>	<b>2.30</b>	<b>2.36</b>	<b>2.08</b>
52	Building materials group stores . . . . .	2.62	2.95	2.48	2.13	1.88	1.93	2.01	1.90	2.07	2.04	2.19	2.37
55 ex 554	Automotive dealers . . . . .	2.23	2.32	1.92	2.00	1.85	1.87	1.90	1.62	1.76	2.02	2.21	2.43
57	Furniture group stores . . . . .	2.30	2.46	2.26	2.31	2.19	2.17	2.26	2.16	2.34	2.49	2.27	1.73
	<b>Nondurable goods, total</b> . . . . .	<b>1.28</b>	<b>1.38</b>	<b>1.21</b>	<b>1.25</b>	<b>1.18</b>	<b>1.19</b>	<b>1.22</b>	<b>1.20</b>	<b>1.31</b>	<b>1.36</b>	<b>1.29</b>	<b>.92</b>
53	General merchandise group stores . . . . .	3.00	3.19	2.55	2.59	2.41	2.43	2.68	2.48	2.80	2.88	2.30	1.20
531	Dept. stores, (excl. leased depts.) . . . . .	2.99	3.18	2.51	2.54	2.42	2.42	2.66	2.43	2.76	2.87	2.35	1.21
54	Food group stores . . . . .	.81	.85	.76	.80	.76	.76	.75	.75	.78	.84	.85	.74
56	Apparel & accessory stores . . . . .	2.87	3.34	2.52	2.62	2.51	2.56	2.81	2.47	2.72	2.83	2.47	1.36
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.54</b>	<b>1.58</b>	<b>1.58</b>	<b>1.57</b>	<b>1.58</b>	<b>1.60</b>	<b>1.59</b>	<b>1.58</b>	<b>1.57</b>	<b>1.59</b>	<b>1.59</b>	<b>1.59</b>
	Total (excl. automotive group) . . . . .	1.44	1.47	1.47	1.45	1.46	1.47	1.47	1.48	1.48	1.48	1.48	1.47
	<b>Durable goods, total</b> . . . . .	<b>2.10</b>	<b>2.19</b>	<b>2.20</b>	<b>2.17</b>	<b>2.19</b>	<b>2.22</b>	<b>2.20</b>	<b>2.14</b>	<b>2.15</b>	<b>2.21</b>	<b>2.20</b>	<b>2.23</b>
52	Building materials group stores . . . . .	2.07	2.19	2.25	2.13	2.16	2.18	2.16	2.14	2.19	2.21	2.17	2.18
55 ex 554	Automotive dealers . . . . .	1.89	1.99	1.98	2.00	2.03	2.06	2.02	1.92	1.92	2.00	1.99	2.04
57	Furniture group stores . . . . .	2.14	2.20	2.23	2.18	2.19	2.19	2.25	2.23	2.23	2.27	2.26	2.27
	<b>Nondurable goods, total</b> . . . . .	<b>1.20</b>	<b>1.22</b>	<b>1.22</b>	<b>1.21</b>	<b>1.22</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.24</b>	<b>1.22</b>
53	General merchandise group stores . . . . .	2.30	2.43	2.41	2.38	2.44	2.43	2.44	2.45	2.40	2.42	2.43	2.42
531	Dept. stores, (excl. leased depts.) . . . . .	2.25	2.39	2.37	2.34	2.42	2.42	2.43	2.43	2.41	2.43	2.47	2.45
54	Food group stores . . . . .	.77	.77	.78	.78	.78	.78	.78	.78	.78	.80	.80	.79
56	Apparel & accessory stores . . . . .	2.38	2.55	2.57	2.47	2.50	2.51	2.53	2.51	2.51	2.48	2.47	2.46

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1988											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>200,614</b>	<b>204,168</b>	<b>208,675</b>	<b>209,655</b>	<b>208,815</b>	<b>209,463</b>	<b>208,531</b>	<b>209,811</b>	<b>216,374</b>	<b>226,012</b>	<b>230,103</b>	<b>214,824</b>
	Total (excl. automotive group) . . . . .	144,330	147,876	152,632	154,143	152,790	152,746	154,396	158,650	163,546	170,784	172,117	153,909
	<b>Durable goods, total</b> . . . . .	<b>104,162</b>	<b>104,835</b>	<b>106,093</b>	<b>106,277</b>	<b>107,148</b>	<b>107,656</b>	<b>105,311</b>	<b>103,431</b>	<b>106,252</b>	<b>110,272</b>	<b>113,813</b>	<b>112,970</b>
52	Building materials group stores . . . . .	14,537	15,124	15,811	15,805	15,636	15,619	15,442	15,407	15,263	15,180	15,280	15,462
55 ex 554	Automotive dealers . . . . .	56,284	56,292	56,043	55,512	56,025	56,717	54,135	51,161	52,828	55,228	57,986	60,915
57	Furniture group stores . . . . .	14,723	14,642	15,275	15,576	15,612	15,668	15,507	15,999	16,789	17,358	17,516	16,295
	<b>Nondurable goods, total</b> . . . . .	<b>96,452</b>	<b>99,333</b>	<b>102,582</b>	<b>103,378</b>	<b>101,667</b>	<b>101,807</b>	<b>103,220</b>	<b>106,380</b>	<b>110,122</b>	<b>115,740</b>	<b>116,290</b>	<b>101,854</b>
53	General merchandise group stores . . . . .	34,720	36,649	38,548	39,334	37,679	37,308	37,749	39,161	41,257	44,635	44,955	35,768
531	Dept. stores, (excl. leased depts.) . . . . .	26,117	27,602	28,993	29,793	28,418	27,917	27,941	29,161	30,853	33,825	34,501	27,468
54	Food group stores . . . . .	19,896	19,991	20,433	20,351	20,393	20,712	20,791	20,996	21,177	22,043	22,226	21,812
56	Apparel & accessory stores . . . . .	15,406	16,391	17,078	17,085	17,101	16,837	17,734	18,624	19,253	20,152	20,049	16,524
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>207,145</b>	<b>207,192</b>	<b>207,877</b>	<b>208,624</b>	<b>209,626</b>	<b>211,644</b>	<b>211,960</b>	<b>214,632</b>	<b>216,156</b>	<b>215,440</b>	<b>216,239</b>	<b>219,047</b>
	Total (excl. automotive group) . . . . .	151,952	153,235	154,583	155,001	155,013	156,179	156,685	158,389	158,870	158,286	158,771	160,140
	<b>Durable goods, total</b> . . . . .	<b>104,859</b>	<b>103,992</b>	<b>103,843</b>	<b>104,441</b>	<b>105,718</b>	<b>106,744</b>	<b>107,013</b>	<b>108,530</b>	<b>109,914</b>	<b>109,452</b>	<b>110,231</b>	<b>112,453</b>
52	Building materials group stores . . . . .	15,049	15,154	15,276	15,197	15,020	15,179	15,365	15,453	15,511	15,553	15,769	16,157
55 ex 554	Automotive dealers . . . . .	55,193	53,957	53,294	53,623	54,613	55,465	55,275	56,243	57,286	57,154	57,468	58,907
57	Furniture group stores . . . . .	15,101	15,157	15,539	15,781	15,866	15,923	15,921	16,177	16,508	16,192	16,264	16,311
	<b>Nondurable goods, total</b> . . . . .	<b>102,286</b>	<b>103,200</b>	<b>104,034</b>	<b>104,183</b>	<b>103,908</b>	<b>104,900</b>	<b>104,947</b>	<b>106,102</b>	<b>106,242</b>	<b>105,988</b>	<b>106,008</b>	<b>106,594</b>
53	General merchandise group stores . . . . .	38,354	38,813	39,195	39,313	38,764	39,097	38,742	39,114	39,075	38,995	39,026	39,179
531	Dept. stores, (excl. leased depts.) . . . . .	28,827	29,178	29,405	29,557	29,087	29,294	28,924	29,396	29,468	29,619	29,742	29,987
54	Food group stores . . . . .	19,979	20,253	20,510	20,543	20,539	20,783	21,018	21,413	21,327	21,462	21,340	21,601
56	Apparel & accessory stores . . . . .	17,175	17,217	17,373	17,275	17,504	17,557	17,752	17,908	18,027	18,106	18,046	18,079
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.73</b>	<b>1.73</b>	<b>1.55</b>	<b>1.56</b>	<b>1.49</b>	<b>1.48</b>	<b>1.52</b>	<b>1.47</b>	<b>1.60</b>	<b>1.63</b>	<b>1.61</b>	<b>1.23</b>
	Total (excl. automotive group) . . . . .	1.60	1.66	1.50	1.51	1.44	1.44	1.46	1.45	1.55	1.57	1.51	1.06
	<b>Durable goods, total</b> . . . . .	<b>2.44</b>	<b>2.30</b>	<b>2.00</b>	<b>2.01</b>	<b>1.93</b>	<b>1.88</b>	<b>1.99</b>	<b>1.87</b>	<b>2.08</b>	<b>2.15</b>	<b>2.20</b>	<b>1.89</b>
52	Building materials group stores . . . . .	2.78	2.67	2.20	1.95	1.74	1.79	1.93	1.85	1.91	1.89	2.05	2.10
55 ex 554	Automotive dealers . . . . .	2.15	1.96	1.67	1.71	1.67	1.62	1.69	1.54	1.76	1.85	2.00	2.11
57	Furniture group stores . . . . .	2.43	2.46	2.30	2.37	2.32	2.21	2.25	2.21	2.41	2.43	2.20	1.61
	<b>Nondurable goods, total</b> . . . . .	<b>1.31</b>	<b>1.37</b>	<b>1.25</b>	<b>1.27</b>	<b>1.21</b>	<b>1.21</b>	<b>1.22</b>	<b>1.22</b>	<b>1.31</b>	<b>1.32</b>	<b>1.27</b>	<b>.89</b>
53	General merchandise group stores . . . . .	3.21	3.29	2.69	2.73	2.45	2.48	2.71	2.53	2.82	2.77	2.27	1.14
531	Dept. stores, (excl. leased depts.) . . . . .	3.09	3.18	2.56	2.62	2.35	2.36	2.54	2.38	2.65	2.65	2.22	1.12
54	Food group stores . . . . .	.79	.82	.77	.77	.75	.76	.73	.75	.78	.81	.82	.72
56	Apparel & accessory stores . . . . .	2.99	3.27	2.53	2.60	2.57	2.61	2.80	2.54	2.74	2.75	2.47	1.31
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.56</b>	<b>1.55</b>	<b>1.53</b>	<b>1.54</b>	<b>1.54</b>	<b>1.55</b>	<b>1.54</b>	<b>1.55</b>	<b>1.57</b>	<b>1.53</b>	<b>1.53</b>	<b>1.53</b>
	Total (excl. automotive group) . . . . .	1.49	1.50	1.48	1.48	1.47	1.48	1.47	1.48	1.47	1.45	1.44	1.45
	<b>Durable goods, total</b> . . . . .	<b>2.08</b>	<b>2.02</b>	<b>1.99</b>	<b>2.02</b>	<b>2.03</b>	<b>2.03</b>	<b>2.06</b>	<b>2.09</b>	<b>2.15</b>	<b>2.06</b>	<b>2.05</b>	<b>2.05</b>
52	Building materials group stores . . . . .	2.13	2.04	2.02	2.01	1.97	2.01	2.07	2.07	2.04	2.01	2.05	2.00
55 ex 554	Automotive dealers . . . . .	1.81	1.74	1.71	1.76	1.77	1.78	1.79	1.83	1.94	1.82	1.80	1.83
57	Furniture group stores . . . . .	2.26	2.26	2.26	2.26	2.26	2.23	2.24	2.27	2.30	2.22	2.19	2.18
	<b>Nondurable goods, total</b> . . . . .	<b>1.25</b>	<b>1.26</b>	<b>1.24</b>	<b>1.25</b>	<b>1.23</b>	<b>1.24</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.21</b>	<b>1.20</b>	<b>1.21</b>
53	General merchandise group stores . . . . .	2.50	2.57	2.51	2.52	2.46	2.48	2.45	2.45	2.43	2.38	2.36	2.35
531	Dept. stores, (excl. leased depts.) . . . . .	2.37	2.45	2.39	2.42	2.35	2.36	2.32	2.35	2.32	2.29	2.29	2.30
54	Food group stores . . . . .	.77	.77	.77	.77	.77	.77	.77	.78	.78	.78	.77	.78
56	Apparel & accessory stores . . . . .	2.55	2.57	2.53	2.55	2.53	2.55	2.52	2.54	2.50	2.46	2.46	2.44

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1987											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>183,228</b>	<b>189,420</b>	<b>196,169</b>	<b>197,876</b>	<b>197,496</b>	<b>198,748</b>	<b>198,969</b>	<b>196,541</b>	<b>200,336</b>	<b>213,724</b>	<b>217,853</b>	<b>203,210</b>
	Total (excl. automotive group) . . . . .	133,834	136,700	141,235	143,825	143,344	143,915	146,022	148,376	153,131	160,925	161,862	145,410
	<b>Durable goods, total</b> . . . . .	<b>92,287</b>	<b>96,122</b>	<b>99,626</b>	<b>99,673</b>	<b>100,721</b>	<b>101,673</b>	<b>99,821</b>	<b>95,461</b>	<b>95,445</b>	<b>103,262</b>	<b>107,075</b>	<b>105,654</b>
52	Building materials group stores . . . . .	13,193	14,134	14,657	14,705	15,192	15,213	14,878	14,911	14,525	14,340	14,255	14,184
55 ex 554	Automotive dealers . . . . .	49,394	52,720	54,934	54,051	54,152	54,833	52,947	48,165	47,205	52,799	55,991	57,800
57	Furniture group stores . . . . .	13,911	13,710	13,739	13,954	14,116	14,146	14,168	14,329	14,951	15,762	15,824	15,005
	<b>Nondurable goods, total</b> . . . . .	<b>90,941</b>	<b>93,298</b>	<b>96,543</b>	<b>98,203</b>	<b>96,775</b>	<b>97,075</b>	<b>99,148</b>	<b>101,080</b>	<b>104,891</b>	<b>110,462</b>	<b>110,778</b>	<b>97,556</b>
53	General merchandise group stores . . . . .	32,463	34,090	35,461	36,626	35,529	35,299	36,695	37,617	39,748	43,178	43,367	34,874
531	Dept. stores, (excl. leased depts.) . . . . .	23,855	25,122	26,216	27,302	26,491	26,181	27,246	27,972	29,609	32,419	32,697	26,032
54	Food group stores . . . . .	19,286	19,425	19,719	19,709	19,642	19,942	19,773	19,600	19,667	20,251	20,559	20,019
56	Apparel & accessory stores . . . . .	14,627	15,524	16,589	16,693	16,528	16,272	16,832	17,770	18,358	18,999	19,201	15,880
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>189,541</b>	<b>191,827</b>	<b>194,900</b>	<b>196,165</b>	<b>197,910</b>	<b>200,516</b>	<b>202,135</b>	<b>201,347</b>	<b>200,086</b>	<b>204,306</b>	<b>205,366</b>	<b>207,836</b>
	Total (excl. automotive group) . . . . .	141,086	141,556	142,981	144,439	145,312	147,030	148,071	148,056	148,528	149,269	149,482	151,675
	<b>Durable goods, total</b> . . . . .	<b>92,933</b>	<b>94,885</b>	<b>96,969</b>	<b>97,234</b>	<b>99,088</b>	<b>100,611</b>	<b>101,367</b>	<b>100,542</b>	<b>99,146</b>	<b>103,129</b>	<b>104,360</b>	<b>105,481</b>
52	Building materials group stores . . . . .	13,657	14,162	14,203	14,139	14,650	14,856	14,775	14,911	14,731	14,618	14,681	14,868
55 ex 554	Automotive dealers . . . . .	48,455	50,271	51,919	51,726	52,598	53,486	54,064	53,291	51,558	55,037	55,884	56,161
57	Furniture group stores . . . . .	14,253	14,178	13,977	14,095	14,316	14,303	14,502	14,445	14,745	14,828	14,803	15,050
	<b>Nondurable goods, total</b> . . . . .	<b>96,608</b>	<b>96,942</b>	<b>97,931</b>	<b>98,931</b>	<b>98,822</b>	<b>99,905</b>	<b>100,768</b>	<b>100,805</b>	<b>100,940</b>	<b>101,177</b>	<b>101,006</b>	<b>102,355</b>
53	General merchandise group stores . . . . .	36,089	36,202	36,144	36,582	36,428	36,884	37,597	37,468	37,534	37,811	37,761	38,285
531	Dept. stores, (excl. leased depts.) . . . . .	26,535	26,641	26,642	27,058	27,004	27,386	28,176	28,113	28,172	28,463	28,260	28,450
54	Food group stores . . . . .	19,411	19,642	19,790	19,871	19,830	19,985	19,976	19,986	19,782	19,724	19,683	19,898
56	Apparel & accessory stores . . . . .	16,216	16,307	16,790	16,845	16,917	17,003	16,951	17,186	17,238	17,101	17,267	17,280
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.72</b>	<b>1.77</b>	<b>1.61</b>	<b>1.56</b>	<b>1.50</b>	<b>1.51</b>	<b>1.51</b>	<b>1.46</b>	<b>1.57</b>	<b>1.63</b>	<b>1.68</b>	<b>1.27</b>
	Total (excl. automotive group) . . . . .	1.55	1.65	1.52	1.48	1.42	1.45	1.46	1.46	1.57	1.56	1.56	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.53</b>	<b>2.46</b>	<b>2.14</b>	<b>2.04</b>	<b>2.02</b>	<b>1.93</b>	<b>1.93</b>	<b>1.82</b>	<b>1.93</b>	<b>2.13</b>	<b>2.33</b>	<b>1.93</b>
52	Building materials group stores . . . . .	2.61	2.84	2.30	2.02	1.92	1.91	1.92	1.97	1.97	1.86	2.10	2.12
55 ex 554	Automotive dealers . . . . .	2.39	2.20	1.88	1.78	1.79	1.68	1.65	1.48	1.57	1.85	2.17	2.15
57	Furniture group stores . . . . .	2.32	2.47	2.23	2.31	2.28	2.24	2.18	2.17	2.33	2.40	2.32	1.69
	<b>Nondurable goods, total</b> . . . . .	<b>1.29</b>	<b>1.38</b>	<b>1.28</b>	<b>1.25</b>	<b>1.19</b>	<b>1.23</b>	<b>1.23</b>	<b>1.23</b>	<b>1.34</b>	<b>1.33</b>	<b>1.32</b>	<b>.92</b>
53	General merchandise group stores . . . . .	3.19	3.20	2.74	2.59	2.35	2.52	2.76	2.50	2.90	2.81	2.38	1.19
531	Dept. stores, (excl. leased depts.) . . . . .	2.96	3.02	2.54	2.45	2.22	2.36	2.58	2.33	2.70	2.65	2.26	1.13
54	Food group stores . . . . .	.77	.84	.79	.78	.74	.77	.73	.75	.77	.76	.82	.72
56	Apparel & accessory stores . . . . .	2.95	3.21	2.74	2.53	2.57	2.65	2.85	2.60	2.86	2.81	2.68	1.42
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.59</b>	<b>1.53</b>	<b>1.55</b>	<b>1.54</b>	<b>1.56</b>	<b>1.56</b>	<b>1.56</b>	<b>1.52</b>	<b>1.53</b>	<b>1.57</b>	<b>1.57</b>	<b>1.57</b>
	Total (excl. automotive group) . . . . .	1.47	1.44	1.46	1.46	1.47	1.47	1.48	1.47	1.48	1.48	1.48	1.48
	<b>Durable goods, total</b> . . . . .	<b>2.22</b>	<b>2.06</b>	<b>2.06</b>	<b>2.06</b>	<b>2.10</b>	<b>2.09</b>	<b>2.07</b>	<b>1.97</b>	<b>2.01</b>	<b>2.12</b>	<b>2.13</b>	<b>2.12</b>
52	Building materials group stores . . . . .	2.08	2.08	2.07	2.10	2.13	2.20	2.11	2.12	2.10	2.04	2.03	2.06
55 ex 554	Automotive dealers . . . . .	2.08	1.87	1.85	1.83	1.88	1.84	1.83	1.69	1.73	1.91	1.91	1.89
57	Furniture group stores . . . . .	2.19	2.18	2.14	2.18	2.22	2.23	2.21	2.20	2.24	2.27	2.28	2.32
	<b>Nondurable goods, total</b> . . . . .	<b>1.25</b>	<b>1.22</b>	<b>1.24</b>	<b>1.24</b>	<b>1.23</b>	<b>1.24</b>	<b>1.25</b>	<b>1.24</b>	<b>1.25</b>	<b>1.24</b>	<b>1.24</b>	<b>1.24</b>
53	General merchandise group stores . . . . .	2.51	2.43	2.46	2.45	2.41	2.43	2.50	2.45	2.46	2.46	2.46	2.46
531	Dept. stores, (excl. leased depts.) . . . . .	2.31	2.26	2.29	2.29	2.27	2.29	2.36	2.33	2.34	2.34	2.33	2.31
54	Food group stores . . . . .	.76	.77	.78	.77	.77	.77	.77	.77	.76	.76	.76	.76
56	Apparel & accessory stores . . . . .	2.60	2.46	2.52	2.57	2.59	2.57	2.56	2.60	2.59	2.59	2.61	2.57

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 2. **Estimated End-of-Month Retail Inventories and Inventories/Sales Ratios, by Kinds of Business: January 1986 Through December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1986											
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	<b>Unadjusted</b>												
	<b>Retail Inventories, total</b> . . . . .	<b>178,432</b>	<b>183,795</b>	<b>189,182</b>	<b>190,721</b>	<b>187,291</b>	<b>185,804</b>	<b>186,029</b>	<b>183,929</b>	<b>186,848</b>	<b>199,595</b>	<b>200,694</b>	<b>181,651</b>
	Total (excl. automotive group) . . . . .	130,330	133,306	136,595	138,780	137,344	135,961	136,956	139,683	145,974	153,541	153,547	135,461
	<b>Durable goods, total</b> . . . . .	<b>89,715</b>	<b>92,878</b>	<b>96,297</b>	<b>96,801</b>	<b>94,285</b>	<b>93,974</b>	<b>93,302</b>	<b>89,174</b>	<b>87,094</b>	<b>93,601</b>	<b>94,831</b>	<b>89,586</b>
52	Building materials group stores . . . . .	13,413	13,834	14,389	14,750	14,458	14,228	14,170	13,976	14,300	14,045	13,888	13,373
55 ex 554	Automotive dealers . . . . .	48,102	50,489	52,587	51,941	49,947	49,843	49,073	44,246	40,874	46,054	47,147	46,190
57	Furniture group stores . . . . .	13,471	13,471	13,713	13,991	13,771	14,084	13,864	14,211	14,506	15,147	15,324	14,297
	<b>Nondurable goods, total</b> . . . . .	<b>88,717</b>	<b>90,917</b>	<b>92,885</b>	<b>93,920</b>	<b>93,006</b>	<b>91,830</b>	<b>92,727</b>	<b>94,755</b>	<b>99,754</b>	<b>105,994</b>	<b>105,863</b>	<b>92,065</b>
53	General merchandise group stores . . . . .	31,318	32,839	34,234	35,292	34,708	33,745	34,343	35,256	37,818	41,258	41,110	32,528
531	Dept. stores, (excl. leased depts.) . . . . .	22,928	24,041	25,268	26,213	25,786	24,921	25,076	25,764	27,696	30,432	30,558	24,167
54	Food group stores . . . . .	19,367	19,319	19,330	19,104	19,257	19,325	18,956	19,094	19,695	20,625	20,705	19,772
56	Apparel & accessory stores . . . . .	14,236	15,129	15,621	15,863	15,510	15,200	15,635	16,181	16,823	17,713	17,691	14,830
	<b>Adjusted<sup>1</sup></b>												
	<b>Retail Inventories, total</b> . . . . .	<b>184,712</b>	<b>186,050</b>	<b>187,847</b>	<b>188,681</b>	<b>187,350</b>	<b>187,324</b>	<b>188,953</b>	<b>188,427</b>	<b>186,455</b>	<b>190,842</b>	<b>189,451</b>	<b>186,510</b>
	Total (excl. automotive group) . . . . .	137,423	138,054	138,271	139,261	139,085	138,815	138,811	139,370	141,637	142,613	142,148	141,264
	<b>Durable goods, total</b> . . . . .	<b>90,413</b>	<b>91,503</b>	<b>93,589</b>	<b>94,052</b>	<b>92,466</b>	<b>92,884</b>	<b>94,749</b>	<b>93,955</b>	<b>90,422</b>	<b>93,689</b>	<b>92,774</b>	<b>89,983</b>
52	Building materials group stores . . . . .	13,885	13,876	13,970	14,183	13,942	13,922	14,085	13,962	14,459	14,273	14,288	14,033
55 ex 554	Automotive dealers . . . . .	47,289	47,996	49,576	49,420	48,265	48,509	50,142	49,057	44,818	48,229	47,303	45,246
57	Furniture group stores . . . . .	13,816	13,902	13,936	14,118	13,938	14,212	14,147	14,311	14,320	14,317	14,375	14,340
	<b>Nondurable goods, total</b> . . . . .	<b>94,299</b>	<b>94,547</b>	<b>94,258</b>	<b>94,629</b>	<b>94,884</b>	<b>94,440</b>	<b>94,204</b>	<b>94,472</b>	<b>96,033</b>	<b>97,153</b>	<b>96,677</b>	<b>96,527</b>
53	General merchandise group stores . . . . .	35,008	35,013	34,984	35,279	35,453	35,122	35,082	34,979	35,623	36,171	35,868	35,743
531	Dept. stores, (excl. leased depts.) . . . . .	25,675	25,603	25,731	26,005	26,179	25,959	25,852	25,790	26,277	26,765	26,480	26,412
54	Food group stores . . . . .	19,468	19,530	19,397	19,247	19,448	19,383	19,192	19,493	19,826	20,089	19,831	19,612
56	Apparel & accessory stores . . . . .	15,713	15,909	15,795	15,991	15,908	15,883	15,777	15,694	15,811	15,943	15,923	16,067
	<b>Inventories/Sales Ratios, Unadjusted</b>												
	<b>Retail trade, total</b> . . . . .	<b>1.68</b>	<b>1.84</b>	<b>1.66</b>	<b>1.65</b>	<b>1.50</b>	<b>1.55</b>	<b>1.54</b>	<b>1.48</b>	<b>1.50</b>	<b>1.61</b>	<b>1.65</b>	<b>1.19</b>
	Total (excl. automotive group) . . . . .	1.56	1.72	1.53	1.57	1.43	1.48	1.48	1.46	1.61	1.60	1.56	1.09
	<b>Durable goods, total</b> . . . . .	<b>2.40</b>	<b>2.59</b>	<b>2.35</b>	<b>2.20</b>	<b>1.98</b>	<b>2.02</b>	<b>2.02</b>	<b>1.91</b>	<b>1.67</b>	<b>2.02</b>	<b>2.22</b>	<b>1.64</b>
52	Building materials group stores . . . . .	2.71	3.04	2.48	2.13	1.99	1.96	1.98	2.02	2.06	1.98	2.27	2.18
55 ex 554	Automotive dealers . . . . .	2.09	2.25	2.09	1.91	1.70	1.74	1.75	1.57	1.20	1.68	1.99	1.60
57	Furniture group stores . . . . .	2.43	2.65	2.41	2.47	2.27	2.33	2.20	2.20	2.29	2.31	2.20	1.59
	<b>Nondurable goods, total</b> . . . . .	<b>1.29</b>	<b>1.42</b>	<b>1.27</b>	<b>1.31</b>	<b>1.20</b>	<b>1.25</b>	<b>1.24</b>	<b>1.22</b>	<b>1.38</b>	<b>1.37</b>	<b>1.34</b>	<b>.94</b>
53	General merchandise group stores . . . . .	3.30	3.37	2.67	2.78	2.43	2.60	2.74	2.48	2.95	2.92	2.40	1.23
531	Dept. stores, (excl. leased depts.) . . . . .	3.05	3.15	2.48	2.60	2.27	2.39	2.51	2.25	2.68	2.71	2.26	1.17
54	Food group stores . . . . .	.80	.88	.79	.81	.74	.79	.74	.75	.82	.81	.83	.73
56	Apparel & accessory stores . . . . .	2.99	3.40	2.52	2.74	2.43	2.65	2.81	2.42	2.80	2.79	2.51	1.39
	<b>Inventories/Sales Ratios, Adjusted<sup>1</sup></b>												
	<b>Retail trade, total</b> . . . . .	<b>1.56</b>	<b>1.58</b>	<b>1.61</b>	<b>1.61</b>	<b>1.57</b>	<b>1.57</b>	<b>1.58</b>	<b>1.56</b>	<b>1.46</b>	<b>1.56</b>	<b>1.55</b>	<b>1.46</b>
	Total (excl. automotive group) . . . . .	1.48	1.50	1.50	1.51	1.50	1.49	1.48	1.49	1.50	1.50	1.50	1.47
	<b>Durable goods, total</b> . . . . .	<b>2.11</b>	<b>2.17</b>	<b>2.26</b>	<b>2.20</b>	<b>2.11</b>	<b>2.12</b>	<b>2.15</b>	<b>2.07</b>	<b>1.74</b>	<b>2.03</b>	<b>2.03</b>	<b>1.79</b>
52	Building materials group stores . . . . .	2.16	2.23	2.20	2.18	2.25	2.20	2.21	2.16	2.20	2.17	2.20	2.12
55 ex 554	Automotive dealers . . . . .	1.84	1.90	2.05	1.94	1.82	1.84	1.92	1.81	1.33	1.75	1.74	1.43
57	Furniture group stores . . . . .	2.30	2.33	2.32	2.32	2.24	2.27	2.21	2.23	2.22	2.20	2.18	2.18
	<b>Nondurable goods, total</b> . . . . .	<b>1.25</b>	<b>1.26</b>	<b>1.25</b>	<b>1.27</b>	<b>1.26</b>	<b>1.25</b>	<b>1.25</b>	<b>1.25</b>	<b>1.26</b>	<b>1.27</b>	<b>1.27</b>	<b>1.25</b>
53	General merchandise group stores . . . . .	2.58	2.55	2.51	2.52	2.54	2.50	2.46	2.44	2.49	2.52	2.53	2.50
531	Dept. stores, (excl. leased depts.) . . . . .	2.38	2.36	2.33	2.34	2.36	2.32	2.27	2.26	2.30	2.36	2.35	2.34
54	Food group stores . . . . .	.79	.80	.79	.79	.79	.79	.78	.80	.80	.80	.79	.77
56	Apparel & accessory stores . . . . .	2.58	2.62	2.54	2.57	2.50	2.52	2.52	2.46	2.50	2.50	2.52	2.49

<sup>1</sup>Inventory data adjusted for seasonal variations; sales data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes. (See appendix C in the *Monthly Retail Trade Report, BR-96*).

Note: U.S. and group totals include kinds of business not shown.

Table 3. Estimated Purchases, by Kinds of Business: 1986 Through 1994

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1986	1987	1988	1989	1990	1991	1992	1993	1994
	<b>Retail Purchases, total</b> .....	<b>1,004,468</b>	<b>1,062,803</b>	<b>1,139,329</b>	<b>1,215,637</b>	<b>1,258,569</b>	<b>1,259,268</b>	<b>1,331,032</b>	<b>1,422,013</b>	<b>1,538,246</b>
	Total (excl. automotive group) .....	732,923	780,498	834,473	895,992	941,773	955,430	996,304	1,043,723	1,105,405
	<b>Durable goods, total</b> .....	<b>408,367</b>	<b>430,381</b>	<b>467,553</b>	<b>489,941</b>	<b>491,510</b>	<b>475,617</b>	<b>519,223</b>	<b>581,476</b>	<b>659,663</b>
52	Building materials group stores .....	54,255	58,727	63,569	64,339	65,003	62,954	69,742	76,799	86,012
521,3	Building materials, supply stores .....	40,635	44,207	47,875	48,547	49,723	48,285	53,662	59,349	66,640
525	Hardware stores .....	7,075	7,385	7,909	8,180	8,012	7,733	7,990	8,409	9,101
55 ex 554	Automotive dealers .....	271,545	282,305	304,856	319,645	316,796	303,838	334,728	378,290	432,841
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers	255,412	265,518	286,008	300,869	297,861	286,083	316,510	359,520	412,799
553	Auto & home supply stores .....	16,133	16,787	18,848	18,776	18,935	17,755	18,218	18,770	20,042
57	Furniture group stores .....	46,626	47,736	53,040	56,641	56,854	56,776	60,589	67,293	76,150
571	Furniture & home furn. stores .....	24,691	25,365	27,375	29,518	28,948	28,124	29,589	31,778	34,465
5722,31, 34	Household appliance, radio, TV and computer stores .....	18,201	18,601	21,493	22,500	22,903	23,269	25,496	29,619	35,307
	<b>Nondurable goods, total</b> .....	<b>596,101</b>	<b>632,422</b>	<b>671,776</b>	<b>725,696</b>	<b>767,059</b>	<b>783,651</b>	<b>811,809</b>	<b>840,537</b>	<b>878,583</b>
53	General merchandise group stores .....	112,793	124,479	131,775	143,903	149,014	158,907	173,860	186,569	202,024
531	Dept. stores, (excl. leased depts.) .....	88,133	97,429	101,577	109,980	110,563	116,648	125,724	134,975	149,407
533	Variety stores .....	4,777	4,609	4,839	5,205	5,444	5,416	6,276	5,722	5,184
539	Miscellaneous general merchandise stores .....	19,883	22,441	25,359	28,718	33,007	36,843	41,860	45,872	47,433
54	Food group stores .....	224,567	233,784	248,164	266,877	276,631	279,494	281,123	287,784	298,730
541	Grocery stores .....	215,296	223,721	238,492	256,695	266,230	269,390	271,258	277,502	288,029
554	Gasoline service stations .....	80,598	82,733	87,906	98,796	113,738	112,537	110,301	110,456	113,992
56	Apparel & accessory stores .....	43,438	45,816	49,145	53,669	54,669	54,415	61,524	63,382	64,884
561	Mens & boys clothing, furnishings. ....	4,780	4,962	5,508	5,941	5,823	5,779	5,770	5,762	5,840
562,3	Women's clothing specialty stores .....	16,330	16,625	17,530	18,674	18,570	17,758	20,884	21,397	20,567
566	Shoe stores .....	7,375	8,022	8,484	9,778	10,518	9,996	10,228	10,142	10,513
58	Eating and drinking places .....	52,920	58,125	61,227	63,920	66,659	66,841	69,134	73,281	76,447
591	Drug & proprietary stores .....	36,261	38,424	41,740	45,739	50,858	54,795	56,634	57,676	58,917
592	Liquor stores .....	14,878	14,435	14,325	14,767	16,000	16,487	16,278	16,096	16,275
53,56, 57,594	GAF, total <sup>1</sup> .....	231,514	250,822	269,930	293,913	301,328	311,014	337,951	362,505	392,300

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

Table 4. **Estimated Gross Margin, by Kinds of Business: 1986 Through 1994**

[Data in millions of dollars, not adjusted for price changes]

SIC code	Kind of business	1986	1987	1988	1989	1990	1991	1992	1993	1994
	<b>Retail Gross Margin, total</b> . . . . .	<b>449,878</b>	<b>500,055</b>	<b>528,487</b>	<b>561,653</b>	<b>589,051</b>	<b>599,995</b>	<b>629,277</b>	<b>668,478</b>	<b>715,512</b>
	Total (excl. automotive group) . . . . .	395,494	427,854	457,658	489,766	519,161	533,569	553,703	584,581	618,618
	<b>Durable goods, total</b> . . . . .	<b>134,277</b>	<b>161,550</b>	<b>168,917</b>	<b>176,463</b>	<b>177,246</b>	<b>172,193</b>	<b>188,450</b>	<b>206,784</b>	<b>233,423</b>
52	Building materials group stores . . . . .	23,168	25,538	28,765	29,015	29,568	28,273	31,593	34,023	38,528
521,3	Building materials, supply stores . . . . .	16,284	17,571	19,760	19,432	20,755	19,762	22,371	24,203	27,680
525	Hardware stores . . . . .	3,687	3,683	4,055	4,683	4,578	4,436	4,650	4,908	5,210
55 ex 554	Automotive dealers . . . . .	54,384	72,201	70,829	71,887	69,890	66,426	75,574	83,897	96,894
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers	45,555	62,030	60,190	60,897	57,610	54,898	63,971	71,711	83,325
553	Auto & home supply stores . . . . .	8,829	10,171	10,639	10,990	12,280	11,528	11,603	12,186	13,569
57	Furniture group stores . . . . .	29,692	31,044	33,640	35,662	34,871	35,160	36,698	40,542	45,612
571	Furniture & home furn. stores . . . . .	18,774	19,628	20,622	22,714	21,359	21,392	22,889	24,869	27,672
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	8,808	8,515	9,859	10,176	10,273	10,369	10,518	12,035	13,913
	<b>Nondurable goods, total</b> . . . . .	<b>315,601</b>	<b>338,505</b>	<b>359,570</b>	<b>385,190</b>	<b>411,805</b>	<b>427,802</b>	<b>440,827</b>	<b>461,694</b>	<b>482,089</b>
53	General merchandise group stores . . . . .	57,615	59,837	61,640	66,122	65,982	71,022	75,330	81,484	83,732
531	Dept. stores, (excl. leased depts.) . . . . .	47,190	48,453	51,382	53,992	55,045	58,815	62,546	68,398	71,413
533	Variety stores . . . . .	2,442	2,457	2,760	2,881	2,892	2,937	3,633	3,023	2,726
539	Miscellaneous general merchandise stores . . . . .	7,983	8,927	7,498	9,249	8,045	9,270	9,151	10,063	9,593
54	Food group stores . . . . .	72,744	75,924	79,122	82,177	93,283	95,672	96,206	97,977	101,310
541	Grocery stores . . . . .	65,820	67,459	70,431	73,300	83,509	85,627	87,262	88,516	91,238
554	Gasoline service stations . . . . .	21,181	22,163	22,474	24,545	25,116	24,488	26,516	27,638	28,528
56	Apparel & accessory stores . . . . .	32,443	34,556	36,806	39,861	41,394	43,569	44,524	44,313	46,165
561	Mens & boys clothing, furnishings. . . . .	3,822	4,165	4,412	4,852	4,609	4,657	4,462	4,594	4,958
562,3	Women's clothing specialty stores . . . . .	12,381	12,852	12,998	13,630	14,210	15,165	15,725	15,522	15,305
566	Shoe stores . . . . .	6,641	6,863	7,284	7,818	7,734	7,452	8,062	8,093	8,380
58	Eating and drinking places . . . . .	86,698	95,255	106,638	113,998	123,617	127,508	130,928	140,463	147,104
591	Drug & proprietary stores . . . . .	15,216	16,144	16,522	18,885	20,677	21,783	20,920	22,275	22,794
592	Liquor stores . . . . .	5,085	5,541	5,281	5,545	5,933	5,977	5,225	5,332	5,927
53,56, 57,594	GAF, total <sup>1</sup> . . . . .	139,558	148,885	157,314	169,291	170,621	178,833	185,841	198,826	211,033

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown See introductory text for an explanation of gross margin. Because of rounding differences, the published gross margin may not equal the gross margin calculated from its published components.

Table 5. Estimated Gross Margin as Percent of Sales, by Kinds of Business: 1986 Through 1994

SIC code	Kind of business	1986	1987	1988	1989	1990	1991	1992	1993	1994
	<b>Retail sales, total</b> . . . . .	<b>31.0</b>	<b>32.4</b>	<b>31.9</b>	<b>31.9</b>	<b>31.9</b>	<b>32.3</b>	<b>32.2</b>	<b>32.2</b>	<b>32.1</b>
	Total (excl. automotive group) . . . . .	35.2	35.7	35.7	35.7	35.6	36.0	35.8	36.1	36.1
	<b>Durable goods, total</b> . . . . .	<b>24.8</b>	<b>28.1</b>	<b>26.8</b>	<b>26.9</b>	<b>26.5</b>	<b>26.5</b>	<b>26.8</b>	<b>26.6</b>	<b>26.6</b>
52	Building materials group stores . . . . .	30.0	30.6	31.6	31.4	31.2	30.9	31.3	31.0	31.4
521,3	Building materials, supply stores . . . . .	28.8	28.7	29.6	28.8	29.5	29.0	29.7	29.4	29.8
525	Hardware stores . . . . .	34.3	33.4	34.1	37.1	36.6	36.5	36.5	37.1	36.7
55 ex 554	Automotive dealers . . . . .	16.7	21.1	19.0	18.6	18.0	17.8	18.6	18.4	18.6
551,2,5, 6,7,9	Motor vehicle and miscellaneous automobile dealers	15.1	19.6	17.5	17.1	16.1	16.0	17.0	16.8	17.1
553	Auto & home supply stores . . . . .	35.2	38.2	36.2	37.2	39.8	38.9	38.9	39.5	41.1
57	Furniture group stores . . . . .	39.2	39.8	39.4	39.1	38.1	38.4	37.9	38.3	38.2
571	Furniture & home furn. stores . . . . .	43.6	44.1	43.3	44.4	42.3	43.2	43.7	44.6	45.3
5722,31, 34	Household appliance, radio, TV and computer stores . . . . .	32.6	31.4	32.2	31.2	31.1	30.9	29.4	29.5	28.9
	<b>Nondurable goods, total</b> . . . . .	<b>34.7</b>	<b>35.1</b>	<b>35.0</b>	<b>35.0</b>	<b>35.0</b>	<b>35.5</b>	<b>35.3</b>	<b>35.6</b>	<b>35.6</b>
53	General merchandise group stores . . . . .	34.0	32.9	32.0	32.1	30.6	31.3	30.6	30.8	29.6
531	Dept. stores, (excl. leased depts.) . . . . .	35.1	33.6	33.9	33.6	33.2	34.0	33.6	34.1	32.7
533	Variety stores . . . . .	32.8	34.4	37.0	36.3	34.8	35.2	38.2	33.4	33.6
539	Miscellaneous general merchandise stores . . . . .	29.1	29.0	22.4	24.4	19.4	20.4	18.1	18.3	17.0
54	Food group stores . . . . .	24.5	24.5	24.3	23.7	25.3	25.5	25.5	25.4	25.4
541	Grocery stores . . . . .	23.4	23.2	22.9	22.3	24.0	24.2	24.4	24.2	24.1
554	Gasoline service stations . . . . .	20.7	21.2	20.4	20.0	18.1	17.8	19.4	20.0	20.0
56	Apparel & accessory stores . . . . .	42.9	43.6	43.1	43.2	43.2	44.7	42.7	41.3	42.0
561	Mens & boys clothing, furnishings. . . . .	44.2	46.2	44.9	46.2	44.1	44.6	43.8	44.6	46.5
562,3	Women's clothing specialty stores . . . . .	43.3	44.0	42.5	42.3	43.3	46.1	44.0	42.2	42.6
566	Shoe stores . . . . .	47.6	47.0	47.2	45.2	42.9	42.6	44.5	44.5	44.7
58	Eating and drinking places . . . . .	62.2	62.1	63.5	64.1	65.0	65.6	65.4	65.7	65.9
591	Drug & proprietary stores . . . . .	30.1	29.8	28.6	29.8	29.3	28.8	26.9	28.0	28.0
592	Liquor stores . . . . .	25.5	27.9	26.9	27.6	27.3	26.6	24.1	24.7	26.8
53,56, 57,594	GAF, total <sup>1</sup> . . . . .	37.9	37.9	37.2	37.2	36.2	36.8	35.8	35.9	35.5

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, and miscellaneous shopping goods stores).

Note: U.S. and group totals include kinds of business not shown.

Table 6. **Estimated Accounts Receivable of Retail Stores, by Type of Account and Kinds of Business: End of Year 1994 and 1993**

[Data in millions of dollars]

SIC code	Kind of business	Total accounts receivable		Type of account							
				Charge		Installment					
						Total		Open-end		Closed-end	
1994	1993	1994	1993	1994	1993	1994	1993	1994	1993		
	<b>Retail accounts receivables, total</b> .....	<b>63,191</b>	<b>58,111</b>	<b>17,127</b>	<b>16,156</b>	<b>46,064</b>	<b>41,955</b>	<b>40,930</b>	<b>36,784</b>	<b>5,134</b>	<b>5,171</b>
	Total (excluding automotive group) .....	57,182	52,216	13,109	12,301	44,073	39,915	40,020	35,838	4,053	4,077
	<b>Durable goods, total</b> .....	<b>22,872</b>	<b>21,399</b>	<b>11,702</b>	<b>10,876</b>	<b>11,170</b>	<b>10,523</b>	<b>6,736</b>	<b>6,074</b>	<b>4,434</b>	<b>4,449</b>
52	Building materials, hardware, garden supply, and mobile home dealers ..	6,533	6,028	5,211	4,832	(S)	(S)	(S)	(S)	(S)	(S)
55 ex. 554	Automotive dealers .....	6,009	5,895	4,018	3,855	1,991	2,040	911	946	1,080	1,094
57	Furniture, home furnishings, and equipment stores .....	7,289	6,745	1,630	1,477	(S)	(S)	(S)	(S)	(S)	(S)
	<b>Nondurable goods, total</b> .....	<b>40,320</b>	<b>36,713</b>	<b>5,425</b>	<b>5,281</b>	<b>34,895</b>	<b>31,432</b>	<b>34,195</b>	<b>30,710</b>	<b>700</b>	<b>722</b>
53	General merchandise group stores ..	29,590	26,438	(S)	(S)	29,383	26,195	29,043	25,847	340	348
531	Department stores (excl. leased depts.) <sup>1</sup> .....	29,510	26,349	(S)	(S)	29,345	26,145	29,013	25,803	332	342
554	Gasoline service stations .....	1,138	1,061	899	814	239	247	231	233	(S)	(S)
56	Apparel and accessory stores .....	3,496	3,143	295	299	3,199	2,844	3,161	2,798	(S)	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

<sup>1</sup>Includes mail-order houses engaged in the sale of department store merchandise (SIC 5961 part).

Note: Measures of sampling variability are shown in table A-3.

Table 7. **Estimated Per Capita Sales, by Selected Kinds of Business: 1986 to 1995**

[Data in dollars]

SIC code	Kind of business	Per capita sales (dollars)									
		1986	1987	1988	1989	1990	1991	1992	1993	1994	1995
	<b>Retail trade, total</b> .....	<b>6,081</b>	<b>6,407</b>	<b>6,821</b>	<b>7,176</b>	<b>7,445</b>	<b>7,408</b>	<b>7,700</b>	<b>8,095</b>	<b>8,617</b>	<b>8,954</b>
	Total (excluding automotive group) .....	4,713	4,982	5,287	5,601	5,881	5,921	6,094	6,313	6,610	6,809
	<b>Durable goods, total</b> .....	<b>2,268</b>	<b>2,394</b>	<b>2,591</b>	<b>2,681</b>	<b>2,699</b>	<b>2,594</b>	<b>2,776</b>	<b>3,033</b>	<b>3,385</b>	<b>3,581</b>
52	Building materials, hardware, garden supply, and mobile home dealers .....	323	347	375	377	382	365	398	428	474	477
55 ex. 554	Automotive dealers .....	1,368	1,425	1,534	1,575	1,564	1,487	1,606	1,782	2,007	2,145
57	Furniture, home furnishings, and equipment stores .....	318	325	352	372	369	366	383	412	461	497
	<b>Nondurable goods, total</b> .....	<b>3,813</b>	<b>4,013</b>	<b>4,230</b>	<b>4,495</b>	<b>4,746</b>	<b>4,814</b>	<b>4,924</b>	<b>5,062</b>	<b>5,232</b>	<b>5,373</b>
53	General merchandise group stores .....	711	756	793	842	870	905	972	1,032	1,094	1,136
54	Food stores .....	1,246	1,286	1,340	1,416	1,487	1,495	1,488	1,503	1,542	1,570
554	Gasoline service stations .....	428	436	454	501	559	548	540	540	550	567
56	Apparel and accessory stores .....	317	330	351	377	387	389	411	418	424	421
58	Eating and drinking places .....	585	638	692	725	767	776	790	834	863	894
591	Drug and proprietary stores .....	212	225	238	258	285	302	307	311	314	322

Note: Civilian population estimates (in thousands) as of July 1: 1986 — 238,412; 1987 — 240,550; 1988 — 242,817; 1989 — 245,131; 1990 — 247,763; 1991 — 250,527; 1992 — 253,454; 1993 — 256,328; 1994 — 258,940; 1995—261,407.

U.S. Department of Commerce, Bureau of the Census, Current Population Reports, Series PPL—41.

The data are subject to sampling variability. However, measures of sampling variability for per capita sales are not available.

**Table 8. Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business: January 1986 to December 1995**

[Data in millions of dollars]

SIC code	Kind of business	1995												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>66,538</b>	<b>64,534</b>	<b>74,850</b>	<b>74,388</b>	<b>78,278</b>	<b>77,613</b>	<b>76,038</b>	<b>79,499</b>	<b>76,136</b>	<b>77,435</b>	<b>86,969</b>	<b>113,140</b>	<b>945,418</b>
	<b>Durable goods, total</b> . . . . .	<b>10,339</b>	<b>9,828</b>	<b>11,540</b>	<b>11,417</b>	<b>12,690</b>	<b>12,543</b>	<b>12,214</b>	<b>12,897</b>	<b>12,357</b>	<b>12,439</b>	<b>14,032</b>	<b>19,704</b>	<b>152,000</b>
553	Auto & home supply stores . . . . .	905	870	1,062	1,053	1,141	1,131	1,145	1,205	1,129	1,130	1,116	1,053	12,940
	<b>Non-durable goods, total</b> . . . . .	<b>56,199</b>	<b>54,706</b>	<b>63,310</b>	<b>62,971</b>	<b>65,588</b>	<b>65,070</b>	<b>63,824</b>	<b>66,602</b>	<b>63,779</b>	<b>64,996</b>	<b>72,937</b>	<b>93,436</b>	<b>793,418</b>
53	General merchandise group stores . . . . .	17,586	17,796	21,539	21,863	22,947	22,988	22,144	23,614	22,156	23,035	28,759	41,435	285,862
531	Dept. stores (excl. leased depts.) . . . . .	13,686	14,057	17,184	17,473	18,197	18,267	17,672	18,902	17,784	18,452	23,404	33,761	228,839
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	13,934	14,317	17,498	17,802	18,524	18,582	17,964	19,248	18,106	18,768	23,832	34,280	232,855
533	Variety stores . . . . .	349	324	380	415	423	423	380	411	404	422	510	844	5,285
539	Miscellaneous general merchandise stores . . . . .	3,551	3,415	3,975	3,975	4,327	4,298	4,092	4,301	3,968	4,161	4,845	6,830	51,738
54	Food group stores . . . . .	19,946	18,726	20,716	20,248	21,002	20,828	21,108	21,021	20,451	20,404	21,080	23,386	248,916
541	Grocery stores . . . . .	19,722	18,485	20,465	19,972	20,739	20,570	20,863	20,761	20,203	20,140	20,789	22,881	245,590
56	Apparel & accessory stores . . . . .	4,060	4,215	5,558	5,805	5,834	5,830	5,480	6,427	6,095	5,853	7,310	10,608	73,075
562,3	Women's clothing specialty stores . . . . .	1,250	1,322	1,679	1,747	1,870	1,785	1,619	1,737	1,794	1,713	2,008	3,093	21,617
562	Women's ready to wear . . . . .	1,140	1,208	1,559	1,620	1,718	1,651	1,482	1,573	1,649	1,565	1,819	2,760	19,744
565	Family clothing stores . . . . .	1,645	1,699	2,258	2,300	2,278	2,358	2,304	2,691	2,561	2,559	3,416	4,898	30,967
566	Shoe stores . . . . .	707	736	1,050	1,167	1,123	1,128	1,025	1,318	1,087	965	1,123	1,437	12,866
5812	Eating places . . . . .	3,976	3,845	4,376	4,364	4,492	4,457	4,532	4,553	4,336	4,392	4,144	4,376	51,843
591	Drug & proprietary stores . . . . .	4,302	4,165	4,486	4,448	4,610	4,428	4,273	4,391	4,310	4,448	4,569	6,042	54,472
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>78,525</b>	<b>77,593</b>	<b>77,812</b>	<b>77,769</b>	<b>78,544</b>	<b>79,044</b>	<b>79,006</b>	<b>79,015</b>	<b>79,692</b>	<b>79,214</b>	<b>79,610</b>	<b>79,624</b>	
553	Auto & home supply stores . . . . .	1,056	1,044	1,063	1,059	1,070	1,059	1,076	1,104	1,108	1,100	1,102	1,112	
53	General merchandise group stores . . . . .	23,640	23,346	23,543	23,698	23,841	24,113	24,137	23,839	24,104	23,669	23,824	23,803	
531	Dept. stores (excl. leased depts.) . . . . .	18,799	18,693	18,780	18,931	19,015	19,228	19,335	19,054	19,330	18,964	19,184	19,117	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	19,216	19,032	19,127	19,174	19,301	19,471	19,589	19,433	19,593	19,355	19,627	19,524	See note 3
533	Variety stores . . . . .	516	416	428	423	433	440	421	419	442	446	449	452	
541	Grocery stores . . . . .	20,459	20,158	20,083	20,235	20,293	20,366	20,474	20,495	20,679	20,763	20,852	20,992	
56	Apparel & accessory stores . . . . .	6,071	6,029	6,130	5,835	6,116	6,155	6,125	6,020	6,211	6,007	6,186	6,086	
562,3	Women's clothing specialty stores . . . . .	1,844	1,854	1,851	1,730	1,848	1,861	1,844	1,783	1,875	1,775	1,737	1,723	
566	Shoe stores . . . . .	1,017	1,012	1,099	1,076	1,111	1,117	1,093	1,064	1,054	1,044	1,087	1,053	
591	Drug & proprietary stores . . . . .	4,509	4,483	4,499	4,497	4,528	4,518	4,507	4,541	4,610	4,600	4,667	4,602	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business: January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1994												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>61,527</b>	<b>60,965</b>	<b>71,921</b>	<b>70,401</b>	<b>72,940</b>	<b>73,254</b>	<b>72,567</b>	<b>75,730</b>	<b>72,604</b>	<b>75,709</b>	<b>83,157</b>	<b>110,281</b>	<b>901,056</b>
	<b>Durable goods, total . . . . .</b>	<b>8,670</b>	<b>8,648</b>	<b>10,447</b>	<b>10,563</b>	<b>11,287</b>	<b>11,386</b>	<b>11,150</b>	<b>11,726</b>	<b>11,357</b>	<b>11,404</b>	<b>13,138</b>	<b>18,577</b>	<b>138,353</b>
553	Auto & home supply stores . . . . .	828	822	981	987	1,017	1,065	1,068	1,089	1,027	1,052	1,050	1,000	11,986
	<b>Non-durable goods, total . . . . .</b>	<b>52,857</b>	<b>52,317</b>	<b>61,474</b>	<b>59,838</b>	<b>61,653</b>	<b>61,868</b>	<b>61,417</b>	<b>64,004</b>	<b>61,247</b>	<b>64,305</b>	<b>70,019</b>	<b>91,704</b>	<b>762,703</b>
53	General merchandise group stores . . . . .	16,188	16,790	20,630	20,298	21,295	21,481	20,689	22,364	20,927	22,871	27,424	40,727	271,684
531	Dept. stores (excl. leased depts.) . . . . .	12,571	13,112	16,372	16,093	16,803	16,970	16,395	17,875	16,666	18,240	22,102	33,084	216,283
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	12,835	13,400	16,715	16,446	17,141	17,309	16,712	18,225	17,015	18,587	22,527	33,650	220,562
533	Variety stores . . . . .	324	361	442	435	444	444	399	430	419	441	504	861	5,504
539	Miscellaneous general merchandise stores . . . . .	3,293	3,317	3,816	3,770	4,048	4,067	3,895	4,059	3,842	4,190	4,818	6,782	49,897
54	Food group stores . . . . .	18,981	17,922	19,998	19,389	19,884	19,968	20,351	20,057	19,705	19,857	19,998	22,473	238,583
541	Grocery stores . . . . .	18,767	17,685	19,743	19,162	19,650	19,738	20,127	19,825	19,481	19,633	19,734	21,988	235,533
56	Apparel & accessory stores . . . . .	3,928	4,176	5,789	5,567	5,606	5,631	5,416	6,364	5,812	6,073	7,094	10,734	72,190
562,3	Women's clothing specialty stores . . . . .	1,225	1,329	1,798	1,767	1,822	1,799	1,579	1,805	1,758	1,853	2,152	3,449	22,336
562	Women's ready to wear . . . . .	1,123	1,218	1,654	1,637	1,679	1,667	1,432	1,631	1,617	1,691	1,933	3,096	20,378
565	Family clothing stores . . . . .	1,511	1,620	2,261	2,184	2,165	2,223	2,277	2,568	2,335	2,558	3,143	4,666	29,511
566	Shoe stores . . . . .	759	803	1,150	1,068	1,089	1,063	1,043	1,306	1,103	1,019	1,101	1,483	12,987
5812	Eating places . . . . .	3,820	3,845	4,320	4,298	4,322	4,325	4,543	4,405	4,216	4,323	4,137	4,350	50,904
591	Drug & proprietary stores . . . . .	4,002	3,858	4,341	4,139	4,272	4,177	4,122	4,225	4,077	4,244	4,291	5,859	51,607
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>71,878</b>	<b>73,323</b>	<b>74,094</b>	<b>73,635</b>	<b>73,794</b>	<b>74,855</b>	<b>75,105</b>	<b>75,885</b>	<b>76,069</b>	<b>76,582</b>	<b>76,895</b>	<b>76,316</b>	
553	Auto & home supply stores . . . . .	967	989	980	971	976	993	1,001	1,006	1,008	1,020	1,040	1,029	
53	General merchandise group stores . . . . .	21,558	22,057	22,390	22,246	22,219	22,561	22,588	22,798	22,876	23,091	23,065	23,044	
531	Dept. stores (excl. leased depts.) . . . . .	17,080	17,483	17,796	17,569	17,595	17,920	17,977	18,147	18,194	18,387	18,434	18,472	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	17,503	17,811	18,107	17,930	17,869	18,253	18,291	18,522	18,540	18,814	18,811	18,874	See note 3
533	Variety stores . . . . .	467	464	477	469	459	461	441	449	451	455	463	449	
541	Grocery stores . . . . .	19,111	19,307	19,432	19,297	19,455	19,601	19,598	19,825	19,940	19,892	20,014	19,935	
56	Apparel & accessory stores . . . . .	5,761	5,955	5,925	5,914	5,897	6,018	6,001	6,063	5,968	6,148	6,079	6,012	
562,3	Women's clothing specialty stores . . . . .	1,748	1,861	1,850	1,843	1,815	1,880	1,800	1,882	1,854	1,876	1,888	1,874	
566	Shoe stores . . . . .	1,074	1,103	1,075	1,093	1,080	1,065	1,101	1,081	1,067	1,092	1,078	1,063	
591	Drug & proprietary stores . . . . .	4,199	4,157	4,256	4,236	4,263	4,275	4,357	4,356	4,351	4,389	4,397	4,382	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business: January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1993												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>59,438</b>	<b>57,696</b>	<b>65,361</b>	<b>67,746</b>	<b>70,439</b>	<b>67,970</b>	<b>69,383</b>	<b>69,769</b>	<b>67,819</b>	<b>71,088</b>	<b>77,382</b>	<b>103,157</b>	<b>847,248</b>
	<b>Durable goods, total</b> . . . . .	<b>7,915</b>	<b>7,529</b>	<b>8,773</b>	<b>9,381</b>	<b>9,957</b>	<b>9,907</b>	<b>10,091</b>	<b>9,955</b>	<b>9,788</b>	<b>9,731</b>	<b>11,170</b>	<b>16,318</b>	<b>120,515</b>
553	Auto & home supply stores . . . . .	754	762	889	928	952	980	1,011	981	952	964	956	890	11,019
	<b>Non-durable goods, total</b> . . . . .	<b>51,523</b>	<b>50,167</b>	<b>56,588</b>	<b>58,365</b>	<b>60,482</b>	<b>58,063</b>	<b>59,292</b>	<b>59,814</b>	<b>58,031</b>	<b>61,357</b>	<b>66,212</b>	<b>86,839</b>	<b>726,733</b>
53	General merchandise group stores . . . . .	15,189	15,497	18,081	19,097	20,400	19,427	19,474	20,658	19,474	21,380	25,423	38,005	252,105
531	Dept. stores (excl. leased depts.) . . . . .	11,672	11,855	14,048	14,952	15,903	15,119	15,150	16,322	15,332	16,933	20,187	30,489	197,962
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	11,929	12,141	14,368	15,298	16,248	15,445	15,461	16,659	15,665	17,259	20,591	31,048	202,112
533	Variety stores . . . . .	379	424	463	549	541	486	512	509	479	477	522	856	6,197
539	Miscellaneous general merchandise stores . . . . .	3,138	3,218	3,570	3,596	3,956	3,822	3,812	3,827	3,663	3,970	4,714	6,660	47,946
54	Food group stores . . . . .	18,806	17,585	19,089	19,230	19,765	19,103	19,983	18,810	18,648	19,105	18,990	21,353	230,467
541	Grocery stores . . . . .	18,610	17,368	18,868	18,985	19,541	18,869	19,745	18,582	18,427	18,875	18,743	20,905	227,518
56	Apparel & accessory stores . . . . .	3,958	3,898	4,908	5,576	5,539	5,264	5,274	5,945	5,612	5,798	6,795	10,218	68,785
562,3	Women's clothing specialty stores . . . . .	1,449	1,358	1,686	1,895	1,993	1,802	1,750	1,793	1,813	1,865	2,178	3,357	22,939
562	Women's ready to wear . . . . .	1,325	1,243	1,561	1,760	1,845	1,670	1,600	1,650	1,682	1,710	1,992	3,057	21,095
565	Family clothing stores . . . . .	1,395	1,444	1,833	2,043	1,996	1,985	2,072	2,303	2,157	2,391	2,958	4,371	26,948
566	Shoe stores . . . . .	766	759	956	1,124	1,069	1,042	1,007	1,274	1,100	991	1,068	1,483	12,639
5812	Eating places . . . . .	3,903	3,697	4,115	4,144	4,295	4,204	4,429	4,404	4,230	4,354	4,047	4,203	50,025
591	Drug & proprietary stores . . . . .	3,818	3,808	4,035	4,083	4,098	4,018	4,005	3,920	3,857	3,978	4,028	5,776	49,424
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>69,173</b>	<b>69,348</b>	<b>68,579</b>	<b>69,958</b>	<b>70,386</b>	<b>70,112</b>	<b>70,715</b>	<b>70,602</b>	<b>71,198</b>	<b>71,615</b>	<b>71,807</b>	<b>72,023</b>	
553	Auto & home supply stores . . . . .	885	921	897	913	911	911	920	928	933	931	952	918	
53	General merchandise group stores . . . . .	20,396	20,462	20,150	20,621	20,867	20,821	21,163	21,196	21,306	21,586	21,469	21,447	
531	Dept. stores (excl. leased depts.) . . . . .	15,967	15,913	15,574	16,060	16,277	16,310	16,539	16,638	16,775	17,035	16,907	17,042	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	16,352	16,197	15,863	16,442	16,588	16,627	16,906	16,946	17,152	17,409	17,247	17,415	See note 3
533	Variety stores . . . . .	545	547	538	548	549	530	551	534	515	492	484	445	
541	Grocery stores . . . . .	18,817	19,002	18,887	19,080	19,009	18,964	18,931	18,903	18,822	18,951	19,087	19,144	
56	Apparel & accessory stores . . . . .	5,739	5,548	5,361	5,625	5,706	5,665	5,718	5,690	5,821	5,838	5,845	5,885	
562,3	Women's clothing specialty stores . . . . .	2,055	1,902	1,831	1,906	1,937	1,913	1,932	1,889	1,906	1,903	1,909	1,888	
566	Shoe stores . . . . .	1,058	1,043	1,005	1,030	1,057	1,063	1,047	1,056	1,072	1,046	1,053	1,082	
591	Drug & proprietary stores . . . . .	4,011	4,112	4,047	4,079	4,102	4,125	4,181	4,092	4,125	4,122	4,127	4,275	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business:**  
**January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1992												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Unadjusted</b>														
	<b>Retail sales, total . . . . .</b>	<b>56,542</b>	<b>56,768</b>	<b>61,715</b>	<b>63,916</b>	<b>67,036</b>	<b>64,295</b>	<b>64,920</b>	<b>67,331</b>	<b>63,700</b>	<b>68,458</b>	<b>72,681</b>	<b>97,445</b>	<b>804,807</b>	
	<b>Durable goods, total . . . . .</b>	<b>7,317</b>	<b>7,196</b>	<b>8,094</b>	<b>8,477</b>	<b>9,166</b>	<b>9,175</b>	<b>8,980</b>	<b>8,914</b>	<b>8,726</b>	<b>9,077</b>	<b>9,657</b>	<b>14,740</b>	<b>109,519</b>	
553	Auto & home supply stores . . . . .	735	728	813	864	899	923	941	899	879	936	846	860	10,323	
	<b>Non-durable goods, total . . . . .</b>	<b>49,225</b>	<b>49,572</b>	<b>53,621</b>	<b>55,439</b>	<b>57,870</b>	<b>55,120</b>	<b>55,940</b>	<b>58,417</b>	<b>54,974</b>	<b>59,381</b>	<b>63,024</b>	<b>82,705</b>	<b>695,288</b>	
53	General merchandise group stores . . . . .	13,890	15,081	16,880	17,634	18,821	17,693	17,448	19,373	17,648	19,749	23,778	35,538	233,533	
531	Dept. stores (excl. leased depts.) . . . . .	10,651	11,676	13,354	13,940	14,818	13,853	13,598	15,331	13,825	15,555	18,817	28,271	183,689	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	10,900	11,972	13,688	14,290	15,157	14,173	13,903	15,668	14,162	15,920	19,228	28,856	187,917	
533	Variety stores . . . . .	377	414	432	522	521	484	504	534	492	552	586	1,065	6,483	
539	Miscellaneous general merchandise stores . . . . .	2,862	2,991	3,094	3,172	3,482	3,356	3,346	3,508	3,331	3,642	4,375	6,202	43,361	
54	Food group stores . . . . .	18,653	17,831	18,427	18,639	19,326	18,426	19,451	18,918	18,265	19,208	18,549	20,721	226,414	
541	Grocery stores . . . . .	18,411	17,560	18,172	18,356	19,084	18,195	19,220	18,697	18,045	18,962	18,334	20,300	223,336	
56	Apparel & accessory stores . . . . .	3,615	3,908	4,734	5,301	5,213	5,025	4,873	5,876	5,305	5,625	6,257	9,816	65,548	
562,3	Women's clothing specialty stores . . . . .	1,285	1,346	1,614	1,804	1,846	1,672	1,572	1,800	1,716	1,859	2,070	3,385	21,969	
562	Women's ready to wear . . . . .	1,158	1,223	1,494	1,676	1,706	1,544	1,439	1,645	1,582	1,691	1,868	3,048	20,074	
565	Family clothing stores . . . . .	1,257	1,424	1,702	1,909	1,879	1,908	1,914	2,221	2,014	2,244	2,613	4,081	25,166	
566	Shoe stores . . . . .	729	767	946	1,088	997	973	940	1,247	1,058	1,016	1,020	1,437	12,218	
5812	Eating places . . . . .	3,589	3,594	3,900	3,928	4,200	3,945	4,120	4,186	3,839	4,116	3,906	4,022	47,345	
591	Drug & proprietary stores . . . . .	3,817	3,824	3,889	4,053	4,019	3,925	3,768	3,834	3,725	3,956	3,840	5,459	48,109	
	<b>Adjusted<sup>2</sup></b>														
	<b>Retail sales, total . . . . .</b>	<b>65,331</b>	<b>65,580</b>	<b>65,389</b>	<b>65,998</b>	<b>66,578</b>	<b>66,496</b>	<b>66,615</b>	<b>67,406</b>	<b>67,466</b>	<b>68,148</b>	<b>68,052</b>	<b>68,322</b>		
553	Auto & home supply stores . . . . .	852	848	843	847	858	855	856	849	863	878	869	883		
53	General merchandise group stores . . . . .	18,823	19,230	18,836	18,988	19,130	19,135	19,271	19,591	19,726	19,853	19,950	19,832		
531	Dept. stores (excl. leased depts.) . . . . .	14,732	15,144	14,805	14,877	15,028	15,025	15,059	15,346	15,430	15,555	15,694	15,794		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	15,132	15,452	15,133	15,184	15,380	15,385	15,443	15,710	15,771	15,954	16,022	16,146	See note 3	
533	Variety stores . . . . .	527	521	491	515	531	540	535	545	558	559	536	562		
541	Grocery stores . . . . .	18,466	18,387	18,393	18,523	18,421	18,416	18,534	18,753	18,584	18,737	18,670	18,849		
56	Apparel & accessory stores . . . . .	5,240	5,277	5,285	5,284	5,315	5,413	5,432	5,539	5,527	5,578	5,527	5,634		
562,3	Women's clothing specialty stores . . . . .	1,800	1,771	1,793	1,790	1,799	1,792	1,758	1,846	1,826	1,852	1,853	1,902		
566	Shoe stores . . . . .	996	1,008	1,004	979	983	999	1,022	1,035	1,036	1,054	1,026	1,027		
591	Drug & proprietary stores . . . . .	3,947	4,000	3,985	4,053	4,043	4,030	3,921	3,994	3,997	4,049	3,996	3,982		

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business: January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1991												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>53,247</b>	<b>51,451</b>	<b>61,434</b>	<b>58,897</b>	<b>64,192</b>	<b>61,467</b>	<b>61,071</b>	<b>65,447</b>	<b>59,110</b>	<b>62,798</b>	<b>69,762</b>	<b>89,947</b>	<b>758,823</b>
	<b>Durable goods, total</b> . . . . .	<b>6,397</b>	<b>6,309</b>	<b>7,463</b>	<b>7,834</b>	<b>8,518</b>	<b>8,216</b>	<b>8,415</b>	<b>8,430</b>	<b>7,821</b>	<b>8,115</b>	<b>8,830</b>	<b>13,080</b>	<b>99,428</b>
553	Auto & home supply stores . . . . .	673	638	763	814	863	860	890	892	815	884	818	776	9,686
	<b>Non-durable goods, total</b> . . . . .	<b>46,850</b>	<b>45,142</b>	<b>53,971</b>	<b>51,063</b>	<b>55,674</b>	<b>53,251</b>	<b>52,656</b>	<b>57,017</b>	<b>51,289</b>	<b>54,683</b>	<b>60,932</b>	<b>76,867</b>	<b>659,395</b>
53	General merchandise group stores . . . . .	12,267	12,718	16,401	15,840	17,740	16,770	15,830	18,179	15,870	17,604	22,317	32,984	214,520
531	Dept. stores (excl. leased depts.) . . . . .	9,582	10,084	13,156	12,820	13,992	13,187	12,596	14,623	12,669	14,002	17,624	25,780	170,115
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,837	10,392	13,543	13,190	14,350	13,502	12,889	14,995	12,980	14,352	18,021	26,340	174,391
533	Variety stores . . . . .	309	334	437	391	433	393	392	444	378	428	514	866	5,319
539	Miscellaneous general merchandise stores . . . . .	2,376	2,300	2,808	2,629	3,315	3,190	2,842	3,112	2,823	3,174	4,179	6,338	39,086
54	Food group stores . . . . .	18,340	16,816	19,190	17,710	19,503	18,718	18,978	19,389	17,730	18,509	18,973	19,816	223,672
541	Grocery stores . . . . .	18,095	16,537	18,871	17,451	19,237	18,467	18,722	19,137	17,498	18,263	18,706	19,348	220,332
56	Apparel & accessory stores . . . . .	3,338	3,541	5,063	4,699	5,048	4,706	4,553	5,733	4,748	4,991	5,974	8,587	60,981
562,3	Women's clothing specialty stores . . . . .	1,182	1,193	1,666	1,595	1,752	1,607	1,565	1,711	1,577	1,677	1,987	2,832	20,344
562	Women's ready to wear . . . . .	1,089	1,108	1,562	1,498	1,644	1,505	1,466	1,597	1,479	1,560	1,842	2,582	18,932
565	Family clothing stores . . . . .	1,148	1,288	1,813	1,677	1,813	1,736	1,709	2,228	1,751	1,910	2,377	3,535	22,985
566	Shoe stores . . . . .	679	705	1,084	967	995	926	870	1,209	933	904	997	1,255	11,524
5812	Eating places . . . . .	3,446	3,342	3,841	3,716	3,894	3,933	3,908	4,041	3,721	3,827	3,737	3,693	45,099
591	Drug & proprietary stores . . . . .	3,462	3,457	3,857	3,581	3,764	3,614	3,656	3,801	3,595	3,784	3,837	5,412	45,820
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>61,626</b>	<b>62,174</b>	<b>62,959</b>	<b>62,679</b>	<b>63,242</b>	<b>63,071</b>	<b>63,607</b>	<b>63,784</b>	<b>63,627</b>	<b>63,380</b>	<b>64,116</b>	<b>64,068</b>	
553	Auto & home supply stores . . . . .	781	787	789	804	804	808	813	818	826	822	815	817	
53	General merchandise group stores . . . . .	16,932	17,224	17,638	17,812	17,931	17,721	17,978	18,076	17,966	18,023	18,395	18,378	
531	Dept. stores (excl. leased depts.) . . . . .	13,515	13,852	14,026	14,197	14,133	13,999	14,281	14,350	14,235	14,273	14,493	14,451	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	13,885	14,176	14,424	14,522	14,542	14,361	14,647	14,752	14,564	14,627	14,800	14,800	See note 3
533	Variety stores . . . . .	436	438	453	440	433	427	438	440	433	433	471	467	
541	Grocery stores . . . . .	18,371	18,153	18,447	18,159	18,444	18,412	18,445	18,383	18,497	18,410	18,430	18,444	
56	Apparel & accessory stores . . . . .	4,785	5,052	5,053	5,133	5,176	5,030	5,158	5,174	5,085	5,058	5,119	5,008	
562,3	Women's clothing specialty stores . . . . .	1,628	1,669	1,681	1,726	1,726	1,695	1,754	1,677	1,729	1,701	1,720	1,647	
566	Shoe stores . . . . .	901	983	977	1,013	987	954	961	974	941	944	964	918	
591	Drug & proprietary stores . . . . .	3,595	3,762	3,808	3,730	3,730	3,772	3,824	3,879	3,903	3,897	3,939	3,979	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business: January 1986 to December 1995**—Continued

[Data in millions of dollars]

SIC code	Kind of business	1990												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>50,412</b>	<b>49,287</b>	<b>58,749</b>	<b>57,099</b>	<b>60,558</b>	<b>60,375</b>	<b>58,107</b>	<b>62,516</b>	<b>58,501</b>	<b>61,226</b>	<b>68,220</b>	<b>88,379</b>	<b>733,429</b>
	<b>Durable goods, total</b> . . . . .	<b>6,451</b>	<b>6,231</b>	<b>7,474</b>	<b>7,432</b>	<b>8,212</b>	<b>8,150</b>	<b>7,997</b>	<b>8,077</b>	<b>7,581</b>	<b>7,908</b>	<b>8,581</b>	<b>12,387</b>	<b>96,481</b>
553	Auto & home supply stores . . . . .	651	643	797	782	849	881	864	884	800	858	812	779	9,600
	<b>Non-durable goods, total</b> . . . . .	<b>43,961</b>	<b>43,056</b>	<b>51,275</b>	<b>49,667</b>	<b>52,346</b>	<b>52,225</b>	<b>50,110</b>	<b>54,439</b>	<b>50,920</b>	<b>53,318</b>	<b>59,639</b>	<b>75,992</b>	<b>636,948</b>
53	General merchandise group stores . . . . .	11,900	12,404	15,747	15,386	16,561	16,368	14,815	16,917	15,333	16,468	21,342	31,860	205,101
531	Dept. stores (excl. leased depts.) . . . . .	9,272	9,689	12,664	12,431	13,064	13,023	11,890	13,682	12,285	13,149	16,716	24,921	162,786
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,561	10,033	13,061	12,819	13,425	13,381	12,233	14,085	12,648	13,527	17,162	25,575	167,510
533	Variety stores . . . . .	334	362	432	465	448	429	413	464	397	441	506	838	5,529
539	Miscellaneous general merchandise stores . . . . .	2,294	2,353	2,651	2,490	3,049	2,916	2,512	2,771	2,651	2,878	4,120	6,101	36,786
54	Food group stores . . . . .	16,945	16,114	18,348	17,332	18,373	18,476	18,274	18,560	17,854	18,181	18,591	20,182	217,230
541	Grocery stores . . . . .	16,714	15,870	18,084	17,054	18,130	18,246	18,046	18,321	17,637	17,944	18,329	19,723	214,098
56	Apparel & accessory stores . . . . .	3,217	3,274	4,606	4,565	4,638	4,689	4,291	5,338	4,673	4,686	5,653	8,325	57,955
562,3	Women's clothing specialty stores . . . . .	1,130	1,123	1,539	1,532	1,608	1,631	1,508	1,641	1,560	1,585	1,881	2,785	19,523
562	Women's ready to wear . . . . .	1,033	1,037	1,444	1,434	1,513	1,542	1,404	1,527	1,462	1,486	1,751	2,569	18,202
565	Family clothing stores . . . . .	1,081	1,161	1,620	1,551	1,622	1,675	1,526	1,976	1,629	1,711	2,174	3,292	21,018
566	Shoe stores . . . . .	702	682	1,027	1,068	989	967	893	1,222	1,010	913	1,023	1,339	11,835
5812	Eating places . . . . .	3,446	3,385	3,905	3,851	3,937	3,973	4,058	4,124	3,796	3,860	3,679	3,700	45,714
591	Drug & proprietary stores . . . . .	3,272	3,055	3,331	3,431	3,500	3,430	3,347	3,555	3,346	3,588	3,712	5,038	42,605
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>59,344</b>	<b>59,930</b>	<b>60,460</b>	<b>59,977</b>	<b>59,961</b>	<b>61,218</b>	<b>61,197</b>	<b>61,514</b>	<b>62,057</b>	<b>62,390</b>	<b>62,811</b>	<b>62,396</b>	
553	Auto & home supply stores . . . . .	766	807	804	791	784	811	810	812	802	802	808	812	
53	General merchandise group stores . . . . .	16,875	17,001	17,159	16,869	16,799	17,225	17,102	17,070	17,077	17,152	17,390	17,293	
531	Dept. stores (excl. leased depts.) . . . . .	13,380	13,457	13,661	13,424	13,303	13,708	13,620	13,600	13,575	13,570	13,657	13,700	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	13,775	13,870	14,105	13,785	13,711	14,157	14,008	14,012	13,950	13,947	14,084	14,037	See note 3
533	Variety stores . . . . .	485	480	468	474	456	473	466	458	455	461	453	437	
541	Grocery stores . . . . .	17,125	17,459	17,574	17,636	17,619	17,923	17,974	17,822	18,239	18,292	18,384	18,211	
56	Apparel & accessory stores . . . . .	4,658	4,689	4,888	4,611	4,725	4,964	4,886	4,934	4,858	4,842	4,883	4,851	
562,3	Women's clothing specialty stores . . . . .	1,578	1,566	1,617	1,570	1,583	1,722	1,692	1,651	1,644	1,631	1,644	1,601	
566	Shoe stores . . . . .	953	962	1,038	969	958	992	988	1,025	992	982	995	972	
591	Drug & proprietary stores . . . . .	3,384	3,339	3,371	3,490	3,490	3,522	3,557	3,620	3,641	3,703	3,776	3,691	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

**Table 8. Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business:  
January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1989												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total</b> . . . . .	<b>46,228</b>	<b>44,645</b>	<b>53,532</b>	<b>52,729</b>	<b>56,145</b>	<b>55,614</b>	<b>54,137</b>	<b>57,510</b>	<b>54,972</b>	<b>56,136</b>	<b>63,401</b>	<b>84,870</b>	<b>679,919</b>
	<b>Durable goods, total</b> . . . . .	<b>5,652</b>	<b>5,275</b>	<b>6,294</b>	<b>6,553</b>	<b>7,274</b>	<b>7,181</b>	<b>7,018</b>	<b>7,396</b>	<b>7,050</b>	<b>7,142</b>	<b>8,103</b>	<b>11,602</b>	<b>86,540</b>
553	Auto & home supply stores . . . . .	554	517	659	676	759	774	771	796	751	786	769	748	8,560
	<b>Non-durable goods, total</b> . . . . .	<b>40,576</b>	<b>39,370</b>	<b>47,238</b>	<b>46,176</b>	<b>48,871</b>	<b>48,433</b>	<b>47,119</b>	<b>50,114</b>	<b>47,922</b>	<b>48,994</b>	<b>55,298</b>	<b>73,268</b>	<b>593,379</b>
53	General merchandise group stores . . . . .	11,134	11,212	14,652	14,725	15,689	15,452	14,204	16,033	15,020	15,917	20,616	31,852	196,506
531	Dept. stores (excl. leased depts.) . . . . .	8,821	8,868	11,814	11,952	12,516	12,382	11,528	13,014	12,183	12,899	16,253	24,963	157,193
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	9,088	9,136	12,152	12,290	12,855	12,695	11,828	13,373	12,529	13,257	16,676	25,584	161,463
533	Variety stores . . . . .	335	329	456	410	436	426	412	452	404	459	549	976	5,644
539	Miscellaneous general merchandise stores . . . . .	1,978	2,015	2,382	2,363	2,737	2,644	2,264	2,567	2,433	2,559	3,814	5,913	33,669
54	Food group stores . . . . .	15,759	14,942	16,794	15,996	16,958	16,892	17,148	16,988	16,763	16,528	17,172	19,242	201,182
541	Grocery stores . . . . .	15,569	14,729	16,546	15,799	16,744	16,681	16,941	16,776	16,564	16,322	16,938	18,813	198,422
56	Apparel & accessory stores . . . . .	3,010	2,899	4,176	4,033	4,232	4,139	3,896	4,888	4,438	4,419	5,246	7,961	53,337
562,3	Women's clothing specialty stores . . . . .	1,107	1,057	1,452	1,423	1,511	1,419	1,395	1,568	1,462	1,524	1,788	2,710	18,416
562	Women's ready to wear . . . . .	1,024	984	1,376	1,346	1,425	1,337	1,317	1,478	1,373	1,417	1,650	2,477	17,204
565	Family clothing stores . . . . .	954	969	1,399	1,353	1,422	1,446	1,345	1,772	1,576	1,589	1,963	3,046	18,834
566	Shoe stores . . . . .	665	600	967	902	945	925	834	1,108	980	894	982	1,326	11,128
5812	Eating places . . . . .	3,315	3,141	3,688	3,692	3,735	3,798	3,906	3,974	3,699	3,764	3,583	3,728	44,023
591	Drug & proprietary stores . . . . .	2,892	2,821	3,090	2,820	3,077	3,032	2,965	3,108	3,016	3,073	3,245	4,541	37,680
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total</b> . . . . .	<b>55,235</b>	<b>54,438</b>	<b>54,596</b>	<b>55,677</b>	<b>56,138</b>	<b>56,515</b>	<b>56,623</b>	<b>57,039</b>	<b>57,633</b>	<b>57,692</b>	<b>58,318</b>	<b>58,965</b>	
553	Auto & home supply stores . . . . .	670	657	668	677	708	715	725	726	738	748	755	773	
53	General merchandise group stores . . . . .	16,073	15,544	15,841	16,174	16,074	16,271	16,303	16,357	16,678	16,644	16,735	16,933	
531	Dept. stores (excl. leased depts.) . . . . .	12,877	12,420	12,662	12,949	12,850	13,020	13,070	13,119	13,359	13,325	13,311	13,501	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	13,179	12,776	13,049	13,266	13,275	13,409	13,450	13,468	13,728	13,629	13,708	13,798	See note 3
533	Variety stores . . . . .	486	441	454	442	457	459	462	454	470	482	490	499	
541	Grocery stores . . . . .	16,134	16,221	16,111	16,221	16,464	16,483	16,528	16,593	16,782	16,827	17,006	17,260	
56	Apparel & accessory stores . . . . .	4,333	4,163	4,139	4,349	4,397	4,416	4,423	4,510	4,554	4,567	4,605	4,586	
562,3	Women's clothing specialty stores . . . . .	1,555	1,470	1,461	1,520	1,536	1,526	1,521	1,557	1,523	1,574	1,562	1,566	
566	Shoe stores . . . . .	889	850	857	935	944	946	943	923	962	947	967	944	
591	Drug & proprietary stores . . . . .	3,035	3,103	3,015	3,003	3,062	3,103	3,144	3,181	3,226	3,228	3,304	3,303	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business:**  
**January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1988												Total	
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
	<b>Unadjusted</b>														
	<b>Retail sales, total . . . . .</b>	<b>42,431</b>	<b>42,048</b>	<b>49,367</b>	<b>49,143</b>	<b>50,919</b>	<b>50,700</b>	<b>49,844</b>	<b>52,130</b>	<b>50,462</b>	<b>52,803</b>	<b>57,872</b>	<b>79,352</b>	<b>627,071</b>	
	<b>Durable goods, total . . . . .</b>	<b>4,828</b>	<b>4,924</b>	<b>5,873</b>	<b>6,150</b>	<b>6,458</b>	<b>6,586</b>	<b>6,377</b>	<b>6,554</b>	<b>6,393</b>	<b>6,583</b>	<b>7,151</b>	<b>10,788</b>	<b>78,665</b>	
553	Auto & home supply stores . . . . .	531	508	655	669	683	703	686	714	667	705	674	655	7,850	
	<b>Non-durable goods, total . . . . .</b>	<b>37,603</b>	<b>37,124</b>	<b>43,494</b>	<b>42,993</b>	<b>44,461</b>	<b>44,114</b>	<b>43,467</b>	<b>45,576</b>	<b>44,069</b>	<b>46,220</b>	<b>50,721</b>	<b>68,564</b>	<b>548,406</b>	
53	General merchandise group stores . . . . .	10,231	10,605	13,607	13,591	14,649	14,314	13,123	14,727	13,956	15,334	19,134	30,571	183,842	
531	Dept. stores (excl. leased depts.) . . . . .	8,286	8,535	11,100	11,145	11,845	11,602	10,774	12,039	11,404	12,546	15,279	24,046	148,601	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	8,589	8,833	11,477	11,518	12,201	11,945	11,100	12,386	11,767	12,909	15,678	24,673	153,076	
533	Variety stores . . . . .	319	339	445	426	429	419	415	461	407	463	492	935	5,550	
539	Miscellaneous general merchandise stores . . . . .	1,626	1,731	2,062	2,020	2,375	2,293	1,934	2,227	2,145	2,325	3,363	5,590	29,691	
54	Food group stores . . . . .	14,992	14,220	15,534	15,410	15,525	15,759	16,257	15,835	15,672	15,807	15,714	17,767	188,492	
541	Grocery stores . . . . .	14,811	14,018	15,328	15,196	15,332	15,568	16,070	15,647	15,488	15,621	15,508	17,396	185,983	
56	Apparel & accessory stores . . . . .	2,634	2,610	3,770	3,579	3,667	3,541	3,451	4,116	3,869	4,026	4,642	7,297	47,202	
562,3	Women's clothing specialty stores . . . . .	987	988	1,310	1,256	1,277	1,253	1,250	1,349	1,333	1,408	1,633	2,568	16,612	
562	Women's ready to wear . . . . .	918	933	1,254	1,205	1,223	1,207	1,198	1,285	1,266	1,322	1,535	2,388	15,734	
565	Family clothing stores . . . . .	832	846	1,211	1,187	1,224	1,171	1,158	1,435	1,298	1,417	1,689	2,677	16,145	
566	Shoe stores . . . . .	566	543	896	788	824	773	736	931	850	804	863	1,237	9,811	
5812	Eating places . . . . .	3,076	3,041	3,353	3,418	3,463	3,524	3,699	3,716	3,502	3,599	3,407	3,577	41,375	
591	Drug & proprietary stores . . . . .	2,606	2,579	2,801	2,682	2,780	2,729	2,631	2,739	2,660	2,698	2,811	4,081	33,797	
	<b>Adjusted<sup>2</sup></b>														
	<b>Retail sales, total . . . . .</b>	<b>49,945</b>	<b>49,829</b>	<b>50,846</b>	<b>51,064</b>	<b>51,267</b>	<b>51,631</b>	<b>51,960</b>	<b>52,305</b>	<b>52,873</b>	<b>53,605</b>	<b>53,722</b>	<b>53,837</b>		
553	Auto & home supply stores . . . . .	641	631	662	655	652	650	647	657	656	668	656	652		
53	General merchandise group stores . . . . .	14,647	14,413	14,880	14,801	14,992	15,038	15,109	15,256	15,432	15,717	15,837	15,885		
531	Dept. stores (excl. leased depts.) . . . . .	11,905	11,676	12,052	11,997	12,136	12,174	12,215	12,297	12,436	12,698	12,775	12,784		
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	12,255	12,056	12,416	12,479	12,592	12,605	12,614	12,668	12,856	13,029	13,067	13,107	See note 3	
533	Variety stores . . . . .	452	447	458	447	447	445	467	482	461	481	463	465		
541	Grocery stores . . . . .	14,900	14,976	15,176	15,334	15,241	15,429	15,527	15,710	15,692	15,795	15,792	15,715		
56	Apparel & accessory stores . . . . .	3,708	3,661	3,763	3,749	3,823	3,826	3,913	3,880	3,992	4,122	4,090	4,109		
562,3	Women's clothing specialty stores . . . . .	1,354	1,332	1,323	1,317	1,326	1,349	1,366	1,360	1,400	1,414	1,445	1,448		
566	Shoe stores . . . . .	750	753	799	778	813	803	834	814	834	855	840	855		
591	Drug & proprietary stores . . . . .	2,743	2,738	2,784	2,785	2,808	2,796	2,784	2,801	2,842	2,840	2,874	2,890		

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business:**  
**January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1987												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>39,986</b>	<b>38,775</b>	<b>44,664</b>	<b>46,698</b>	<b>48,604</b>	<b>46,685</b>	<b>46,822</b>	<b>48,960</b>	<b>46,367</b>	<b>49,870</b>	<b>52,755</b>	<b>72,916</b>	<b>583,102</b>
	<b>Durable goods, total . . . . .</b>	<b>4,212</b>	<b>4,134</b>	<b>5,030</b>	<b>5,270</b>	<b>5,541</b>	<b>5,582</b>	<b>5,575</b>	<b>5,740</b>	<b>5,568</b>	<b>5,813</b>	<b>6,301</b>	<b>9,415</b>	<b>68,181</b>
553	Auto & home supply stores . . . . .	492	452	565	626	639	635	643	643	624	654	610	637	7,220
	<b>Non-durable goods, total . . . . .</b>	<b>35,774</b>	<b>34,641</b>	<b>39,634</b>	<b>41,428</b>	<b>43,063</b>	<b>41,103</b>	<b>41,247</b>	<b>43,220</b>	<b>40,799</b>	<b>44,057</b>	<b>46,454</b>	<b>63,501</b>	<b>514,921</b>
53	General merchandise group stores . . . . .	9,556	10,111	12,304	13,382	14,352	13,287	12,458	14,263	13,014	14,512	17,543	28,536	173,318
531	Dept. stores (excl. leased depts.) . . . . .	7,915	8,207	10,172	10,996	11,737	10,909	10,371	11,783	10,757	12,012	14,203	22,548	141,610
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	8,221	8,500	10,531	11,375	12,104	11,262	10,678	12,117	11,089	12,387	14,597	23,171	146,032
533	Variety stores . . . . .	334	351	414	498	468	417	400	446	398	440	472	903	5,541
539	Miscellaneous general merchandise stores . . . . .	1,307	1,553	1,718	1,888	2,147	1,961	1,687	2,034	1,859	2,060	2,868	5,085	26,167
54	Food group stores . . . . .	14,577	13,132	14,210	14,494	15,162	14,553	15,445	14,822	14,453	15,385	14,580	16,460	177,273
541	Grocery stores . . . . .	14,410	12,952	14,032	14,299	14,990	14,380	15,270	14,651	14,282	15,198	14,392	16,112	174,968
56	Apparel & accessory stores . . . . .	2,450	2,465	3,266	3,599	3,446	3,299	3,140	3,831	3,484	3,668	4,047	6,453	43,148
562,3	Women's clothing specialty stores . . . . .	978	978	1,230	1,334	1,325	1,218	1,217	1,362	1,284	1,381	1,468	2,316	16,091
562	Women's ready to wear . . . . .	932	935	1,189	1,293	1,286	1,183	1,181	1,320	1,239	1,325	1,402	2,208	15,493
565	Family clothing stores . . . . .	677	734	1,004	1,112	1,087	1,068	1,040	1,285	1,129	1,221	1,439	2,327	14,123
566	Shoe stores . . . . .	581	539	752	836	731	719	627	830	749	717	748	1,111	8,940
5812	Eating places . . . . .	3,000	2,898	3,227	3,284	3,413	3,377	3,529	3,574	3,214	3,397	3,141	3,293	39,347
591	Drug & proprietary stores . . . . .	2,488	2,330	2,491	2,594	2,597	2,567	2,549	2,553	2,468	2,579	2,619	3,871	31,706
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>46,383</b>	<b>47,554</b>	<b>47,510</b>	<b>47,946</b>	<b>48,034</b>	<b>48,359</b>	<b>48,512</b>	<b>49,114</b>	<b>48,966</b>	<b>49,580</b>	<b>49,424</b>	<b>49,971</b>	
553	Auto & home supply stores . . . . .	578	582	592	609	610	594	596	608	613	601	605	626	
53	General merchandise group stores . . . . .	13,626	14,214	13,967	14,224	14,319	14,385	14,286	14,566	14,486	14,632	14,614	14,907	
531	Dept. stores (excl. leased depts.) . . . . .	11,275	11,608	11,442	11,611	11,702	11,743	11,719	11,866	11,834	11,964	11,935	12,129	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	11,695	11,976	11,829	12,059	12,271	12,143	12,186	12,284	12,208	12,311	12,180	12,382	See note 3
533	Variety stores . . . . .	462	476	463	477	472	470	440	462	462	451	445	450	
541	Grocery stores . . . . .	14,267	14,280	14,304	14,443	14,483	14,599	14,655	14,725	14,603	14,988	14,716	14,905	
56	Apparel & accessory stores . . . . .	3,356	3,544	3,576	3,554	3,532	3,581	3,609	3,611	3,625	3,649	3,636	3,673	
562,3	Women's clothing specialty stores . . . . .	1,309	1,353	1,341	1,341	1,356	1,337	1,343	1,353	1,345	1,355	1,323	1,326	
566	Shoe stores . . . . .	748	753	769	737	717	744	727	737	745	729	743	768	
591	Drug & proprietary stores . . . . .	2,592	2,583	2,584	2,628	2,621	2,627	2,650	2,654	2,648	2,684	2,706	2,718	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.

Table 8. **Estimated Monthly Retail Sales of Group II Companies, by Kinds of Business:**  
**January 1986 to December 1995—Continued**

[Data in millions of dollars]

SIC code	Kind of business	1986												Total
		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
	<b>Unadjusted</b>													
	<b>Retail sales, total . . . . .</b>	<b>38,260</b>	<b>36,341</b>	<b>43,282</b>	<b>42,140</b>	<b>46,250</b>	<b>43,169</b>	<b>43,742</b>	<b>46,258</b>	<b>42,885</b>	<b>46,007</b>	<b>49,582</b>	<b>66,886</b>	<b>544,802</b>
	<b>Durable goods, total . . . . .</b>	<b>3,638</b>	<b>3,454</b>	<b>4,184</b>	<b>4,511</b>	<b>4,979</b>	<b>4,803</b>	<b>5,030</b>	<b>4,994</b>	<b>4,782</b>	<b>5,102</b>	<b>5,511</b>	<b>8,229</b>	<b>59,217</b>
553	Auto & home supply stores . . . . .	435	410	494	541	559	538	599	591	557	624	602	576	6,526
	<b>Non-durable goods, total . . . . .</b>	<b>34,622</b>	<b>32,887</b>	<b>39,098</b>	<b>37,629</b>	<b>41,271</b>	<b>38,366</b>	<b>38,712</b>	<b>41,264</b>	<b>38,103</b>	<b>40,905</b>	<b>44,071</b>	<b>58,657</b>	<b>485,585</b>
53	General merchandise group stores . . . . .	9,006	9,336	12,298	12,179	13,774	12,490	11,932	13,598	12,278	13,487	16,552	25,845	162,775
531	Dept. stores (excl. leased depts.) . . . . .	7,380	7,486	10,030	9,927	11,174	10,262	9,840	11,275	10,164	11,029	13,286	20,325	132,178
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	7,639	7,747	10,377	10,270	11,558	10,614	10,176	11,661	10,510	11,406	13,741	21,020	136,719
533	Variety stores . . . . .	409	391	588	515	547	466	410	458	384	442	467	903	5,980
539	Miscellaneous general merchandise stores . . . . .	1,217	1,459	1,680	1,737	2,053	1,762	1,682	1,865	1,730	2,016	2,799	4,617	24,617
54	Food group stores . . . . .	13,952	12,568	13,966	13,350	14,730	13,578	14,492	14,425	13,530	14,380	14,184	15,490	168,645
541	Grocery stores . . . . .	13,774	12,388	13,761	13,187	14,553	13,409	14,322	14,252	13,365	14,199	14,008	15,172	166,390
56	Apparel & accessory stores . . . . .	2,246	2,216	3,289	2,952	3,226	2,968	2,834	3,662	3,136	3,270	3,782	6,010	39,591
562,3	Women's clothing specialty stores . . . . .	878	880	1,247	1,115	1,201	1,130	1,148	1,321	1,204	1,271	1,473	2,303	15,171
562	Women's ready to wear . . . . .	838	839	1,199	1,093	1,179	1,110	1,129	1,275	1,156	1,221	1,419	2,206	14,664
565	Family clothing stores . . . . .	664	643	977	903	998	904	849	1,145	954	1,008	1,210	2,039	12,294
566	Shoe stores . . . . .	516	511	798	691	753	677	620	880	702	695	746	1,051	8,640
5812	Eating places . . . . .	2,706	2,544	2,969	2,939	3,089	3,059	3,262	3,309	3,073	3,273	3,032	3,126	36,381
591	Drug & proprietary stores . . . . .	2,246	2,093	2,390	2,246	2,432	2,362	2,363	2,401	2,313	2,416	2,424	3,711	29,397
	<b>Adjusted<sup>2</sup></b>													
	<b>Retail sales, total . . . . .</b>	<b>44,605</b>	<b>44,535</b>	<b>44,731</b>	<b>44,542</b>	<b>44,828</b>	<b>45,053</b>	<b>45,635</b>	<b>45,728</b>	<b>45,788</b>	<b>46,082</b>	<b>45,895</b>	<b>46,481</b>	
553	Auto & home supply stores . . . . .	514	528	520	524	522	518	554	559	553	575	582	566	
53	General merchandise group stores . . . . .	13,004	13,224	13,424	13,481	13,468	13,545	13,753	13,752	13,743	13,775	13,558	13,687	
531	Dept. stores (excl. leased depts.) . . . . .	10,603	10,664	10,867	10,909	10,923	11,046	11,182	11,252	11,231	11,140	11,035	11,076	
531	Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	10,960	11,020	11,243	11,273	11,298	11,425	11,577	11,638	11,613	11,533	11,432	11,474	See note 3
533	Variety stores . . . . .	563	531	592	548	538	504	471	464	452	460	445	462	
541	Grocery stores . . . . .	13,719	13,658	13,706	13,623	13,742	13,725	13,945	13,864	14,098	14,058	14,121	14,193	
56	Apparel & accessory stores . . . . .	3,164	3,184	3,232	3,234	3,255	3,283	3,267	3,361	3,318	3,347	3,309	3,455	
562,3	Women's clothing specialty stores . . . . .	1,213	1,214	1,233	1,219	1,219	1,260	1,266	1,268	1,297	1,283	1,281	1,341	
566	Shoe stores . . . . .	678	706	696	724	725	724	717	781	706	723	717	737	
591	Drug & proprietary stores . . . . .	2,354	2,328	2,395	2,384	2,413	2,448	2,464	2,488	2,495	2,525	2,515	2,565	

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Data adjusted for seasonal variations, holiday, and trading day differences, but not for price changes.

<sup>3</sup>For yearly totals, refer to unadjusted section.

Note: The group II component of the sample consists of companies that had 11 or more retail establishments according to the most recent update of multiestablishment files which were selected with certainty (i.e., their sales size exceeded specified dollar volume cutoffs which varied by kind of business). Group totals include kinds of business not shown.























Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995**—Continued

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1995												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>25,818</b>	<b>25,325</b>	<b>28,823</b>	<b>28,175</b>	<b>30,059</b>	<b>30,638</b>	<b>29,991</b>	<b>30,975</b>	<b>29,695</b>	<b>29,445</b>	<b>30,475</b>	<b>36,544</b>	<b>355,963</b>
Durable goods, total . . . . .	9,943	10,114	11,602	11,194	12,179	12,647	12,012	12,512	12,085	11,817	11,852	13,626	141,583
Automotive dealers . . . . .	5,540	5,654	6,615	6,242	6,834	7,243	6,735	6,877	6,861	6,519	6,156	6,037	77,313
Furniture group stores . . . . .	1,779	1,650	1,856	1,684	1,723	1,766	1,740	1,818	1,829	1,805	2,044	2,601	22,295
Nondurable goods, total . . . . .	15,875	15,211	17,221	16,981	17,880	17,991	17,979	18,463	17,610	17,628	18,623	22,918	214,380
General merchandise group stores . . . . .	3,045	2,964	3,465	3,508	3,718	3,774	3,713	3,898	3,632	3,720	4,398	6,568	46,403
Dept. stores, (excl. leased depts.) . . . . .	1,905	1,914	2,255	2,292	2,418	2,448	2,438	2,575	2,398	2,422	2,993	4,688	30,746
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,946	1,959	2,307	2,344	2,473	2,498	2,489	2,630	2,452	2,474	3,057	4,772	31,401
Food group stores . . . . .	5,242	4,857	5,469	5,273	5,441	5,460	5,535	5,501	5,424	5,280	5,394	6,173	65,049
Gasoline service stations . . . . .	1,822	1,753	1,905	1,886	2,056	2,053	2,063	2,117	1,975	1,941	1,861	1,857	23,289
Apparel & accessory stores . . . . .	1,063	1,070	1,316	1,355	1,397	1,482	1,473	1,541	1,429	1,368	1,650	2,404	17,548
Eating and drinking places . . . . .	2,706	2,638	2,930	2,975	3,119	3,096	3,198	3,270	3,041	3,143	2,999	3,107	36,222
Drug & proprietary stores . . . . .	957	915	977	978	1,007	980	945	966	942	964	969	1,252	11,852
GAF, total <sup>2</sup> . . . . .	6,935	6,719	7,748	7,638	8,037	8,233	8,125	8,607	8,056	8,081	9,603	14,447	102,229

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>24,632</b>	<b>24,285</b>	<b>27,720</b>	<b>27,305</b>	<b>28,245</b>	<b>28,935</b>	<b>29,027</b>	<b>29,525</b>	<b>28,510</b>	<b>29,053</b>	<b>29,565</b>	<b>35,656</b>	<b>342,458</b>
Durable goods, total . . . . .	9,492	9,560	10,940	10,846	11,300	11,647	11,609	11,904	11,623	11,713	11,352	13,100	135,086
Automotive dealers . . . . .	5,400	5,511	6,229	6,158	6,359	6,573	6,544	6,600	6,493	6,677	6,092	5,883	74,519
Furniture group stores . . . . .	1,518	1,477	1,667	1,583	1,669	1,704	1,731	1,782	1,808	1,827	2,030	2,702	21,498
Nondurable goods, total . . . . .	15,140	14,725	16,780	16,459	16,945	17,288	17,418	17,621	16,887	17,340	18,213	22,556	207,372
General merchandise group stores . . . . .	2,864	2,870	3,403	3,290	3,491	3,542	3,489	3,683	3,487	3,693	4,374	6,356	44,542
Dept. stores, (excl. leased depts.) . . . . .	1,783	1,811	2,223	2,121	2,266	2,322	2,289	2,450	2,279	2,404	2,995	4,583	29,526
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,835	1,870	2,291	2,184	2,327	2,379	2,346	2,510	2,342	2,460	3,060	4,674	30,278
Food group stores . . . . .	4,988	4,706	5,295	5,144	5,238	5,390	5,506	5,344	5,283	5,263	5,263	6,058	63,478
Gasoline service stations . . . . .	1,670	1,612	1,799	1,798	1,892	1,983	1,985	2,058	1,922	1,970	1,914	1,946	22,549
Apparel & accessory stores . . . . .	1,051	1,096	1,403	1,376	1,389	1,506	1,529	1,573	1,409	1,447	1,702	2,480	17,961
Eating and drinking places . . . . .	2,612	2,531	2,770	2,832	2,847	2,804	2,933	2,855	2,729	2,841	2,729	2,878	33,361
Drug & proprietary stores . . . . .	981	918	1,015	996	1,009	994	975	998	930	963	953	1,291	12,023
GAF, total <sup>2</sup> . . . . .	6,408	6,469	7,566	7,304	7,652	7,887	7,917	8,316	7,880	8,103	9,484	14,150	99,136

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>23,673</b>	<b>22,938</b>	<b>25,994</b>	<b>26,234</b>	<b>27,249</b>	<b>27,232</b>	<b>27,655</b>	<b>27,127</b>	<b>26,308</b>	<b>26,987</b>	<b>27,333</b>	<b>33,492</b>	<b>322,222</b>
Durable goods, total . . . . .	8,924	8,694	10,075	10,193	10,569	10,819	10,764	10,340	10,210	10,363	10,012	11,900	122,863
Automotive dealers . . . . .	5,042	4,915	5,727	5,738	5,915	6,106	6,143	5,717	5,675	5,891	5,255	5,341	67,465
Furniture group stores . . . . .	1,455	1,345	1,477	1,409	1,466	1,548	1,458	1,476	1,473	1,529	1,695	2,233	18,564
Nondurable goods, total . . . . .	14,749	14,244	15,919	16,041	16,680	16,413	16,891	16,787	16,098	16,624	17,321	21,592	199,359
General merchandise group stores . . . . .	2,743	2,749	3,181	3,167	3,462	3,338	3,376	3,522	3,307	3,473	4,104	6,144	42,566
Dept. stores, (excl. leased depts.) . . . . .	1,668	1,670	1,998	2,003	2,171	2,099	2,133	2,285	2,100	2,210	2,708	4,291	27,336
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,723	1,731	2,067	2,073	2,241	2,165	2,200	2,354	2,167	2,278	2,786	4,405	28,190
Food group stores . . . . .	4,720	4,446	4,913	4,925	5,050	5,014	5,241	5,022	5,024	5,040	4,999	5,778	60,172
Gasoline service stations . . . . .	1,674	1,617	1,748	1,758	1,833	1,859	1,937	1,927	1,800	1,889	1,823	1,797	21,662
Apparel & accessory stores . . . . .	1,062	1,046	1,277	1,342	1,396	1,429	1,471	1,482	1,369	1,379	1,626	2,441	17,320
Eating and drinking places . . . . .	2,679	2,548	2,790	2,866	2,916	2,834	2,943	2,897	2,612	2,779	2,594	2,685	33,143
Drug & proprietary stores . . . . .	943	905	1,002	1,015	989	990	990	970	953	980	969	1,336	12,042
GAF, total <sup>2</sup> . . . . .	6,217	6,089	6,957	6,980	7,431	7,414	7,414	7,639	7,231	7,449	8,742	13,289	92,852

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1992												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>23,810</b>	<b>23,467</b>	<b>25,365</b>	<b>25,636</b>	<b>26,485</b>	<b>26,354</b>	<b>26,741</b>	<b>26,600</b>	<b>25,465</b>	<b>26,634</b>	<b>26,456</b>	<b>32,332</b>	<b>315,345</b>
Durable goods, total . . . . .	8,558	8,599	9,657	9,721	9,791	10,276	10,206	9,835	9,617	10,136	9,568	11,485	117,449
Automotive dealers . . . . .	4,642	4,780	5,516	5,532	5,424	5,805	5,699	5,366	5,296	5,640	5,010	5,053	63,763
Furniture group stores . . . . .	1,426	1,407	1,484	1,435	1,461	1,530	1,551	1,555	1,476	1,546	1,611	2,219	18,701
Nondurable goods, total . . . . .	15,252	14,868	15,708	15,915	16,694	16,078	16,535	16,765	15,848	16,498	16,888	20,847	197,896
General merchandise group stores . . . . .	2,804	2,859	3,112	3,147	3,387	3,249	3,286	3,490	3,245	3,472	4,067	5,940	42,058
Dept. stores, (excl. leased depts.) . . . . .	1,573	1,679	1,918	1,917	2,098	1,976	2,005	2,187	1,976	2,101	2,556	4,079	26,065
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,622	1,743	1,987	1,983	2,169	2,040	2,069	2,256	2,047	2,173	2,638	4,200	26,927
Food group stores . . . . .	4,783	4,642	4,827	4,885	5,105	4,962	5,182	5,009	4,839	4,930	4,750	5,359	59,273
Gasoline service stations . . . . .	1,495	1,444	1,554	1,582	1,736	1,738	1,861	1,888	1,801	1,832	1,756	1,772	20,459
Apparel & accessory stores . . . . .	1,058	1,105	1,254	1,314	1,373	1,400	1,391	1,446	1,322	1,369	1,536	2,323	16,891
Eating and drinking places . . . . .	3,020	2,828	2,985	2,969	3,050	2,783	2,914	2,971	2,680	2,827	2,733	2,767	34,527
Drug & proprietary stores . . . . .	1,036	1,004	1,051	1,083	1,042	1,026	955	980	956	1,010	946	1,308	12,397
GAF, total <sup>2</sup> . . . . .	6,296	6,360	6,820	6,848	7,231	7,199	7,250	7,570	7,069	7,454	8,483	12,904	91,484

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1991												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>23,063</b>	<b>22,069</b>	<b>25,040</b>	<b>25,202</b>	<b>26,540</b>	<b>26,018</b>	<b>26,349</b>	<b>26,884</b>	<b>24,947</b>	<b>25,530</b>	<b>26,134</b>	<b>30,773</b>	<b>308,549</b>
Durable goods, total . . . . .	8,074	8,060	8,959	9,553	9,730	9,319	9,409	9,377	9,123	9,035	8,917	10,172	109,728
Automotive dealers . . . . .	4,228	4,312	4,941	5,280	5,281	4,972	5,038	4,893	5,005	4,757	4,524	4,396	57,627
Furniture group stores . . . . .	1,391	1,331	1,484	1,473	1,507	1,511	1,528	1,538	1,422	1,527	1,638	1,960	18,310
Nondurable goods, total . . . . .	14,989	14,009	16,081	15,649	16,810	16,699	16,940	17,507	15,824	16,495	17,217	20,601	198,821
General merchandise group stores . . . . .	2,456	2,367	2,981	2,856	3,244	3,254	3,152	3,461	3,043	3,311	3,921	5,786	39,832
Dept. stores, (excl. leased depts.) . . . . .	1,479	1,510	1,904	1,829	1,988	1,952	1,942	2,193	1,861	2,022	2,484	3,824	24,988
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,531	1,571	1,976	1,901	2,060	2,017	2,004	2,267	1,928	2,090	2,556	3,935	25,836
Food group stores . . . . .	4,848	4,485	5,106	4,867	5,234	5,158	5,231	5,286	4,881	4,967	5,004	5,213	60,280
Gasoline service stations . . . . .	1,627	1,433	1,486	1,502	1,655	1,706	1,792	1,856	1,674	1,672	1,582	1,597	19,582
Apparel & accessory stores . . . . .	1,033	1,042	1,376	1,329	1,428	1,497	1,446	1,598	1,339	1,369	1,611	2,305	17,373
Eating and drinking places . . . . .	2,921	2,749	3,073	3,102	3,176	3,132	3,251	3,256	2,884	3,071	3,021	3,109	36,745
Drug & proprietary stores . . . . .	997	941	1,057	1,010	1,066	1,026	1,032	1,042	992	1,003	998	1,363	12,527
GAF, total <sup>2</sup> . . . . .	5,880	5,720	6,865	6,620	7,270	7,302	7,142	7,734	6,840	7,278	8,404	12,326	89,381

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995**—Continued

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>23,230</b>	<b>22,359</b>	<b>25,751</b>	<b>25,041</b>	<b>26,647</b>	<b>26,701</b>	<b>26,316</b>	<b>27,211</b>	<b>25,341</b>	<b>26,028</b>	<b>26,551</b>	<b>31,461</b>	<b>312,637</b>
Durable goods, total . . . . .	9,144	8,734	10,007	9,732	10,377	10,267	9,898	10,122	9,216	9,536	9,300	10,420	116,753
Automotive dealers . . . . .	5,235	4,933	5,679	5,396	5,849	5,769	5,480	5,569	5,018	5,171	4,762	4,530	63,391
Furniture group stores . . . . .	1,479	1,386	1,576	1,482	1,526	1,521	1,473	1,469	1,435	1,446	1,506	1,851	18,150
Nondurable goods, total . . . . .	14,086	13,625	15,744	15,309	16,270	16,434	16,418	17,089	16,125	16,492	17,251	21,041	195,884
General merchandise group stores . . . . .	2,356	2,359	2,869	2,752	3,079	3,090	2,916	3,192	2,911	3,071	3,847	5,746	38,188
Dept. stores, (excl. leased depts.) . . . . .	1,485	1,503	1,898	1,809	1,974	1,979	1,884	2,111	1,877	1,937	2,484	3,843	24,784
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,539	1,566	1,972	1,876	2,041	2,043	1,946	2,181	1,946	2,008	2,565	3,968	25,651
Food group stores . . . . .	4,548	4,344	4,946	4,803	5,016	5,099	5,114	5,138	4,880	4,891	4,887	5,387	59,053
Gasoline service stations . . . . .	1,406	1,366	1,521	1,546	1,694	1,749	1,802	1,965	1,939	1,987	1,902	1,823	20,700
Apparel & accessory stores . . . . .	1,060	1,062	1,398	1,381	1,433	1,508	1,450	1,589	1,442	1,418	1,617	2,405	17,763
Eating and drinking places . . . . .	2,697	2,563	2,968	2,904	3,000	3,036	3,128	3,163	2,985	2,988	2,831	2,978	35,241
Drug & proprietary stores . . . . .	1,008	916	1,021	1,003	1,036	1,023	1,022	1,032	1,003	1,036	1,050	1,410	12,560
GAF, total <sup>2</sup> . . . . .	5,878	5,785	6,853	6,604	7,135	7,197	6,865	7,395	6,880	7,072	8,322	12,436	88,422

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995**—Continued

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>21,047</b>	<b>20,497</b>	<b>23,325</b>	<b>23,135</b>	<b>24,770</b>	<b>25,001</b>	<b>24,552</b>	<b>25,703</b>	<b>24,343</b>	<b>24,127</b>	<b>25,405</b>	<b>31,029</b>	<b>292,934</b>
Durable goods, total . . . . .	8,194	8,193	9,083	8,993	9,809	9,934	9,474	10,141	9,433	9,112	9,545	10,881	112,792
Automotive dealers . . . . .	4,694	4,812	5,294	5,087	5,540	5,716	5,419	5,898	5,362	4,998	5,077	4,883	62,780
Furniture group stores . . . . .	1,342	1,247	1,391	1,326	1,385	1,416	1,400	1,462	1,427	1,439	1,619	1,980	17,434
Nondurable goods, total . . . . .	12,853	12,304	14,242	14,142	14,961	15,067	15,078	15,562	14,910	15,015	15,860	20,148	180,142
General merchandise group stores . . . . .	2,137	2,116	2,656	2,557	2,752	2,790	2,643	2,945	2,808	2,896	3,535	5,658	35,493
Dept. stores, (excl. leased depts.) . . . . .	1,384	1,399	1,755	1,767	1,826	1,843	1,798	1,975	1,872	1,903	2,349	3,865	23,736
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,432	1,446	1,819	1,824	1,882	1,897	1,853	2,036	1,934	1,971	2,420	3,978	24,492
Food group stores . . . . .	4,113	3,971	4,494	4,457	4,610	4,721	4,861	4,755	4,678	4,599	4,649	5,111	55,019
Gasoline service stations . . . . .	1,219	1,170	1,315	1,440	1,580	1,578	1,607	1,615	1,504	1,502	1,416	1,459	17,405
Apparel & accessory stores . . . . .	1,041	992	1,278	1,251	1,304	1,377	1,345	1,468	1,361	1,352	1,596	2,383	16,748
Eating and drinking places . . . . .	2,524	2,307	2,642	2,670	2,793	2,804	2,834	2,862	2,663	2,735	2,623	2,879	32,336
Drug & proprietary stores . . . . .	913	868	962	910	979	955	945	979	958	961	1,005	1,424	11,859
GAF, total <sup>2</sup> . . . . .	5,368	5,214	6,229	5,976	6,419	6,547	6,306	6,913	6,610	6,678	8,009	12,437	82,706

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>19,073</b>	<b>19,088</b>	<b>21,439</b>	<b>21,152</b>	<b>21,977</b>	<b>21,960</b>	<b>21,865</b>	<b>22,688</b>	<b>21,685</b>	<b>22,201</b>	<b>23,190</b>	<b>28,842</b>	<b>265,160</b>
Durable goods, total . . . . .	7,061	7,414	8,365	8,225	8,618	8,504	8,226	8,645	8,170	8,288	8,687	10,193	100,396
Automotive dealers . . . . .	4,080	4,316	4,935	4,756	5,008	4,838	4,644	4,842	4,559	4,531	4,731	4,778	56,018
Furniture group stores . . . . .	1,107	1,074	1,148	1,138	1,174	1,223	1,209	1,277	1,249	1,306	1,434	1,811	15,150
Nondurable goods, total . . . . .	12,012	11,674	13,074	12,927	13,359	13,456	13,639	14,043	13,515	13,913	14,503	18,649	164,764
General merchandise group stores . . . . .	1,930	1,947	2,359	2,282	2,458	2,477	2,320	2,648	2,458	2,583	3,214	5,268	31,944
Dept. stores, (excl. leased depts.) . . . . .	1,319	1,338	1,623	1,607	1,694	1,696	1,630	1,821	1,731	1,782	2,229	3,661	22,131
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,374	1,392	1,693	1,676	1,758	1,758	1,693	1,878	1,791	1,843	2,294	3,762	22,912
Food group stores . . . . .	3,832	3,666	4,030	4,072	4,116	4,118	4,326	4,206	4,118	4,273	4,127	4,578	49,462
Gasoline service stations . . . . .	1,168	1,166	1,258	1,262	1,348	1,355	1,398	1,469	1,364	1,365	1,292	1,270	15,715
Apparel & accessory stores . . . . .	897	875	1,118	1,082	1,109	1,192	1,185	1,245	1,208	1,193	1,434	2,241	14,779
Eating and drinking places . . . . .	2,340	2,214	2,430	2,467	2,516	2,558	2,684	2,683	2,603	2,641	2,497	2,759	30,392
Drug & proprietary stores . . . . .	866	839	916	882	914	907	890	939	890	903	927	1,345	11,218
GAF, total <sup>2</sup> . . . . .	4,665	4,674	5,413	5,283	5,613	5,789	5,557	6,093	5,779	5,961	7,140	11,415	73,382

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>17,544</b>	<b>17,288</b>	<b>19,520</b>	<b>20,081</b>	<b>20,803</b>	<b>20,608</b>	<b>20,879</b>	<b>21,461</b>	<b>20,341</b>	<b>20,908</b>	<b>20,891</b>	<b>26,155</b>	<b>246,479</b>
Durable goods, total . . . . .	6,049	6,331	7,362	7,532	7,784	7,786	7,786	8,150	7,782	7,684	7,565	8,813	90,624
Automotive dealers . . . . .	3,281	3,734	4,426	4,522	4,666	4,601	4,586	4,837	4,603	4,387	4,220	4,149	52,012
Furniture group stores . . . . .	1,105	975	1,083	1,047	1,065	1,072	1,138	1,186	1,094	1,165	1,194	1,503	13,627
Nondurable goods, total . . . . .	11,495	10,957	12,158	12,549	13,019	12,822	13,093	13,311	12,559	13,224	13,326	17,342	155,855
General merchandise group stores . . . . .	1,687	1,771	2,023	2,189	2,336	2,265	2,186	2,465	2,255	2,461	2,917	4,894	29,449
Dept. stores, (excl. leased depts.) . . . . .	1,242	1,244	1,442	1,559	1,653	1,611	1,563	1,752	1,588	1,717	2,051	3,459	20,881
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,305	1,300	1,514	1,631	1,721	1,676	1,625	1,815	1,650	1,784	2,114	3,565	21,700
Food group stores . . . . .	3,834	3,481	3,793	3,877	4,016	3,905	4,103	3,933	3,846	4,011	3,739	4,275	46,813
Gasoline service stations . . . . .	1,109	1,094	1,231	1,239	1,332	1,337	1,375	1,407	1,299	1,349	1,269	1,258	15,299
Apparel & accessory stores . . . . .	882	857	1,019	1,067	1,072	1,109	1,119	1,185	1,085	1,083	1,245	1,948	13,671
Eating and drinking places . . . . .	2,285	2,131	2,366	2,417	2,522	2,525	2,584	2,559	2,343	2,443	2,293	2,467	28,935
Drug & proprietary stores . . . . .	853	786	842	870	877	884	889	910	856	896	866	1,284	10,813
GAF, total <sup>2</sup> . . . . .	4,268	4,211	4,753	4,967	5,195	5,175	5,149	5,582	5,160	5,459	6,260	10,137	66,316

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 10. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Geographic Divisions: January 1986 to December 1995**—Continued

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Geographic division and kind of business	1986												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pacific, total</b> . . . . .	<b>16,850</b>	<b>15,959</b>	<b>18,013</b>	<b>17,928</b>	<b>19,433</b>	<b>19,082</b>	<b>19,210</b>	<b>19,905</b>	<b>19,398</b>	<b>19,048</b>	<b>18,982</b>	<b>24,876</b>	<b>228,684</b>
Durable goods, total . . . . .	5,862	5,614	6,306	6,422	6,890	6,870	6,975	7,287	7,605	6,826	6,514	8,903	82,074
Automotive dealers . . . . .	3,528	3,427	3,855	3,864	4,174	4,118	4,106	4,359	4,730	3,859	3,482	4,636	48,138
Furniture group stores . . . . .	972	869	959	959	1,032	1,006	1,042	1,086	1,061	1,117	1,211	1,577	12,891
Nondurable goods, total . . . . .	10,988	10,345	11,707	11,506	12,543	12,212	12,235	12,618	11,793	12,222	12,468	15,973	146,610
General merchandise group stores . . . . .	1,788	1,812	2,217	2,172	2,428	2,302	2,216	2,460	2,268	2,328	2,566	4,254	28,811
Dept. stores, (excl. leased depts.) . . . . .	1,312	1,333	1,628	1,589	1,766	1,672	1,637	1,815	1,683	1,645	1,845	3,092	21,017
Dept. stores, (incl. leased depts.) <sup>1</sup> . . . . .	1,375	1,396	1,706	1,666	1,853	1,749	1,715	1,902	1,762	1,725	1,933	3,240	22,022
Food group stores . . . . .	3,716	3,382	3,768	3,709	4,074	3,902	4,041	3,993	3,764	3,963	3,885	4,194	46,391
Gasoline service stations . . . . .	1,135	1,086	1,138	1,130	1,227	1,243	1,214	1,201	1,147	1,192	1,160	1,187	14,060
Apparel & accessory stores . . . . .	772	755	922	897	1,010	1,024	1,006	1,100	1,014	999	1,147	1,782	12,428
Eating and drinking places . . . . .	1,993	1,820	2,092	2,057	2,177	2,178	2,190	2,297	2,062	2,128	2,130	2,270	25,394
Drug & proprietary stores . . . . .	779	709	795	783	811	803	803	796	771	795	781	1,208	9,834
GAF, total <sup>2</sup> . . . . .	4,086	3,970	4,688	4,633	5,141	4,995	4,946	5,367	5,015	5,136	5,711	9,112	62,800

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1995												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>7,301</b>	<b>7,051</b>	<b>8,446</b>	<b>8,325</b>	<b>8,948</b>	<b>8,964</b>	<b>8,517</b>	<b>9,105</b>	<b>8,668</b>	<b>8,824</b>	<b>9,370</b>	<b>10,787</b>	<b>104,306</b>
Durable goods, total . . . . .	2,649	2,593	3,262	3,195	3,582	3,641	3,375	3,814	3,397	3,369	3,445	3,562	39,884
Nondurable goods, total . . . . .	4,652	4,458	5,184	5,130	5,366	5,323	5,142	5,291	5,271	5,455	5,925	7,225	64,422
Dept. stores (excl. leased depts.) . . . . .	537	550	717	754	784	786	742	782	743	811	1,133	1,564	9,903
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	555	566	738	777	807	808	762	807	764	833	1,166	1,600	10,183
GAF, total <sup>2</sup> . . . . .	1,570	1,557	1,905	1,976	2,042	2,038	1,941	2,158	2,033	2,112	2,718	3,860	25,910
<b>Tennessee, total</b> . . . . .	<b>3,293</b>	<b>3,296</b>	<b>3,939</b>	<b>3,982</b>	<b>4,194</b>	<b>4,222</b>	<b>4,154</b>	<b>4,364</b>	<b>4,045</b>	<b>4,081</b>	<b>4,293</b>	<b>4,987</b>	<b>48,850</b>
Nondurable goods, total . . . . .	1,918	1,923	2,231	2,290	2,384	2,382	2,375	2,513	2,319	2,348	2,565	3,087	28,335
Dept. stores (excl. leased depts.) . . . . .	323	335	426	430	430	431	430	456	433	460	586	807	5,547
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	327	339	430	434	434	436	434	460	437	464	592	813	5,600
GAF, total <sup>2</sup> . . . . .	811	799	988	1,021	1,049	1,031	1,026	1,084	1,032	1,095	1,386	1,929	13,251
<b>Texas, total</b> . . . . .	<b>11,747</b>	<b>11,664</b>	<b>13,852</b>	<b>13,150</b>	<b>14,271</b>	<b>14,324</b>	<b>13,927</b>	<b>14,311</b>	<b>13,350</b>	<b>13,263</b>	<b>13,592</b>	<b>16,431</b>	<b>163,882</b>
Durable goods, total . . . . .	4,861	4,974	6,156	5,486	6,330	6,552	6,068	6,307	5,854	5,668	5,673	6,576	70,505
Nondurable goods, total . . . . .	6,886	6,690	7,696	7,664	7,941	7,772	7,859	8,004	7,496	7,595	7,919	9,855	93,377
Dept. stores (excl. leased depts.) . . . . .	1,146	1,183	1,410	1,438	1,500	1,474	1,507	1,586	1,405	1,451	1,752	2,649	18,501
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	1,158	1,197	1,427	1,455	1,516	1,490	1,522	1,604	1,421	1,466	1,772	2,676	18,704
GAF, total <sup>2</sup> . . . . .	2,938	2,902	3,401	3,392	3,626	3,524	3,518	3,882	3,518	3,549	4,262	6,446	44,958
<b>Virginia, total</b> . . . . .	<b>4,709</b>	<b>4,667</b>	<b>5,460</b>	<b>5,344</b>	<b>5,853</b>	<b>5,642</b>	<b>5,614</b>	<b>5,797</b>	<b>5,462</b>	<b>5,572</b>	<b>5,770</b>	<b>6,633</b>	<b>66,523</b>
Nondurable goods, total . . . . .	2,864	2,783	3,176	3,275	3,415	3,326	3,277	3,424	3,342	3,407	3,616	4,303	40,208
Dept. stores (excl. leased depts.) . . . . .	294	311	392	414	420	410	411	429	415	432	558	798	5,284
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	301	318	400	423	428	418	420	438	424	441	569	811	5,391
GAF, total <sup>2</sup> . . . . .	1,068	1,061	1,256	1,250	1,338	1,297	1,278	1,425	1,370	1,350	1,686	2,464	16,843
<b>Wisconsin, total</b> . . . . .	<b>3,226</b>	<b>3,203</b>	<b>3,890</b>	<b>3,801</b>	<b>4,172</b>	<b>4,163</b>	<b>3,936</b>	<b>4,463</b>	<b>4,148</b>	<b>4,243</b>	<b>4,714</b>	<b>5,289</b>	<b>49,248</b>
Durable goods, total . . . . .	1,306	1,332	1,810	1,757	1,919	1,986	1,818	2,147	1,964	1,929	1,882	1,982	21,832
Nondurable goods, total . . . . .	1,920	1,871	2,080	2,044	2,253	2,177	2,118	2,316	2,184	2,314	2,832	3,307	27,416
Dept. stores (excl. leased depts.) . . . . .	277	283	353	357	380	392	354	407	379	396	514	699	4,791
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	282	289	360	365	388	401	362	415	386	404	525	713	4,890
GAF, total <sup>2</sup> . . . . .	728	696	837	857	895	898	859	974	924	973	1,147	1,568	11,356

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1994												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	<b>6,661</b>	<b>6,963</b>	<b>8,222</b>	<b>8,216</b>	<b>8,573</b>	<b>8,745</b>	<b>8,248</b>	<b>8,682</b>	<b>8,398</b>	<b>8,650</b>	<b>8,890</b>	<b>10,544</b>	<b>100,792</b>
Durable goods, total .....	2,289	2,611	3,128	3,313	3,509	3,626	3,208	3,471	3,306	3,290	3,189	3,556	38,496
Nondurable goods, total .....	4,372	4,352	5,094	4,903	5,064	5,119	5,040	5,211	5,092	5,360	5,701	6,988	62,296
Dept. stores (excl. leased depts.) .....	447	506	682	710	727	747	689	756	737	830	1,088	1,549	9,468
Dept. stores (incl. leased depts.) <sup>1</sup> .....	466	524	706	736	752	773	713	783	765	857	1,122	1,587	9,784
GAF, total <sup>2</sup> .....	1,332	1,434	1,805	1,871	1,912	1,947	1,796	2,041	1,956	2,128	2,603	3,847	24,672
<b>Tennessee, total</b> .....	<b>2,935</b>	<b>3,187</b>	<b>3,765</b>	<b>3,747</b>	<b>3,840</b>	<b>3,869</b>	<b>3,742</b>	<b>3,946</b>	<b>3,767</b>	<b>3,951</b>	<b>4,063</b>	<b>4,737</b>	<b>45,549</b>
Nondurable goods, total .....	1,751	1,821	2,071	2,080	2,144	2,154	2,174	2,287	2,149	2,306	2,411	2,884	26,232
Dept. stores (excl. leased depts.) .....	287	315	390	383	393	393	386	417	393	435	522	761	5,075
Dept. stores (incl. leased depts.) <sup>1</sup> .....	291	320	395	388	398	398	390	422	399	440	528	769	5,138
GAF, total <sup>2</sup> .....	720	767	927	922	944	931	937	996	958	1,073	1,270	1,868	12,313
<b>Texas, total</b> .....	<b>10,685</b>	<b>10,784</b>	<b>12,715</b>	<b>12,350</b>	<b>12,871</b>	<b>13,034</b>	<b>12,801</b>	<b>13,259</b>	<b>12,425</b>	<b>12,652</b>	<b>13,047</b>	<b>16,144</b>	<b>152,767</b>
Durable goods, total .....	4,196	4,403	5,345	5,177	5,392	5,627	5,278	5,506	5,174	5,147	5,266	6,256	62,767
Nondurable goods, total .....	6,489	6,381	7,370	7,173	7,479	7,407	7,523	7,753	7,251	7,505	7,781	9,888	90,000
Dept. stores (excl. leased depts.) .....	1,078	1,106	1,372	1,273	1,368	1,350	1,376	1,468	1,290	1,413	1,629	2,546	17,269
Dept. stores (incl. leased depts.) <sup>1</sup> .....	1,093	1,122	1,392	1,291	1,385	1,367	1,393	1,486	1,308	1,431	1,647	2,575	17,490
GAF, total <sup>2</sup> .....	2,805	2,833	3,380	3,194	3,380	3,341	3,346	3,605	3,239	3,466	4,039	6,300	42,928
<b>Virginia, total</b> .....	<b>4,182</b>	<b>4,301</b>	<b>5,072</b>	<b>5,107</b>	<b>5,312</b>	<b>5,269</b>	<b>5,174</b>	<b>5,382</b>	<b>5,128</b>	<b>5,189</b>	<b>5,352</b>	<b>6,435</b>	<b>61,903</b>
Nondurable goods, total .....	2,686	2,660	3,037	3,097	3,162	3,079	3,130	3,160	3,081	3,238	3,384	4,192	37,906
Dept. stores (excl. leased depts.) .....	274	294	375	388	388	389	381	404	392	432	514	782	5,013
Dept. stores (incl. leased depts.) <sup>1</sup> .....	280	300	383	398	397	398	389	413	400	441	525	796	5,120
GAF, total <sup>2</sup> .....	945	979	1,205	1,205	1,264	1,274	1,232	1,365	1,309	1,341	1,584	2,408	16,111
<b>Wisconsin, total</b> .....	<b>2,945</b>	<b>3,041</b>	<b>3,680</b>	<b>3,709</b>	<b>3,887</b>	<b>3,827</b>	<b>3,758</b>	<b>4,135</b>	<b>3,795</b>	<b>3,990</b>	<b>4,337</b>	<b>5,038</b>	<b>46,142</b>
Durable goods, total .....	1,117	1,256	1,641	1,684	1,713	1,670	1,618	1,847	1,636	1,694	1,642	1,794	19,312
Nondurable goods, total .....	1,828	1,785	2,039	2,025	2,174	2,157	2,140	2,288	2,159	2,296	2,695	3,244	26,830
Dept. stores (excl. leased depts.) .....	255	260	339	339	353	357	333	383	345	388	477	688	4,517
Dept. stores (incl. leased depts.) <sup>1</sup> .....	260	265	346	347	361	365	339	391	352	397	487	704	4,614
GAF, total <sup>2</sup> .....	628	621	800	813	826	847	828	919	856	939	1,103	1,613	10,793

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 11. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1993												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,824</b>	<b>6,677</b>	<b>7,423</b>	<b>7,972</b>	<b>8,204</b>	<b>8,193</b>	<b>8,213</b>	<b>8,131</b>	<b>7,859</b>	<b>8,144</b>	<b>8,465</b>	<b>10,070</b>	<b>96,175</b>
Durable goods, total . . . . .	2,310	2,320	2,619	2,992	3,089	3,234	3,217	3,144	2,903	2,922	2,985	3,381	35,116
Nondurable goods, total . . . . .	4,514	4,357	4,804	4,980	5,115	4,959	4,996	4,987	4,956	5,222	5,480	6,689	61,059
Dept. stores (excl. leased depts.) . . . . .	468	468	582	669	715	653	638	680	687	765	1,013	1,452	8,790
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	486	488	604	694	741	677	662	706	713	791	1,046	1,491	9,099
GAF, total <sup>2</sup> . . . . .	1,451	1,395	1,602	1,831	1,881	1,787	1,792	1,887	1,843	1,977	2,452	3,601	23,499
<b>Tennessee, total</b> . . . . .	<b>2,850</b>	<b>2,912</b>	<b>3,213</b>	<b>3,376</b>	<b>3,597</b>	<b>3,471</b>	<b>3,630</b>	<b>3,578</b>	<b>3,409</b>	<b>3,569</b>	<b>3,733</b>	<b>4,336</b>	<b>41,674</b>
Nondurable goods, total . . . . .	1,743	1,788	1,921	2,015	2,149	2,038	2,127	2,143	2,017	2,159	2,238	2,691	25,029
Dept. stores (excl. leased depts.) . . . . .	268	279	318	348	366	345	354	374	351	397	481	685	4,566
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	273	285	324	353	372	351	358	379	356	402	487	694	4,634
GAF, total <sup>2</sup> . . . . .	706	722	792	845	863	827	854	896	861	961	1,191	1,695	11,213
<b>Texas, total</b> . . . . .	<b>10,230</b>	<b>10,196</b>	<b>11,659</b>	<b>11,788</b>	<b>12,144</b>	<b>11,941</b>	<b>12,365</b>	<b>12,134</b>	<b>11,481</b>	<b>11,735</b>	<b>11,972</b>	<b>14,806</b>	<b>142,451</b>
Durable goods, total . . . . .	3,756	3,903	4,624	4,682	4,829	4,906	4,953	4,825	4,590	4,472	4,526	5,547	55,613
Nondurable goods, total . . . . .	6,474	6,293	7,035	7,106	7,315	7,035	7,412	7,309	6,891	7,263	7,446	9,259	86,838
Dept. stores (excl. leased depts.) . . . . .	981	1,012	1,172	1,186	1,256	1,202	1,269	1,326	1,153	1,312	1,479	2,308	15,656
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	997	1,028	1,191	1,206	1,276	1,222	1,287	1,345	1,170	1,328	1,496	2,335	15,881
GAF, total <sup>2</sup> . . . . .	2,564	2,543	2,959	3,108	3,214	3,056	3,215	3,339	3,018	3,262	3,716	5,751	39,745
<b>Virginia, total</b> . . . . .	<b>4,040</b>	<b>4,021</b>	<b>4,438</b>	<b>4,741</b>	<b>4,996</b>	<b>4,933</b>	<b>4,986</b>	<b>4,888</b>	<b>4,776</b>	<b>5,000</b>	<b>5,155</b>	<b>6,051</b>	<b>58,025</b>
Nondurable goods, total . . . . .	2,646	2,563	2,823	2,977	3,075	3,006	3,103	3,044	2,984	3,202	3,336	4,066	36,825
Dept. stores (excl. leased depts.) . . . . .	258	270	313	355	366	343	343	367	364	397	481	732	4,589
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	265	277	320	363	374	350	351	375	372	405	491	747	4,690
GAF, total <sup>2</sup> . . . . .	891	882	1,006	1,090	1,158	1,129	1,130	1,208	1,182	1,244	1,508	2,229	14,657
<b>Wisconsin, total</b> . . . . .	<b>2,733</b>	<b>2,683</b>	<b>3,211</b>	<b>3,347</b>	<b>3,464</b>	<b>3,473</b>	<b>3,514</b>	<b>3,579</b>	<b>3,476</b>	<b>3,652</b>	<b>3,990</b>	<b>4,718</b>	<b>41,840</b>
Durable goods, total . . . . .	1,003	1,023	1,349	1,470	1,445	1,516	1,495	1,480	1,454	1,494	1,487	1,689	16,905
Nondurable goods, total . . . . .	1,730	1,660	1,862	1,877	2,019	1,957	2,019	2,099	2,022	2,158	2,503	3,029	24,935
Dept. stores (excl. leased depts.) . . . . .	245	246	297	324	339	320	319	361	337	373	446	643	4,250
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	250	251	303	330	346	327	326	368	344	380	455	654	4,334
GAF, total <sup>2</sup> . . . . .	591	575	683	725	755	749	740	800	788	852	997	1,474	9,729

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1992												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,398</b>	<b>6,672</b>	<b>7,186</b>	<b>7,457</b>	<b>7,680</b>	<b>7,761</b>	<b>7,824</b>	<b>7,846</b>	<b>7,533</b>	<b>7,970</b>	<b>7,882</b>	<b>9,378</b>	<b>91,587</b>
Durable goods, total . . . . .	2,142	2,313	2,577	2,702	2,710	2,913	2,916	2,849	2,728	2,791	2,463	2,864	31,968
Nondurable goods, total . . . . .	4,256	4,359	4,609	4,755	4,970	4,848	4,908	4,997	4,805	5,179	5,419	6,514	59,619
Dept. stores (excl. leased depts.) . . . . .	430	476	564	637	669	604	573	666	629	712	945	1,352	8,257
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	452	498	589	665	696	629	597	692	654	738	976	1,393	8,579
GAF, total <sup>2</sup> . . . . .	1,335	1,421	1,580	1,748	1,770	1,668	1,627	1,805	1,707	1,886	2,262	3,343	22,152
<b>Tennessee, total</b> . . . . .	<b>2,621</b>	<b>2,730</b>	<b>2,922</b>	<b>2,983</b>	<b>3,153</b>	<b>3,081</b>	<b>3,197</b>	<b>3,242</b>	<b>3,131</b>	<b>3,384</b>	<b>3,410</b>	<b>4,010</b>	<b>37,864</b>
Nondurable goods, total . . . . .	1,646	1,667	1,737	1,802	1,909	1,811	1,920	2,005	1,875	2,069	2,128	2,555	23,124
Dept. stores (excl. leased depts.) . . . . .	241	268	306	317	327	305	306	342	307	361	436	622	4,138
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	246	273	312	323	333	311	311	348	313	367	444	632	4,213
GAF, total <sup>2</sup> . . . . .	623	674	743	741	781	745	769	827	762	861	1,038	1,523	10,087
<b>Texas, total</b> . . . . .	<b>9,934</b>	<b>10,083</b>	<b>11,035</b>	<b>11,065</b>	<b>11,554</b>	<b>11,536</b>	<b>11,795</b>	<b>11,821</b>	<b>11,093</b>	<b>11,449</b>	<b>11,309</b>	<b>13,860</b>	<b>136,534</b>
Durable goods, total . . . . .	3,622	3,759	4,208	4,266	4,418	4,541	4,580	4,417	4,271	4,260	3,962	4,809	51,113
Nondurable goods, total . . . . .	6,312	6,324	6,827	6,799	7,136	6,995	7,215	7,404	6,822	7,189	7,347	9,051	85,421
Dept. stores (excl. leased depts.) . . . . .	890	982	1,109	1,117	1,161	1,103	1,131	1,262	1,041	1,161	1,419	2,144	14,520
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	908	998	1,126	1,138	1,182	1,119	1,149	1,278	1,059	1,180	1,437	2,175	14,749
GAF, total <sup>2</sup> . . . . .	2,426	2,518	2,744	2,820	2,940	2,762	2,832	3,113	2,725	2,963	3,420	5,273	36,536
<b>Virginia, total</b> . . . . .	<b>3,749</b>	<b>3,830</b>	<b>4,185</b>	<b>4,360</b>	<b>4,567</b>	<b>4,458</b>	<b>4,498</b>	<b>4,485</b>	<b>4,320</b>	<b>4,523</b>	<b>4,499</b>	<b>5,512</b>	<b>52,986</b>
Nondurable goods, total . . . . .	2,419	2,454	2,682	2,807	2,939	2,824	2,895	2,912	2,830	3,062	3,051	3,807	34,682
Dept. stores (excl. leased depts.) . . . . .	226	252	290	327	332	315	308	351	336	370	451	684	4,242
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	231	259	297	336	340	322	315	358	344	378	461	697	4,338
GAF, total <sup>2</sup> . . . . .	786	861	965	1,016	1,073	1,043	1,032	1,135	1,071	1,129	1,342	2,024	13,477
<b>Wisconsin, total</b> . . . . .	<b>3,094</b>	<b>2,953</b>	<b>3,073</b>	<b>3,194</b>	<b>3,350</b>	<b>3,303</b>	<b>3,308</b>	<b>3,368</b>	<b>3,198</b>	<b>3,338</b>	<b>3,458</b>	<b>4,010</b>	<b>39,647</b>
Durable goods, total . . . . .	1,300	1,221	1,305	1,372	1,363	1,413	1,386	1,324	1,301	1,234	1,155	1,285	15,659
Nondurable goods, total . . . . .	1,794	1,732	1,768	1,822	1,987	1,890	1,922	2,044	1,897	2,104	2,303	2,725	23,988
Dept. stores (excl. leased depts.) . . . . .	220	232	281	298	324	295	289	343	299	352	435	605	3,973
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	224	238	288	305	331	302	295	351	305	360	445	618	4,062
GAF, total <sup>2</sup> . . . . .	541	562	679	713	753	720	700	773	716	796	928	1,360	9,241

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1991												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,040</b>	<b>6,034</b>	<b>7,070</b>	<b>7,019</b>	<b>7,663</b>	<b>7,317</b>	<b>7,250</b>	<b>7,603</b>	<b>7,177</b>	<b>7,333</b>	<b>7,641</b>	<b>8,583</b>	<b>86,730</b>
Durable goods, total . . . . .	1,806	1,932	2,291	2,425	2,533	2,571	2,577	2,572	2,515	2,419	2,316	2,532	28,489
Nondurable goods, total . . . . .	4,234	4,102	4,779	4,594	5,130	4,746	4,673	5,031	4,662	4,914	5,325	6,051	58,241
Dept. stores (excl. leased depts.) . . . . .	389	424	592	600	671	580	535	641	579	640	908	1,262	7,821
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	410	446	622	627	701	606	560	671	602	666	944	1,305	8,160
GAF, total <sup>2</sup> . . . . .	1,205	1,238	1,616	1,561	1,743	1,564	1,497	1,742	1,590	1,728	2,199	3,169	20,852
<b>Tennessee, total</b> . . . . .	<b>2,262</b>	<b>2,330</b>	<b>2,730</b>	<b>2,678</b>	<b>2,972</b>	<b>2,809</b>	<b>2,835</b>	<b>2,973</b>	<b>2,658</b>	<b>2,856</b>	<b>2,900</b>	<b>3,329</b>	<b>33,332</b>
Nondurable goods, total . . . . .	1,513	1,484	1,741	1,670	1,805	1,718	1,749	1,870	1,668	1,797	1,938	2,215	21,168
Dept. stores (excl. leased depts.) . . . . .	210	220	301	288	306	291	279	324	283	309	404	567	3,782
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	214	224	305	292	311	294	282	327	286	314	410	575	3,834
GAF, total <sup>2</sup> . . . . .	547	575	714	700	746	701	725	807	706	797	932	1,343	9,293
<b>Texas, total</b> . . . . .	<b>8,982</b>	<b>9,013</b>	<b>10,538</b>	<b>10,114</b>	<b>11,077</b>	<b>10,302</b>	<b>10,569</b>	<b>11,039</b>	<b>9,837</b>	<b>10,489</b>	<b>10,779</b>	<b>12,816</b>	<b>125,555</b>
Durable goods, total . . . . .	3,004	3,179	3,781	3,704	4,135	3,754	3,987	4,004	3,564	3,911	3,661	4,166	44,850
Nondurable goods, total . . . . .	5,978	5,834	6,757	6,410	6,942	6,548	6,582	7,035	6,273	6,578	7,118	8,650	80,705
Dept. stores (excl. leased depts.) . . . . .	815	863	1,124	1,034	1,112	1,068	1,060	1,212	983	1,062	1,313	1,951	13,597
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	829	882	1,143	1,058	1,127	1,082	1,072	1,229	996	1,080	1,332	1,983	13,813
GAF, total <sup>2</sup> . . . . .	2,141	2,205	2,768	2,587	2,837	2,678	2,658	3,048	2,554	2,730	3,312	5,005	34,523
<b>Virginia, total</b> . . . . .	<b>3,547</b>	<b>3,603</b>	<b>4,183</b>	<b>4,189</b>	<b>4,504</b>	<b>4,270</b>	<b>4,307</b>	<b>4,493</b>	<b>4,137</b>	<b>4,330</b>	<b>4,420</b>	<b>5,157</b>	<b>51,140</b>
Nondurable goods, total . . . . .	2,349	2,332	2,698	2,581	2,899	2,721	2,685	2,974	2,693	2,836	2,964	3,490	33,222
Dept. stores (excl. leased depts.) . . . . .	193	209	285	289	309	282	273	323	288	312	420	615	3,798
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	198	216	294	298	316	290	278	330	296	319	429	626	3,890
GAF, total <sup>2</sup> . . . . .	694	732	966	930	1,039	977	919	1,085	990	1,040	1,287	1,988	12,647
<b>Wisconsin, total</b> . . . . .	<b>2,653</b>	<b>2,608</b>	<b>3,098</b>	<b>3,191</b>	<b>3,373</b>	<b>3,315</b>	<b>3,279</b>	<b>3,389</b>	<b>3,093</b>	<b>3,376</b>	<b>3,463</b>	<b>3,866</b>	<b>38,704</b>
Durable goods, total . . . . .	1,019	1,081	1,277	1,373	1,382	1,349	1,361	1,366	1,249	1,397	1,276	1,363	15,493
Nondurable goods, total . . . . .	1,634	1,527	1,821	1,818	1,991	1,966	1,918	2,023	1,844	1,979	2,187	2,503	23,211
Dept. stores (excl. leased depts.) . . . . .	193	199	277	265	291	272	259	310	279	306	386	541	3,578
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	197	204	286	272	299	279	265	318	287	314	395	552	3,668
GAF, total <sup>2</sup> . . . . .	491	512	623	609	696	659	631	745	675	719	862	1,170	8,392

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1990												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	<b>6,454</b>	<b>6,460</b>	<b>7,325</b>	<b>7,170</b>	<b>7,692</b>	<b>7,494</b>	<b>7,319</b>	<b>7,886</b>	<b>7,110</b>	<b>7,411</b>	<b>7,736</b>	<b>8,502</b>	<b>88,559</b>
Durable goods, total .....	2,317	2,421	2,696	2,677	2,912	2,873	2,734	2,901	2,423	2,509	2,450	2,475	31,388
Nondurable goods, total .....	4,137	4,039	4,629	4,493	4,780	4,621	4,585	4,985	4,687	4,902	5,286	6,027	57,171
Dept. stores (excl. leased depts.) .....	398	434	586	598	607	592	527	618	586	631	888	1,219	7,684
Dept. stores (incl. leased depts.) <sup>1</sup> .....	422	457	616	627	636	620	554	649	615	661	928	1,269	8,054
GAF, total <sup>2</sup> .....	1,314	1,315	1,610	1,586	1,662	1,627	1,491	1,687	1,593	1,689	2,220	3,138	20,932
<b>Tennessee, total</b> .....	<b>2,349</b>	<b>2,325</b>	<b>2,660</b>	<b>2,570</b>	<b>2,792</b>	<b>2,721</b>	<b>2,713</b>	<b>2,881</b>	<b>2,605</b>	<b>2,702</b>	<b>2,785</b>	<b>3,128</b>	<b>32,231</b>
Nondurable goods, total .....	1,415	1,412	1,634	1,596	1,706	1,660	1,666	1,806	1,652	1,748	1,857	2,133	20,285
Dept. stores (excl. leased depts.) .....	196	210	285	274	285	284	264	298	273	296	374	543	3,582
Dept. stores (incl. leased depts.) <sup>1</sup> .....	201	216	292	281	291	289	269	303	280	302	381	553	3,658
GAF, total <sup>2</sup> .....	537	560	673	659	676	661	659	728	670	726	844	1,266	8,659
<b>Texas, total</b> .....	<b>8,679</b>	<b>8,476</b>	<b>9,793</b>	<b>9,697</b>	<b>10,344</b>	<b>10,158</b>	<b>9,879</b>	<b>10,614</b>	<b>9,726</b>	<b>10,142</b>	<b>10,501</b>	<b>12,354</b>	<b>120,363</b>
Durable goods, total .....	3,145	3,030	3,570	3,582	3,915	3,784	3,651	3,846	3,542	3,622	3,497	3,826	43,010
Nondurable goods, total .....	5,534	5,446	6,223	6,115	6,429	6,374	6,228	6,768	6,184	6,520	7,004	8,528	77,353
Dept. stores (excl. leased depts.) .....	771	809	1,033	1,000	1,066	1,052	988	1,137	932	1,023	1,210	1,919	12,940
Dept. stores (incl. leased depts.) <sup>1</sup> .....	789	831	1,054	1,022	1,079	1,072	1,008	1,159	955	1,043	1,230	1,954	13,196
GAF, total <sup>2</sup> .....	2,039	2,076	2,516	2,446	2,635	2,574	2,416	2,843	2,398	2,559	3,051	4,714	32,267
<b>Virginia, total</b> .....	<b>4,015</b>	<b>3,745</b>	<b>4,371</b>	<b>4,352</b>	<b>4,556</b>	<b>4,514</b>	<b>4,347</b>	<b>4,565</b>	<b>4,196</b>	<b>4,238</b>	<b>4,427</b>	<b>5,040</b>	<b>52,366</b>
Nondurable goods, total .....	2,356	2,277	2,636	2,570	2,765	2,773	2,601	2,886	2,646	2,674	2,980	3,441	32,605
Dept. stores (excl. leased depts.) .....	197	208	288	289	293	285	256	300	280	286	388	588	3,658
Dept. stores (incl. leased depts.) <sup>1</sup> .....	205	216	296	297	301	292	263	308	288	293	399	604	3,762
GAF, total <sup>2</sup> .....	770	769	939	951	1,005	997	899	1,012	944	967	1,234	1,921	12,408
<b>Wisconsin, total</b> .....	<b>2,814</b>	<b>2,622</b>	<b>3,193</b>	<b>3,213</b>	<b>3,400</b>	<b>3,443</b>	<b>3,365</b>	<b>3,458</b>	<b>3,209</b>	<b>3,519</b>	<b>3,475</b>	<b>3,766</b>	<b>39,477</b>
Durable goods, total .....	1,271	1,148	1,454	1,456	1,538	1,516	1,529	1,514	1,311	1,498	1,254	1,247	16,736
Nondurable goods, total .....	1,543	1,474	1,739	1,757	1,862	1,927	1,836	1,944	1,898	2,021	2,221	2,519	22,741
Dept. stores (excl. leased depts.) .....	176	182	253	245	262	260	243	289	261	272	370	500	3,313
Dept. stores (incl. leased depts.) <sup>1</sup> .....	182	189	261	254	271	269	250	298	270	280	380	514	3,418
GAF, total <sup>2</sup> .....	458	454	589	575	619	613	565	672	625	656	816	1,093	7,735

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>6,096</b>	<b>6,029</b>	<b>7,085</b>	<b>6,871</b>	<b>7,580</b>	<b>7,438</b>	<b>7,195</b>	<b>7,690</b>	<b>7,224</b>	<b>7,270</b>	<b>7,645</b>	<b>8,709</b>	<b>86,832</b>
Durable goods, total . . . . .	2,167	2,229	2,662	2,578	2,991	2,971	2,827	3,065	2,708	2,599	2,493	2,656	31,946
Nondurable goods, total . . . . .	3,929	3,800	4,423	4,293	4,589	4,467	4,368	4,625	4,516	4,671	5,152	6,053	54,886
Dept. stores (excl. leased depts.) . . . . .	406	409	575	584	617	606	536	616	587	631	891	1,260	7,718
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	427	427	599	608	643	631	560	643	614	659	930	1,307	8,048
GAF, total <sup>2</sup> . . . . .	1,243	1,217	1,507	1,505	1,628	1,601	1,449	1,671	1,628	1,723	2,237	3,274	20,683
<b>Tennessee, total</b> . . . . .	<b>2,122</b>	<b>2,071</b>	<b>2,500</b>	<b>2,471</b>	<b>2,642</b>	<b>2,555</b>	<b>2,575</b>	<b>2,767</b>	<b>2,541</b>	<b>2,512</b>	<b>2,631</b>	<b>3,048</b>	<b>30,435</b>
Nondurable goods, total . . . . .	1,274	1,245	1,460	1,446	1,565	1,526	1,549	1,625	1,496	1,541	1,658	1,998	18,383
Dept. stores (excl. leased depts.) . . . . .	187	180	269	267	269	264	253	281	267	281	359	530	3,407
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	192	184	274	272	274	268	258	286	272	286	365	541	3,472
GAF, total <sup>2</sup> . . . . .	488	478	618	620	648	627	619	699	662	686	840	1,244	8,229
<b>Texas, total</b> . . . . .	<b>8,205</b>	<b>7,953</b>	<b>9,575</b>	<b>9,289</b>	<b>10,050</b>	<b>9,715</b>	<b>9,539</b>	<b>10,010</b>	<b>9,261</b>	<b>9,206</b>	<b>9,529</b>	<b>11,518</b>	<b>113,850</b>
Durable goods, total . . . . .	2,843	2,781	3,483	3,398	3,810	3,594	3,470	3,662	3,319	3,267	3,191	3,497	40,315
Nondurable goods, total . . . . .	5,362	5,172	6,092	5,891	6,240	6,121	6,069	6,348	5,942	5,939	6,338	8,021	73,535
Dept. stores (excl. leased depts.) . . . . .	735	719	971	939	972	947	943	1,055	928	957	1,153	1,885	12,204
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	751	733	993	959	991	964	962	1,076	949	976	1,173	1,920	12,447
GAF, total <sup>2</sup> . . . . .	1,925	1,898	2,397	2,283	2,468	2,365	2,329	2,637	2,374	2,382	2,876	4,593	30,527
<b>Virginia, total</b> . . . . .	<b>3,416</b>	<b>3,189</b>	<b>3,856</b>	<b>3,915</b>	<b>4,095</b>	<b>4,208</b>	<b>4,198</b>	<b>4,504</b>	<b>4,148</b>	<b>4,139</b>	<b>4,336</b>	<b>5,262</b>	<b>49,266</b>
Nondurable goods, total . . . . .	2,008	1,971	2,353	2,320	2,511	2,516	2,440	2,568	2,536	2,545	2,772	3,425	29,965
Dept. stores (excl. leased depts.) . . . . .	187	184	258	266	276	269	251	284	279	297	394	593	3,538
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	193	190	265	274	284	276	257	291	286	305	404	609	3,634
GAF, total <sup>2</sup> . . . . .	713	699	879	874	937	935	875	977	954	976	1,235	1,942	11,996
<b>Wisconsin, total</b> . . . . .	<b>2,539</b>	<b>2,424</b>	<b>2,928</b>	<b>3,091</b>	<b>3,306</b>	<b>3,312</b>	<b>3,124</b>	<b>3,355</b>	<b>3,201</b>	<b>3,079</b>	<b>3,213</b>	<b>3,585</b>	<b>37,157</b>
Durable goods, total . . . . .	1,081	1,055	1,283	1,451	1,560	1,557	1,372	1,573	1,460	1,276	1,225	1,233	16,126
Nondurable goods, total . . . . .	1,458	1,369	1,645	1,640	1,746	1,755	1,752	1,782	1,741	1,803	1,988	2,352	21,031
Dept. stores (excl. leased depts.) . . . . .	165	160	224	239	241	237	222	248	245	274	341	477	3,073
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	170	165	230	247	248	244	229	256	253	282	351	488	3,163
GAF, total <sup>2</sup> . . . . .	439	415	531	547	580	573	540	622	613	641	764	1,052	7,317

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 11. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	<b>5,762</b>	<b>5,981</b>	<b>6,810</b>	<b>6,858</b>	<b>7,164</b>	<b>7,145</b>	<b>6,821</b>	<b>7,141</b>	<b>6,739</b>	<b>6,981</b>	<b>7,326</b>	<b>8,583</b>	<b>83,311</b>
Durable goods, total .....	2,030	2,338	2,718	2,819	2,943	2,996	2,697	2,854	2,551	2,540	2,575	2,831	31,892
Nondurable goods, total .....	3,732	3,643	4,092	4,039	4,221	4,149	4,124	4,287	4,188	4,441	4,751	5,752	51,419
Dept. stores (excl. leased depts.) .....	398	410	560	569	608	597	529	591	586	659	861	1,266	7,634
Dept. stores (incl. leased depts.) <sup>1</sup> .....	422	430	587	595	633	621	551	616	609	686	894	1,309	7,953
GAF, total <sup>2</sup> .....	1,136	1,151	1,479	1,446	1,520	1,517	1,406	1,567	1,532	1,668	2,089	3,174	19,685
<b>Tennessee, total</b> .....	<b>1,842</b>	<b>2,000</b>	<b>2,315</b>	<b>2,320</b>	<b>2,408</b>	<b>2,383</b>	<b>2,383</b>	<b>2,544</b>	<b>2,303</b>	<b>2,402</b>	<b>2,467</b>	<b>2,976</b>	<b>28,343</b>
Nondurable goods, total .....	1,149	1,181	1,355	1,361	1,414	1,395	1,433	1,501	1,390	1,459	1,523	1,894	17,055
Dept. stores (excl. leased depts.) .....	172	180	253	252	259	252	242	260	243	283	341	521	3,258
Dept. stores (incl. leased depts.) <sup>1</sup> .....	178	186	259	258	265	258	248	266	249	289	348	532	3,336
GAF, total <sup>2</sup> .....	441	456	576	576	593	573	580	647	594	658	765	1,180	7,639
<b>Texas, total</b> .....	<b>7,633</b>	<b>7,805</b>	<b>8,958</b>	<b>8,984</b>	<b>9,288</b>	<b>9,199</b>	<b>9,133</b>	<b>9,629</b>	<b>8,700</b>	<b>8,920</b>	<b>9,100</b>	<b>11,337</b>	<b>108,686</b>
Durable goods, total .....	2,675	2,844	3,301	3,368	3,579	3,577	3,450	3,631	3,117	3,262	3,086	3,564	39,454
Nondurable goods, total .....	4,958	4,961	5,657	5,616	5,709	5,622	5,683	5,998	5,583	5,658	6,014	7,773	69,232
Dept. stores (excl. leased depts.) .....	630	655	857	825	872	842	851	952	819	885	1,056	1,778	11,022
Dept. stores (incl. leased depts.) <sup>1</sup> .....	649	673	877	846	893	861	871	970	839	906	1,078	1,810	11,273
GAF, total <sup>2</sup> .....	1,810	1,829	2,251	2,197	2,259	2,190	2,179	2,447	2,159	2,253	2,687	4,462	28,723
<b>Virginia, total</b> .....	<b>3,218</b>	<b>3,348</b>	<b>3,838</b>	<b>3,829</b>	<b>3,947</b>	<b>3,984</b>	<b>3,925</b>	<b>3,981</b>	<b>3,821</b>	<b>3,927</b>	<b>3,994</b>	<b>4,898</b>	<b>46,710</b>
Nondurable goods, total .....	1,866	1,830	2,101	2,114	2,236	2,223	2,180	2,274	2,217	2,318	2,437	3,095	26,891
Dept. stores (excl. leased depts.) .....	181	187	251	261	268	261	242	262	272	300	366	583	3,434
Dept. stores (incl. leased depts.) <sup>1</sup> .....	187	195	260	270	276	269	249	269	280	308	377	599	3,539
GAF, total <sup>2</sup> .....	661	657	813	822	856	870	826	918	912	965	1,144	1,907	11,351
<b>Wisconsin, total</b> .....	<b>2,311</b>	<b>2,365</b>	<b>2,784</b>	<b>2,862</b>	<b>2,946</b>	<b>3,068</b>	<b>2,948</b>	<b>3,010</b>	<b>2,899</b>	<b>2,982</b>	<b>3,061</b>	<b>3,541</b>	<b>34,777</b>
Durable goods, total .....	947	1,061	1,299	1,312	1,332	1,415	1,282	1,320	1,221	1,263	1,208	1,316	14,976
Nondurable goods, total .....	1,364	1,304	1,485	1,550	1,614	1,653	1,666	1,690	1,678	1,719	1,853	2,225	19,801
Dept. stores (excl. leased depts.) .....	153	156	207	216	226	221	205	235	229	245	308	453	2,854
Dept. stores (incl. leased depts.) <sup>1</sup> .....	158	161	213	222	233	227	210	241	237	252	318	466	2,938
GAF, total <sup>2</sup> .....	407	411	509	530	556	545	515	592	562	604	724	1,006	6,961

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



Table 11. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> .....	<b>5,055</b>	<b>5,274</b>	<b>6,014</b>	<b>6,306</b>	<b>6,527</b>	<b>6,698</b>	<b>6,661</b>	<b>6,725</b>	<b>6,466</b>	<b>6,706</b>	<b>6,681</b>	<b>7,966</b>	<b>77,079</b>
Durable goods, total .....	1,556	1,834	2,230	2,347	2,400	2,758	2,687	2,700	2,571	2,449	2,310	2,641	28,483
Nondurable goods, total .....	3,499	3,440	3,784	3,959	4,127	3,940	3,974	4,025	3,895	4,257	4,371	5,325	48,596
Dept. stores (excl. leased depts.) .....	372	385	504	558	606	566	520	602	570	627	820	1,214	7,344
Dept. stores (incl. leased depts.) <sup>1</sup> .....	392	403	527	581	629	588	540	627	593	654	851	1,256	7,641
GAF, total <sup>2</sup> .....	1,002	1,067	1,263	1,392	1,455	1,396	1,329	1,488	1,437	1,573	1,904	2,956	18,262
<b>Tennessee, total</b> .....	<b>1,755</b>	<b>1,795</b>	<b>2,105</b>	<b>2,243</b>	<b>2,362</b>	<b>2,309</b>	<b>2,322</b>	<b>2,428</b>	<b>2,177</b>	<b>2,260</b>	<b>2,238</b>	<b>2,686</b>	<b>26,680</b>
Nondurable goods, total .....	1,116	1,116	1,269	1,352	1,452	1,373	1,384	1,443	1,303	1,417	1,421	1,727	16,373
Dept. stores (excl. leased depts.) .....	158	163	216	234	250	221	223	250	226	269	312	482	3,004
Dept. stores (incl. leased depts.) <sup>1</sup> .....	164	168	222	240	256	229	227	256	231	276	319	494	3,082
GAF, total <sup>2</sup> .....	415	402	474	534	557	516	501	574	524	588	666	1,030	6,781
<b>Texas, total</b> .....	<b>7,829</b>	<b>7,592</b>	<b>8,497</b>	<b>8,927</b>	<b>9,202</b>	<b>9,174</b>	<b>9,446</b>	<b>9,631</b>	<b>8,644</b>	<b>8,835</b>	<b>8,649</b>	<b>10,789</b>	<b>107,215</b>
Durable goods, total .....	2,649	2,652	3,073	3,303	3,380	3,521	3,657	3,695	3,187	3,177	2,953	3,499	38,746
Nondurable goods, total .....	5,180	4,940	5,424	5,624	5,822	5,653	5,789	5,936	5,457	5,658	5,696	7,290	68,469
Dept. stores (excl. leased depts.) .....	625	639	784	815	861	787	790	896	752	820	943	1,587	10,299
Dept. stores (incl. leased depts.) <sup>1</sup> .....	646	660	810	842	888	818	810	915	772	842	962	1,622	10,587
GAF, total <sup>2</sup> .....	1,898	1,858	2,110	2,205	2,281	2,188	2,178	2,437	2,138	2,231	2,518	4,219	28,261
<b>Virginia, total</b> .....	<b>2,781</b>	<b>2,951</b>	<b>3,461</b>	<b>3,657</b>	<b>3,828</b>	<b>3,814</b>	<b>3,909</b>	<b>3,864</b>	<b>3,664</b>	<b>3,824</b>	<b>3,585</b>	<b>4,600</b>	<b>43,938</b>
Nondurable goods, total .....	1,707	1,737	1,963	2,063	2,216	2,126	2,126	2,165	2,034	2,152	2,194	2,892	25,375
Dept. stores (excl. leased depts.) .....	161	176	234	262	281	253	242	262	263	286	352	549	3,321
Dept. stores (incl. leased depts.) <sup>1</sup> .....	167	182	241	271	290	261	248	269	271	295	362	565	3,422
GAF, total <sup>2</sup> .....	566	587	696	778	822	786	754	835	824	879	1,057	1,762	10,346
<b>Wisconsin, total</b> .....	<b>2,090</b>	<b>2,085</b>	<b>2,438</b>	<b>2,583</b>	<b>2,536</b>	<b>2,552</b>	<b>2,533</b>	<b>2,690</b>	<b>2,600</b>	<b>2,765</b>	<b>2,751</b>	<b>3,130</b>	<b>30,753</b>
Durable goods, total .....	811	903	1,101	1,102	1,002	1,036	1,007	1,142	1,109	1,158	1,055	1,127	12,553
Nondurable goods, total .....	1,279	1,182	1,337	1,481	1,534	1,516	1,526	1,548	1,491	1,607	1,696	2,003	18,200
Dept. stores (excl. leased depts.) .....	154	152	195	210	225	204	193	233	208	235	284	422	2,715
Dept. stores (incl. leased depts.) <sup>1</sup> .....	158	156	202	216	231	210	198	240	216	240	292	433	2,792
GAF, total <sup>2</sup> .....	413	397	477	519	547	519	480	562	517	566	645	934	6,576

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 11. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Large States: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

State and kind of business	1986												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Pennsylvania, total</b> . . . . .	<b>5,005</b>	<b>4,821</b>	<b>5,582</b>	<b>5,523</b>	<b>6,133</b>	<b>5,802</b>	<b>5,819</b>	<b>6,042</b>	<b>6,140</b>	<b>6,031</b>	<b>6,136</b>	<b>7,313</b>	<b>70,347</b>
Durable goods, total . . . . .	1,556	1,584	1,881	2,004	2,241	2,252	2,179	2,228	2,542	2,171	2,050	2,387	25,075
Nondurable goods, total . . . . .	3,449	3,237	3,701	3,519	3,892	3,550	3,640	3,814	3,598	3,860	4,086	4,926	45,272
Dept. stores (excl. leased depts.) . . . . .	351	359	509	510	582	516	481	562	518	581	763	1,075	6,807
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	367	376	533	534	610	540	503	588	543	609	798	1,124	7,125
GAF, total <sup>2</sup> . . . . .	927	939	1,215	1,177	1,329	1,223	1,180	1,347	1,259	1,398	1,698	2,531	16,223
<b>Tennessee, total</b> . . . . .	<b>1,693</b>	<b>1,556</b>	<b>1,925</b>	<b>1,983</b>	<b>2,106</b>	<b>1,992</b>	<b>2,061</b>	<b>2,040</b>	<b>1,982</b>	<b>2,056</b>	<b>1,982</b>	<b>2,495</b>	<b>23,871</b>
Nondurable goods, total . . . . .	1,098	997	1,207	1,212	1,261	1,214	1,237	1,260	1,171	1,273	1,292	1,584	14,806
Dept. stores (excl. leased depts.) . . . . .	139	139	202	198	216	198	196	220	193	225	277	405	2,608
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	143	143	209	204	222	204	202	226	199	233	286	418	2,689
GAF, total <sup>2</sup> . . . . .	383	362	505	490	533	473	488	537	484	554	643	983	6,435
<b>Texas, total</b> . . . . .	<b>7,648</b>	<b>7,231</b>	<b>8,297</b>	<b>8,221</b>	<b>8,753</b>	<b>8,360</b>	<b>8,454</b>	<b>8,579</b>	<b>8,615</b>	<b>8,509</b>	<b>8,314</b>	<b>10,727</b>	<b>101,708</b>
Durable goods, total . . . . .	2,637	2,430	2,773	2,885	3,053	2,958	3,058	3,026	3,500	3,080	2,815	3,612	35,827
Nondurable goods, total . . . . .	5,011	4,801	5,524	5,336	5,700	5,402	5,396	5,553	5,115	5,429	5,499	7,115	65,881
Dept. stores (excl. leased depts.) . . . . .	573	590	773	728	827	743	755	844	722	785	932	1,462	9,734
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	591	609	799	751	853	768	778	872	746	813	963	1,507	10,050
GAF, total <sup>2</sup> . . . . .	1,800	1,748	2,133	2,004	2,229	2,076	2,068	2,377	2,180	2,341	2,646	4,176	27,778
<b>Virginia, total</b> . . . . .	<b>2,818</b>	<b>2,585</b>	<b>3,150</b>	<b>3,214</b>	<b>3,371</b>	<b>3,190</b>	<b>3,165</b>	<b>3,283</b>	<b>3,437</b>	<b>3,367</b>	<b>3,259</b>	<b>4,062</b>	<b>38,901</b>
Nondurable goods, total . . . . .	1,617	1,543	1,852	1,789	1,928	1,820	1,808	1,848	1,768	1,875	1,907	2,427	22,182
Dept. stores (excl. leased depts.) . . . . .	149	152	215	213	243	220	209	239	226	241	312	472	2,891
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	154	158	224	220	252	227	216	248	233	249	324	489	2,994
GAF, total <sup>2</sup> . . . . .	516	498	656	656	723	658	647	739	709	756	934	1,390	8,882
<b>Wisconsin, total</b> . . . . .	<b>2,146</b>	<b>1,979</b>	<b>2,379</b>	<b>2,501</b>	<b>2,724</b>	<b>2,765</b>	<b>2,568</b>	<b>2,587</b>	<b>2,859</b>	<b>2,748</b>	<b>2,714</b>	<b>3,191</b>	<b>31,161</b>
Durable goods, total . . . . .	899	766	1,034	1,168	1,239	1,329	1,143	1,083	1,383	1,130	999	1,276	13,449
Nondurable goods, total . . . . .	1,247	1,213	1,345	1,333	1,485	1,436	1,425	1,504	1,476	1,618	1,715	1,915	17,712
Dept. stores (excl. leased depts.) . . . . .	140	139	195	197	213	195	194	232	199	217	278	392	2,591
Dept. stores (incl. leased depts.) <sup>1</sup> . . . . .	145	143	201	203	219	201	201	239	206	224	287	403	2,672
GAF, total <sup>2</sup> . . . . .	368	338	437	454	485	463	461	527	475	530	625	911	6,074

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.









































Table 12. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1989												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b> . . . . .	<b>3,558</b>	<b>3,408</b>	<b>4,030</b>	<b>3,893</b>	<b>4,093</b>	<b>4,277</b>	<b>4,001</b>	<b>4,221</b>	<b>4,197</b>	<b>4,094</b>	<b>4,269</b>	<b>5,271</b>	<b>49,312</b>
Nondurable goods, total . . . . .	2,055	1,994	2,403	2,289	2,381	2,400	2,271	2,402	2,388	2,441	2,671	3,454	29,149
Dept. stores (excl. leased depts.) . . . . .	215	221	320	303	329	320	264	307	311	328	457	706	4,081
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	223	227	328	311	337	327	272	316	320	338	469	721	4,189
GAF, total <sup>3</sup> . . . . .	732	710	885	860	923	909	796	918	926	962	1,220	1,950	11,791
<b>Philadelphia, PA-NJ PMSA, total</b> . . . . .	<b>2,843</b>	<b>2,695</b>	<b>3,197</b>	<b>3,101</b>	<b>3,252</b>	<b>3,336</b>	<b>3,149</b>	<b>3,295</b>	<b>3,289</b>	<b>3,238</b>	<b>3,353</b>	<b>4,169</b>	<b>38,917</b>
Nondurable goods, total . . . . .	1,628	1,559	1,893	1,791	1,849	1,841	1,750	1,839	1,864	1,899	2,058	2,717	22,688
Dept. stores (excl. leased depts.) . . . . .	173	177	258	242	268	260	212	246	254	265	369	573	3,297
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	180	182	264	249	274	267	219	253	260	273	377	584	3,382
GAF, total <sup>3</sup> . . . . .	593	565	706	688	737	712	632	734	744	772	979	1,564	9,426
<b>Philadelphia, PA City, total</b> . . . . .	<b>691</b>	<b>653</b>	<b>755</b>	<b>748</b>	<b>805</b>	<b>803</b>	<b>777</b>	<b>772</b>	<b>763</b>	<b>783</b>	<b>845</b>	<b>1,003</b>	<b>9,398</b>
Dept. stores (excl. leased depts.) . . . . .	28	27	43	37	44	42	34	38	42	42	57	86	520
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	29	27	44	38	45	42	35	39	43	43	58	86	529
<b>Phoenix, AZ MSA, total</b> . . . . .	<b>1,072</b>	<b>1,064</b>	<b>1,242</b>	<b>1,189</b>	<b>1,243</b>	<b>1,152</b>	<b>1,093</b>	<b>1,168</b>	<b>1,112</b>	<b>1,073</b>	<b>1,183</b>	<b>1,572</b>	<b>14,163</b>
Dept. stores (excl. leased depts.) . . . . .	75	84	105	96	93	88	82	91	84	95	122	209	1,224
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	77	87	108	99	96	91	84	94	86	99	124	212	1,257
GAF, total <sup>3</sup> . . . . .	265	269	337	318	317	303	273	304	276	298	378	612	3,950
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b> . . . . .	<b>1,065</b>	<b>1,089</b>	<b>1,239</b>	<b>1,187</b>	<b>1,369</b>	<b>1,280</b>	<b>1,242</b>	<b>1,306</b>	<b>1,185</b>	<b>1,165</b>	<b>1,270</b>	<b>1,473</b>	<b>14,870</b>
Nondurable goods, total . . . . .	683	682	790	757	847	802	811	819	793	788	910	1,087	9,769
Dept. stores (excl. leased depts.) . . . . .	86	88	120	129	130	129	115	135	125	134	194	267	1,652
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	92	92	126	135	136	135	120	142	131	141	203	278	1,731
GAF, total <sup>3</sup> . . . . .	249	239	296	294	308	312	280	321	300	314	428	633	3,974
<b>Pittsburgh, PA PMSA, total</b> . . . . .	<b>1,026</b>	<b>1,053</b>	<b>1,204</b>	<b>1,152</b>	<b>1,328</b>	<b>1,235</b>	<b>1,144</b>	<b>1,270</b>	<b>1,144</b>	<b>1,124</b>	<b>1,225</b>	<b>1,413</b>	<b>14,318</b>
Nondurable goods, total . . . . .	652	652	765	728	816	769	723	791	763	760	879	1,040	9,338
Dept. stores (excl. leased depts.) . . . . .	79	81	111	119	120	119	106	125	115	124	179	246	1,524
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	84	85	116	124	125	124	111	131	121	130	188	257	1,596
GAF, total <sup>3</sup> . . . . .	229	224	274	273	289	291	260	296	279	289	396	592	3,692
<b>St. Louis, MO-IL MSA, total</b> . . . . .	<b>1,285</b>	<b>1,161</b>	<b>1,404</b>	<b>1,481</b>	<b>1,537</b>	<b>1,501</b>	<b>1,464</b>	<b>1,510</b>	<b>1,449</b>	<b>1,497</b>	<b>1,548</b>	<b>1,902</b>	<b>17,739</b>
Dept. stores (excl. leased depts.) . . . . .	123	121	157	168	169	166	154	172	166	172	230	339	2,137
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	125	123	160	171	172	169	157	175	170	175	234	344	2,175
GAF, total <sup>3</sup> . . . . .	331	317	398	394	413	403	374	434	407	432	540	816	5,259
<b>San Diego, CA MSA, total</b> . . . . .	<b>1,358</b>	<b>1,401</b>	<b>1,600</b>	<b>1,555</b>	<b>1,583</b>	<b>1,600</b>	<b>1,642</b>	<b>1,650</b>	<b>1,567</b>	<b>1,563</b>	<b>1,609</b>	<b>1,979</b>	<b>19,107</b>
Nondurable goods, total . . . . .	801	778	899	900	918	934	962	970	926	933	961	1,275	11,257
Dept. stores (excl. leased depts.) . . . . .	96	97	118	115	119	121	121	128	124	127	154	261	1,581
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	98	100	122	118	122	124	124	132	128	130	159	267	1,624
GAF, total <sup>3</sup> . . . . .	370	373	444	425	454	474	460	484	453	454	532	875	5,798
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b> . . . . .	<b>3,780</b>	<b>3,708</b>	<b>3,978</b>	<b>4,015</b>	<b>4,269</b>	<b>4,365</b>	<b>4,414</b>	<b>4,468</b>	<b>4,262</b>	<b>4,256</b>	<b>4,379</b>	<b>5,508</b>	<b>51,402</b>
Nondurable goods, total . . . . .	2,331	2,226	2,556	2,604	2,719	2,741	2,729	2,734	2,682	2,691	2,812	3,644	32,469
Dept. stores (excl. leased depts.) . . . . .	234	245	299	306	318	317	315	347	326	309	408	683	4,107
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	242	252	308	314	326	323	321	355	335	318	418	697	4,209
GAF, total <sup>3</sup> . . . . .	1,004	997	1,154	1,134	1,204	1,209	1,177	1,303	1,257	1,243	1,524	2,427	15,633
<b>Oakland, CA PMSA, total</b> . . . . .	<b>1,374</b>	<b>1,348</b>	<b>1,411</b>	<b>1,398</b>	<b>1,482</b>	<b>1,460</b>	<b>1,548</b>	<b>1,516</b>	<b>1,425</b>	<b>1,431</b>	<b>1,434</b>	<b>1,764</b>	<b>17,591</b>
Dept. stores (excl. leased depts.) . . . . .	73	76	92	95	98	99	97	107	101	98	128	217	1,281
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	79	96	99	100	101	99	111	105	102	132	222	1,322
<b>San Francisco, CA PMSA, total</b> . . . . .	<b>991</b>	<b>972</b>	<b>1,091</b>	<b>1,103</b>	<b>1,182</b>	<b>1,185</b>	<b>1,233</b>	<b>1,301</b>	<b>1,219</b>	<b>1,239</b>	<b>1,286</b>	<b>1,526</b>	<b>14,328</b>
Nondurable goods, total . . . . .	740	697	797	806	865	876	891	916	894	921	938	1,148	10,489
Dept. stores (excl. leased depts.) . . . . .	68	70	85	84	91	87	88	96	92	82	111	183	1,137
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	71	72	88	87	94	89	91	100	95	85	115	187	1,174
GAF, total <sup>3</sup> . . . . .	326	310	368	358	380	393	394	425	389	386	457	681	4,867
<b>Seattle-Tacoma, WA CMSA, total</b> . . . . .	<b>1,212</b>	<b>1,151</b>	<b>1,401</b>	<b>1,414</b>	<b>1,535</b>	<b>1,575</b>	<b>1,552</b>	<b>1,676</b>	<b>1,612</b>	<b>1,574</b>	<b>1,677</b>	<b>2,275</b>	<b>18,654</b>
Dept. stores (excl. leased depts.) . . . . .	94	90	118	124	124	127	120	145	135	136	167	266	1,646
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	97	93	120	128	127	129	123	148	139	141	171	272	1,688
GAF, total <sup>3</sup> . . . . .	395	370	454	466	487	513	509	556	529	529	617	1,040	6,465
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b> . . . . .	<b>1,680</b>	<b>1,625</b>	<b>1,876</b>	<b>1,762</b>	<b>1,768</b>	<b>1,745</b>	<b>1,709</b>	<b>1,814</b>	<b>1,789</b>	<b>1,833</b>	<b>1,933</b>	<b>2,196</b>	<b>21,730</b>
Nondurable goods, total . . . . .	1,191	1,130	1,341	1,240	1,225	1,226	1,209	1,251	1,226	1,294	1,383	1,647	15,363
Dept. stores (excl. leased depts.) . . . . .	85	88	115	106	103	98	93	102	92	100	131	208	1,321
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	89	93	119	111	107	101	96	108	96	104	135	215	1,374
GAF, total <sup>3</sup> . . . . .	230	236	296	272	275	257	250	290	259	275	342	540	3,522
<b>Washington, DC-MD-VA MSA, total</b> . . . . .	<b>2,236</b>	<b>2,186</b>	<b>2,544</b>	<b>2,554</b>	<b>2,790</b>	<b>2,837</b>	<b>2,685</b>	<b>2,765</b>	<b>2,714</b>	<b>2,721</b>	<b>2,846</b>	<b>3,628</b>	<b>32,506</b>
Nondurable goods, total . . . . .	1,422	1,364	1,594	1,568	1,664	1,678	1,601	1,658	1,686	1,727	1,841	2,386	20,189
Dept. stores (excl. leased depts.) . . . . .	144	147	177	197	206	196	176	196	204	211	261	418	2,533
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	149	152	182	202	212	201	181	201	209	215	267	428	2,599
GAF, total <sup>3</sup> . . . . .	577	574	683	691	764	763	693	767	787	785	947	1,536	9,567

<sup>1</sup>For definitions of metropolitan areas, see appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.



**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,678	1,711	1,947	1,910	1,955	1,981	1,922	2,057	1,906	1,948	2,016	2,574	23,605
Nondurable goods, total	1,109	1,110	1,222	1,182	1,236	1,222	1,222	1,316	1,202	1,190	1,298	1,752	15,061
Dept. stores (excl. leased depts.)	127	134	173	162	173	169	166	187	164	173	207	361	2,196
Dept. stores (incl. leased depts.) <sup>2</sup>	132	138	177	167	177	172	172	193	169	178	213	372	2,260
GAF, total <sup>3</sup>	457	456	548	514	549	515	486	551	495	520	631	1,106	6,828
<b>Kansas City, MO-KS MSA, total</b>	811	773	893	956	972	972	1,012	1,024	951	973	998	1,164	11,499
Dept. stores (excl. leased depts.)	73	71	97	97	108	99	94	106	94	103	132	203	1,277
Dept. stores (incl. leased depts.) <sup>2</sup>	74	71	98	98	109	99	95	106	95	104	134	205	1,288
GAF, total <sup>3</sup>	184	175	217	215	243	234	248	261	228	251	298	457	3,011
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	7,587	7,562	8,526	8,492	8,818	8,692	8,606	8,972	8,783	9,108	9,334	11,295	105,775
Nondurable goods, total	4,421	4,287	4,840	4,809	4,857	4,886	4,938	5,035	4,975	5,153	5,372	6,873	60,446
Dept. stores (excl. leased depts.)	503	511	611	606	634	641	611	647	646	653	838	1,407	8,308
Dept. stores (incl. leased depts.) <sup>2</sup>	520	527	632	625	652	660	630	666	666	675	860	1,445	8,558
GAF, total <sup>3</sup>	1,840	1,823	2,122	2,082	2,191	2,251	2,157	2,330	2,267	2,322	2,794	4,498	28,677
<b>Anaheim-Santa Ana, CA PMSA, total</b>	1,684	1,682	1,833	1,873	1,943	1,961	1,917	2,037	1,923	2,017	2,145	2,573	23,588
Dept. stores (excl. leased depts.)	105	105	126	124	130	133	127	135	133	135	175	298	1,726
Dept. stores (incl. leased depts.) <sup>2</sup>	107	107	129	126	132	135	130	138	136	138	179	304	1,761
GAF, total <sup>3</sup>	394	391	462	459	488	496	487	550	487	499	641	1,021	6,375
<b>Los Angeles-Long Beach, CA PMSA, total</b>	4,430	4,388	4,941	4,923	5,112	5,015	5,016	5,281	5,178	5,317	5,411	6,537	61,549
Nondurable goods, total	2,754	2,668	2,964	2,955	2,994	2,993	3,026	3,126	3,082	3,185	3,266	4,086	37,099
Dept. stores (excl. leased depts.)	289	294	349	348	365	368	351	370	373	374	474	793	4,748
Dept. stores (incl. leased depts.) <sup>2</sup>	301	305	363	361	378	382	363	383	387	388	490	818	4,919
GAF, total <sup>3</sup>	1,104	1,107	1,271	1,281	1,317	1,359	1,299	1,397	1,367	1,396	1,632	2,591	17,121
<b>Los Angeles, CA City, total</b>	1,675	1,592	1,780	1,790	1,842	1,817	1,795	1,902	1,925	1,972	1,930	2,332	22,352
Nondurable goods, total	1,049	985	1,096	1,118	1,119	1,112	1,111	1,127	1,132	1,156	1,161	1,415	13,581
Dept. stores (excl. leased depts.)	94	94	110	115	119	117	111	116	118	118	149	238	1,499
Dept. stores (incl. leased depts.) <sup>2</sup>	98	98	114	120	123	122	116	122	123	123	154	248	1,561
GAF, total <sup>3</sup>	377	366	419	411	437	452	416	455	446	451	543	820	5,593
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	1,839	1,931	2,101	1,942	1,954	2,012	1,982	1,974	1,935	1,916	2,002	2,636	24,224
Nondurable goods, total	1,072	1,061	1,156	1,111	1,099	1,092	1,146	1,170	1,098	1,095	1,161	1,527	13,788
Dept. stores (excl. leased depts.)	125	129	155	151	153	147	138	153	142	147	185	306	1,931
Dept. stores (incl. leased depts.) <sup>2</sup>	130	135	162	157	159	152	143	158	147	153	191	316	2,003
GAF, total <sup>3</sup>	445	459	526	510	515	500	471	512	477	503	597	965	6,480
<b>Miami-Hialeah, FL PMSA, total</b>	998	1,014	1,136	1,067	1,091	1,061	1,030	1,049	1,013	1,000	1,058	1,388	12,905
Nondurable goods, total	643	631	679	659	663	621	618	637	619	623	663	885	7,941
Dept. stores (excl. leased depts.)	76	80	96	94	98	95	88	99	89	89	114	189	1,207
Dept. stores (incl. leased depts.) <sup>2</sup>	79	83	99	98	101	98	91	102	92	93	118	196	1,250
GAF, total <sup>3</sup>	268	282	323	314	331	319	301	327	300	318	378	605	4,066
<b>Milwaukee-Racine, WI CMSA, total</b>	751	784	902	923	964	974	920	964	912	973	996	1,201	11,264
Dept. stores (excl. leased depts.)	59	60	80	83	83	82	76	86	85	89	112	175	1,067
Dept. stores (incl. leased depts.) <sup>2</sup>	61	61	82	82	84	84	77	88	88	91	115	180	1,093
GAF, total <sup>3</sup>	171	168	211	215	221	219	204	229	218	239	291	434	2,820
<b>Milwaukee, WI PMSA, total</b>	636	646	746	769	792	788	765	790	747	811	820	1,005	9,315
Dept. stores (excl. leased depts.)	50	50	70	69	71	71	64	74	73	76	96	148	912
Dept. stores (incl. leased depts.) <sup>2</sup>	53	53	72	72	73	73	66	76	76	79	99	154	946
GAF, total <sup>3</sup>	149	148	187	188	194	193	176	202	190	206	251	380	2,464
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,133	1,163	1,377	1,408	1,521	1,547	1,428	1,564	1,509	1,554	1,543	1,872	17,619
Dept. stores (excl. leased depts.)	119	122	156	154	167	164	144	168	165	187	207	309	2,062
Dept. stores (incl. leased depts.) <sup>2</sup>	123	127	161	159	172	169	149	174	170	193	213	319	2,129
GAF, total <sup>3</sup>	308	310	372	387	407	397	371	421	414	429	477	706	4,999
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	9,555	9,770	10,770	10,638	10,999	11,387	10,771	11,159	11,154	11,272	11,655	14,473	133,603
Nondurable goods, total	6,318	6,160	6,763	6,615	6,795	6,833	6,624	6,829	6,820	7,108	7,371	9,184	83,420
Dept. stores (excl. leased depts.)	507	578	700	730	811	819	651	758	805	850	1,007	1,676	9,892
Dept. stores (incl. leased depts.) <sup>2</sup>	542	602	726	756	838	846	676	783	832	876	1,037	1,731	10,245
GAF, total <sup>3</sup>	2,209	2,268	2,604	2,705	2,893	2,966	2,583	2,856	2,970	3,127	3,549	5,494	36,224
<b>Nassau-Suffolk, NY PMSA, total</b>	2,036	1,954	2,048	2,088	2,193	2,221	2,171	2,222	2,096	2,158	2,316	2,704	26,207
Nondurable goods, total	1,284	1,167	1,187	1,186	1,223	1,219	1,196	1,205	1,225	1,261	1,346	1,700	15,199
Dept. stores (excl. leased depts.)	87	101	120	128	142	145	116	135	142	148	182	303	1,749
Dept. stores (incl. leased depts.) <sup>2</sup>	96	110	130	139	154	158	127	145	154	158	193	326	1,890
<b>New York, NY PMSA, total</b>	3,535	3,882	4,090	4,089	4,151	4,320	4,011	4,288	4,490	4,398	4,424	5,625	51,303
Nondurable goods, total	2,303	2,400	2,550	2,481	2,581	2,611	2,445	2,587	2,629	2,738	2,745	3,466	31,536
Dept. stores (excl. leased depts.)	200	231	270	276	311	307	239	282	310	329	362	602	3,719
Dept. stores (incl. leased depts.) <sup>2</sup>	216	239	279	285	321	316	246	290	318	339	373	619	3,841
GAF, total <sup>3</sup>	943	970	1,082	1,149	1,234	1,255	1,088	1,196	1,290	1,367	1,449	2,265	15,288
<b>Newark, NJ PMSA, total</b>	987	975	1,077	1,075	1,107	1,152	1,031	1,060	1,013	1,049	1,104	1,396	13,026
Dept. stores (excl. leased depts.)	47	50	62	65	70	71	57	67	68	74	89	154	874
Dept. stores (incl. leased depts.) <sup>2</sup>	49	52	63	66	71	73	59	69	69	76	91	158	896
<b>New York, NY City, total</b>	3,071	3,422	3,482	3,486	3,524	3,614	3,421	3,722	3,846	3,702	3,758	4,700	43,748
Nondurable goods, total	1,930	2,027	2,140	2,088	2,158	2,178	2,040	2,157	2,190	2,283	2,321	2,825	26,337
Dept. stores (excl. leased depts.)	156	180	210	215	241	233	179	215	241	258	276	454	2,858
Dept. stores (incl. leased depts.) <sup>2</sup>	172	187	216	220	247	238	184	220	246	263	282	466	2,941
GAF, total <sup>3</sup>	793	816	901	968	1,039	1,048	911	999	1,079	1,139	1,178	1,831	12,702

See footnotes at end of list of areas.

**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities:  
January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1988												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,356</b>	<b>3,390</b>	<b>3,950</b>	<b>3,742</b>	<b>3,868</b>	<b>3,973</b>	<b>3,746</b>	<b>3,795</b>	<b>3,798</b>	<b>3,846</b>	<b>3,956</b>	<b>5,001</b>	<b>46,421</b>
Nondurable goods, total	1,892	1,847	2,106	1,991	2,106	2,118	2,084	2,130	2,177	2,267	2,401	3,167	26,286
Dept. stores (excl. leased depts.)	215	226	297	300	331	324	264	302	316	349	447	708	4,079
Dept. stores (incl. leased depts.) <sup>2</sup>	222	233	305	309	340	333	271	310	326	360	457	721	4,187
GAF, total <sup>3</sup>	671	675	830	816	864	862	807	850	885	939	1,127	1,856	11,182
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,636</b>	<b>2,642</b>	<b>3,060</b>	<b>2,952</b>	<b>3,018</b>	<b>3,116</b>	<b>2,924</b>	<b>2,982</b>	<b>3,005</b>	<b>3,017</b>	<b>3,101</b>	<b>3,989</b>	<b>36,442</b>
Nondurable goods, total	1,500	1,455	1,664	1,556	1,644	1,655	1,577	1,654	1,707	1,777	1,863	2,502	20,554
Dept. stores (excl. leased depts.)	173	182	239	242	268	262	212	240	256	281	359	570	3,284
Dept. stores (incl. leased depts.) <sup>2</sup>	180	188	246	249	275	269	217	246	263	289	368	581	3,371
GAF, total <sup>3</sup>	537	540	660	648	687	689	619	674	694	745	894	1,484	8,871
<b>Philadelphia, PA City, total</b>	<b>524</b>	<b>544</b>	<b>598</b>	<b>607</b>	<b>638</b>	<b>648</b>	<b>623</b>	<b>694</b>	<b>656</b>	<b>680</b>	<b>739</b>	<b>936</b>	<b>7,887</b>
Dept. stores (excl. leased depts.)	30	30	39	39	45	42	33	36	41	43	54	84	516
Dept. stores (incl. leased depts.) <sup>2</sup>	31	31	40	40	45	43	34	37	42	44	55	84	526
<b>Phoenix, AZ MSA, total</b>	<b>1,056</b>	<b>1,072</b>	<b>1,238</b>	<b>1,171</b>	<b>1,155</b>	<b>1,106</b>	<b>1,046</b>	<b>1,095</b>	<b>1,142</b>	<b>1,156</b>	<b>1,246</b>	<b>1,557</b>	<b>14,040</b>
Dept. stores (excl. leased depts.)	73	78	97	91	95	86	79	88	82	89	117	201	1,176
Dept. stores (incl. leased depts.) <sup>2</sup>	74	80	100	94	96	88	81	90	84	91	120	206	1,204
GAF, total <sup>3</sup>	233	242	291	279	283	269	244	280	286	303	376	633	3,719
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>985</b>	<b>1,045</b>	<b>1,162</b>	<b>1,164</b>	<b>1,223</b>	<b>1,203</b>	<b>1,129</b>	<b>1,235</b>	<b>1,151</b>	<b>1,215</b>	<b>1,259</b>	<b>1,535</b>	<b>14,306</b>
Nondurable goods, total	636	638	726	708	767	733	708	766	735	772	859	1,068	9,116
Dept. stores (excl. leased depts.)	107	93	125	127	132	127	116	134	125	141	190	273	1,690
Dept. stores (incl. leased depts.) <sup>2</sup>	114	97	132	133	138	133	121	140	130	147	198	285	1,768
GAF, total <sup>3</sup>	265	247	298	292	302	299	277	318	300	322	403	647	3,970
<b>Pittsburgh, PA PMSA, total</b>	<b>938</b>	<b>1,018</b>	<b>1,123</b>	<b>1,128</b>	<b>1,187</b>	<b>1,164</b>	<b>1,092</b>	<b>1,195</b>	<b>1,101</b>	<b>1,175</b>	<b>1,212</b>	<b>1,476</b>	<b>13,809</b>
Nondurable goods, total	594	614	692	678	734	701	681	730	695	740	817	1,022	8,698
Dept. stores (excl. leased depts.)	79	85	115	117	121	116	106	123	114	129	175	251	1,531
Dept. stores (incl. leased depts.) <sup>2</sup>	85	89	121	122	127	121	111	128	120	135	182	262	1,603
GAF, total <sup>3</sup>	229	230	272	268	277	272	256	293	274	297	372	599	3,639
<b>St. Louis, MO-IL MSA, total</b>	<b>1,183</b>	<b>1,133</b>	<b>1,356</b>	<b>1,408</b>	<b>1,424</b>	<b>1,393</b>	<b>1,404</b>	<b>1,432</b>	<b>1,411</b>	<b>1,532</b>	<b>1,494</b>	<b>1,841</b>	<b>17,011</b>
Dept. stores (excl. leased depts.)	116	117	155	153	166	157	148	159	156	175	218	333	2,053
Dept. stores (incl. leased depts.) <sup>2</sup>	117	119	158	156	169	159	162	159	178	178	220	336	2,083
GAF, total <sup>3</sup>	281	284	374	378	394	387	368	404	389	423	519	802	5,003
<b>San Diego, CA MSA, total</b>	<b>1,267</b>	<b>1,264</b>	<b>1,431</b>	<b>1,405</b>	<b>1,415</b>	<b>1,416</b>	<b>1,453</b>	<b>1,522</b>	<b>1,410</b>	<b>1,453</b>	<b>1,488</b>	<b>1,894</b>	<b>17,418</b>
Nondurable goods, total	692	675	776	791	802	813	860	872	841	877	910	1,210	10,119
Dept. stores (excl. leased depts.)	92	92	110	108	112	113	113	120	118	118	150	248	1,494
Dept. stores (incl. leased depts.) <sup>2</sup>	94	95	113	111	116	116	116	123	122	122	154	254	1,536
GAF, total <sup>3</sup>	335	341	403	387	410	423	419	448	417	428	518	838	5,367
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,201</b>	<b>3,140</b>	<b>3,507</b>	<b>3,513</b>	<b>3,586</b>	<b>3,599</b>	<b>3,652</b>	<b>3,717</b>	<b>3,542</b>	<b>3,785</b>	<b>4,146</b>	<b>5,325</b>	<b>44,713</b>
Nondurable goods, total	2,189	2,131	2,354	2,331	2,384	2,394	2,442	2,536	2,455	2,578	2,623	3,424	29,841
Dept. stores (excl. leased depts.)	233	241	289	284	303	297	276	326	304	317	400	660	3,930
Dept. stores (incl. leased depts.) <sup>2</sup>	239	246	298	291	310	304	283	334	312	325	410	673	4,025
GAF, total <sup>3</sup>	865	861	997	983	1,030	1,052	986	1,130	1,072	1,134	1,358	2,182	13,650
<b>Oakland, CA PMSA, total</b>	<b>1,027</b>	<b>1,023</b>	<b>1,158</b>	<b>1,149</b>	<b>1,170</b>	<b>1,204</b>	<b>1,223</b>	<b>1,276</b>	<b>1,226</b>	<b>1,309</b>	<b>1,531</b>	<b>1,854</b>	<b>15,150</b>
Dept. stores (excl. leased depts.)	72	75	91	88	94	94	87	103	92	96	125	210	1,227
Dept. stores (incl. leased depts.) <sup>2</sup>	74	77	93	90	96	96	89	105	95	99	128	215	1,257
<b>San Francisco, CA PMSA, total</b>	<b>907</b>	<b>883</b>	<b>964</b>	<b>990</b>	<b>1,006</b>	<b>987</b>	<b>1,039</b>	<b>1,007</b>	<b>987</b>	<b>1,090</b>	<b>1,107</b>	<b>1,396</b>	<b>12,363</b>
Nondurable goods, total	696	679	722	722	740	742	777	797	776	839	846	1,046	9,382
Dept. stores (excl. leased depts.)	68	70	82	81	86	85	77	93	88	92	111	178	1,111
Dept. stores (incl. leased depts.) <sup>2</sup>	70	71	86	83	88	87	79	95	91	94	113	182	1,139
GAF, total <sup>3</sup>	267	269	318	315	323	334	320	349	340	380	425	642	4,282
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>1,214</b>	<b>1,243</b>	<b>1,397</b>	<b>1,331</b>	<b>1,400</b>	<b>1,388</b>	<b>1,432</b>	<b>1,554</b>	<b>1,373</b>	<b>1,366</b>	<b>1,479</b>	<b>1,971</b>	<b>17,148</b>
Dept. stores (excl. leased depts.)	86	86	106	110	113	112	109	130	120	123	148	238	1,481
Dept. stores (incl. leased depts.) <sup>2</sup>	89	90	111	114	116	115	112	133	123	127	151	244	1,525
GAF, total <sup>3</sup>	374	417	457	425	442	455	510	580	466	467	562	945	6,100
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>1,533</b>	<b>1,566</b>	<b>1,724</b>	<b>1,607</b>	<b>1,636</b>	<b>1,617</b>	<b>1,597</b>	<b>1,676</b>	<b>1,770</b>	<b>1,796</b>	<b>1,870</b>	<b>2,152</b>	<b>20,544</b>
Nondurable goods, total	1,015	1,073	1,190	1,091	1,130	1,091	1,106	1,146	1,135	1,241	1,327	1,541	14,086
Dept. stores (excl. leased depts.)	85	86	109	107	102	98	92	101	91	103	130	214	1,318
Dept. stores (incl. leased depts.) <sup>2</sup>	89	90	114	112	106	102	96	105	95	108	135	222	1,374
GAF, total <sup>3</sup>	230	229	281	278	263	246	240	260	234	259	312	506	3,338
<b>Washington, DC-MD-VA MSA, total</b>	<b>2,307</b>	<b>2,296</b>	<b>2,609</b>	<b>2,538</b>	<b>2,673</b>	<b>2,675</b>	<b>2,537</b>	<b>2,553</b>	<b>2,539</b>	<b>2,532</b>	<b>2,621</b>	<b>3,344</b>	<b>31,224</b>
Nondurable goods, total	1,450	1,378	1,530	1,503	1,579	1,581	1,533	1,556	1,577	1,630	1,671	2,134	19,122
Dept. stores (excl. leased depts.)	144	154	191	192	211	202	181	197	217	229	265	431	2,614
Dept. stores (incl. leased depts.) <sup>2</sup>	150	160	198	198	217	208	186	203	223	236	272	444	2,695
GAF, total <sup>3</sup>	538	544	648	633	681	692	631	700	726	736	858	1,401	8,788

<sup>1</sup>For definitions of metropolitan areas, see appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities:  
January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b>	<b>1,366</b>	<b>1,367</b>	<b>1,577</b>	<b>1,658</b>	<b>1,684</b>	<b>1,631</b>	<b>1,663</b>	<b>1,714</b>	<b>1,652</b>	<b>1,701</b>	<b>1,679</b>	<b>2,137</b>	<b>19,829</b>
Nondurable goods, total	935	919	1,051	1,095	1,115	1,067	1,124	1,167	1,088	1,166	1,181	1,508	13,416
Dept. stores (excl. leased depts.)	115	119	165	170	176	161	151	181	165	182	213	344	2,142
Dept. stores (incl. leased depts.) <sup>2</sup>	121	125	172	178	184	169	157	188	171	191	221	360	2,237
GAF, total <sup>3</sup>	335	345	416	446	462	432	420	485	447	490	559	912	5,749
<b>Baltimore, MD MSA, total</b>	<b>1,199</b>	<b>1,215</b>	<b>1,357</b>	<b>1,406</b>	<b>1,427</b>	<b>1,430</b>	<b>1,409</b>	<b>1,401</b>	<b>1,338</b>	<b>1,436</b>	<b>1,378</b>	<b>1,767</b>	<b>16,763</b>
Nondurable goods, total	644	624	683	717	750	711	705	726	694	768	781	1,036	8,839
Dept. stores (excl. leased depts.)	70	80	102	114	116	107	97	111	111	122	150	240	1,420
Dept. stores (incl. leased depts.) <sup>2</sup>	73	83	105	117	120	110	100	114	114	126	154	247	1,463
GAF, total <sup>3</sup>	256	246	296	332	332	313	298	329	324	349	392	673	4,140
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b>	<b>1,883</b>	<b>1,928</b>	<b>2,083</b>	<b>2,134</b>	<b>2,341</b>	<b>2,359</b>	<b>2,209</b>	<b>2,279</b>	<b>2,365</b>	<b>2,331</b>	<b>2,391</b>	<b>2,911</b>	<b>27,214</b>
Nondurable goods, total	1,341	1,340	1,413	1,464	1,586	1,521	1,403	1,494	1,498	1,553	1,653	2,014	18,280
Dept. stores (excl. leased depts.)	113	133	157	171	192	175	157	179	182	198	237	363	2,257
Dept. stores (incl. leased depts.) <sup>2</sup>	119	139	165	179	200	182	164	187	191	207	249	381	2,363
GAF, total <sup>3</sup>	475	493	540	573	627	607	559	622	690	661	725	1,142	7,714
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b>	<b>3,842</b>	<b>3,950</b>	<b>4,546</b>	<b>4,726</b>	<b>4,894</b>	<b>5,135</b>	<b>4,888</b>	<b>4,871</b>	<b>4,737</b>	<b>4,889</b>	<b>4,859</b>	<b>5,972</b>	<b>57,309</b>
Nondurable goods, total	2,479	2,439	2,777	2,880	3,001	3,000	2,863	2,875	2,859	3,100	3,114	3,886	35,273
Dept. stores (excl. leased depts.)	264	286	351	368	411	378	351	410	381	429	481	770	4,880
Dept. stores (incl. leased depts.) <sup>2</sup>	278	299	368	384	429	397	368	426	398	448	498	800	5,093
GAF, total <sup>3</sup>	831	854	1,019	1,060	1,147	1,102	1,057	1,140	1,092	1,201	1,326	2,083	13,912
<b>Chicago, IL PMSA, total</b>	<b>3,056</b>	<b>3,158</b>	<b>3,633</b>	<b>3,764</b>	<b>3,860</b>	<b>3,943</b>	<b>3,809</b>	<b>3,767</b>	<b>3,686</b>	<b>3,832</b>	<b>3,841</b>	<b>4,708</b>	<b>45,057</b>
Nondurable goods, total	1,993	1,968	2,261	2,329	2,410	2,356	2,290	2,270	2,294	2,490	2,488	3,112	28,261
Dept. stores (excl. leased depts.)	201	221	269	280	314	288	268	314	295	333	369	596	3,748
Dept. stores (incl. leased depts.) <sup>2</sup>	213	232	282	293	327	302	281	327	309	348	384	619	3,917
GAF, total <sup>3</sup>	663	679	810	847	917	878	845	906	878	976	1,056	1,667	11,122
<b>Chicago, IL City, total</b>	<b>1,114</b>	<b>1,150</b>	<b>1,312</b>	<b>1,339</b>	<b>1,410</b>	<b>1,389</b>	<b>1,317</b>	<b>1,270</b>	<b>1,218</b>	<b>1,287</b>	<b>1,332</b>	<b>1,588</b>	<b>15,726</b>
Nondurable goods, total	893	903	1,032	1,046	1,111	1,065	1,003	969	954	1,027	1,066	1,274	12,343
Dept. stores (excl. leased depts.)	65	72	89	90	99	92	86	102	98	112	124	193	1,222
Dept. stores (incl. leased depts.) <sup>2</sup>	71	78	95	96	106	98	93	110	105	120	131	206	1,309
GAF, total <sup>3</sup>	218	220	268	286	306	288	277	294	282	313	323	511	3,586
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b>	<b>823</b>	<b>840</b>	<b>963</b>	<b>971</b>	<b>1,028</b>	<b>1,047</b>	<b>1,054</b>	<b>1,147</b>	<b>889</b>	<b>928</b>	<b>940</b>	<b>1,175</b>	<b>11,805</b>
Nondurable goods, total	506	483	540	564	594	559	579	609	563	605	622	777	7,001
Dept. stores (excl. leased depts.)	73	76	103	105	112	98	97	113	106	121	136	214	1,354
Dept. stores (incl. leased depts.) <sup>2</sup>	76	79	106	109	116	102	100	116	109	125	140	229	1,407
GAF, total <sup>3</sup>	199	196	240	242	250	233	231	258	242	267	297	493	3,148
<b>Cleveland-Akron-Lorain, OH CMSA, total</b>	<b>1,290</b>	<b>1,310</b>	<b>1,465</b>	<b>1,613</b>	<b>1,663</b>	<b>1,661</b>	<b>1,645</b>	<b>1,634</b>	<b>1,566</b>	<b>1,596</b>	<b>1,577</b>	<b>1,956</b>	<b>18,976</b>
Nondurable goods, total	832	814	851	925	956	898	901	921	841	949	939	1,225	11,052
Dept. stores (excl. leased depts.)	95	97	120	142	150	137	132	156	143	154	175	292	1,793
Dept. stores (incl. leased depts.) <sup>2</sup>	101	103	127	151	159	145	140	164	151	163	186	310	1,900
GAF, total <sup>3</sup>	260	260	306	346	358	337	327	372	352	385	439	741	4,483
<b>Cleveland, OH PMSA, total</b>	<b>872</b>	<b>895</b>	<b>998</b>	<b>1,122</b>	<b>1,114</b>	<b>1,077</b>	<b>1,100</b>	<b>1,089</b>	<b>1,028</b>	<b>1,071</b>	<b>1,019</b>	<b>1,271</b>	<b>12,656</b>
Dept. stores (excl. leased depts.)	64	66	82	98	103	94	90	106	98	106	117	198	1,222
Dept. stores (incl. leased depts.) <sup>2</sup>	70	71	87	105	110	100	96	112	105	113	126	212	1,307
GAF, total <sup>3</sup>	188	188	216	249	255	241	232	262	251	277	314	532	3,205
<b>Dallas-Fort Worth, TX CMSA, total</b>	<b>2,136</b>	<b>2,084</b>	<b>2,297</b>	<b>2,378</b>	<b>2,413</b>	<b>2,387</b>	<b>2,502</b>	<b>2,555</b>	<b>2,275</b>	<b>2,451</b>	<b>2,379</b>	<b>3,033</b>	<b>28,890</b>
Nondurable goods, total	1,426	1,358	1,470	1,500	1,553	1,493	1,573	1,631	1,496	1,580	1,546	1,981	18,607
Dept. stores (excl. leased depts.)	162	168	212	214	230	202	202	228	199	218	253	437	2,725
Dept. stores (incl. leased depts.) <sup>2</sup>	168	174	218	221	236	212	206	233	204	223	258	448	2,801
GAF, total <sup>3</sup>	559	552	623	629	671	615	609	681	619	647	737	1,247	8,189
<b>Denver-Boulder, CO CMSA, total</b>	<b>919</b>	<b>926</b>	<b>1,043</b>	<b>1,081</b>	<b>1,106</b>	<b>1,098</b>	<b>1,148</b>	<b>1,170</b>	<b>1,052</b>	<b>1,067</b>	<b>1,023</b>	<b>1,326</b>	<b>12,959</b>
Nondurable goods, total	563	530	585	589	591	562	617	670	582	618	601	748	7,256
Dept. stores (excl. leased depts.)	74	77	90	101	105	95	92	103	90	102	114	184	1,227
Dept. stores (incl. leased depts.) <sup>2</sup>	76	80	93	104	108	97	93	105	92	105	116	188	1,257
GAF, total <sup>3</sup>	233	227	263	269	271	264	277	302	254	287	306	474	3,427
<b>Detroit-Ann Arbor, MI CMSA, total</b>	<b>2,092</b>	<b>2,212</b>	<b>2,503</b>	<b>2,645</b>	<b>2,683</b>	<b>2,626</b>	<b>2,585</b>	<b>2,624</b>	<b>2,478</b>	<b>2,593</b>	<b>2,625</b>	<b>3,338</b>	<b>31,004</b>
Nondurable goods, total	1,292	1,228	1,389	1,460	1,517	1,477	1,521	1,533	1,483	1,571	1,555	2,018	18,044
Dept. stores (excl. leased depts.)	210	203	250	265	288	276	251	275	266	316	345	520	3,465
Dept. stores (incl. leased depts.) <sup>2</sup>	217	211	259	274	295	282	258	281	273	324	354	535	3,563
GAF, total <sup>3</sup>	593	563	667	723	750	710	669	703	696	779	879	1,413	9,145
<b>Detroit, MI PMSA, total</b>	<b>1,907</b>	<b>2,013</b>	<b>2,269</b>	<b>2,409</b>	<b>2,456</b>	<b>2,382</b>	<b>2,364</b>	<b>2,394</b>	<b>2,254</b>	<b>2,371</b>	<b>2,398</b>	<b>3,046</b>	<b>28,263</b>
Nondurable goods, total	1,209	1,145	1,298	1,356	1,413	1,379	1,427	1,433	1,388	1,465	1,443	1,879	16,835
Dept. stores (excl. leased depts.)	194	188	232	246	265	254	232	254	245	293	321	483	3,207
Dept. stores (incl. leased depts.) <sup>2</sup>	201	195	240	254	273	262	238	260	252	301	331	499	3,306
GAF, total <sup>3</sup>	547	517	615	668	690	659	616	649	636	719	811	1,307	8,434
<b>Houston-Galveston-Brazoria, TX CMSA, total</b>	<b>1,983</b>	<b>1,882</b>	<b>2,114</b>	<b>2,152</b>	<b>2,259</b>	<b>2,272</b>	<b>2,373</b>	<b>2,442</b>	<b>2,183</b>	<b>2,152</b>	<b>2,108</b>	<b>2,723</b>	<b>26,643</b>
Nondurable goods, total	1,269	1,234	1,334	1,362	1,406	1,369	1,426	1,480	1,361	1,394	1,418	1,875	16,928
Dept. stores (excl. leased depts.)	146	152	179	188	197	181	183	209	175	192	214	377	2,393
Dept. stores (incl. leased depts.) <sup>2</sup>	152	157	185	195	203	189	187	215	181	199	222	389	2,474
GAF, total <sup>3</sup>	512	505	548	560	580	573	588	644	558	588	646	1,166	7,468

See footnotes at end of list of areas.

Table 12. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>													
Houston, TX PMSA, total	1,788	1,709	1,909	1,940	2,052	2,046	2,144	2,214	1,965	1,947	1,928	2,484	24,126
Nondurable goods, total	1,146	1,120	1,201	1,221	1,271	1,223	1,285	1,340	1,215	1,254	1,294	1,705	15,275
Dept. stores (excl. leased depts.)	128	132	156	165	172	156	158	180	151	168	187	330	2,083
Dept. stores (incl. leased depts.) <sup>2</sup>	133	137	161	171	176	163	163	185	157	173	193	341	2,153
GAF, total <sup>3</sup>	479	467	505	520	538	529	540	589	515	542	601	1,088	6,913
<b>Kansas City, MO-KS MSA, total</b>	765	780	914	917	918	951	958	980	896	979	953	1,116	11,127
Dept. stores (excl. leased depts.)	71	71	92	98	108	95	92	106	92	102	126	195	1,248
Dept. stores (incl. leased depts.) <sup>2</sup>	71	73	93	99	109	96	93	107	93	103	127	197	1,261
GAF, total <sup>3</sup>	185	179	210	218	237	216	209	240	207	228	266	421	2,816
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>	7,077	6,996	7,808	8,071	8,213	8,131	8,272	8,515	7,929	8,252	8,373	10,263	97,900
Nondurable goods, total	4,382	4,139	4,617	4,757	4,827	4,815	4,880	4,890	4,632	4,893	4,980	6,451	58,263
Dept. stores (excl. leased depts.)	490	487	564	609	624	614	581	641	598	649	780	1,360	7,997
Dept. stores (incl. leased depts.) <sup>2</sup>	509	504	586	629	646	635	602	661	617	669	798	1,393	8,249
GAF, total <sup>3</sup>	1,723	1,644	1,880	1,959	2,010	1,994	1,963	2,099	1,972	2,122	2,448	4,008	25,822
<b>Anaheim-Santa Ana, CA PMSA, total</b>	1,498	1,536	1,684	1,779	1,856	1,820	1,868	1,959	1,742	1,795	1,813	2,197	21,547
Dept. stores (excl. leased depts.)	102	103	119	128	132	130	124	138	125	137	163	291	1,692
Dept. stores (incl. leased depts.) <sup>2</sup>	105	105	122	130	135	133	127	141	128	139	166	296	1,727
GAF, total <sup>3</sup>	371	359	416	418	469	463	479	524	456	477	542	879	5,853
<b>Los Angeles-Long Beach, CA PMSA, total</b>	4,184	4,060	4,543	4,715	4,761	4,729	4,795	4,897	4,652	4,789	4,894	6,068	57,087
Nondurable goods, total	2,714	2,545	2,839	2,907	2,959	2,965	2,998	3,007	2,868	3,035	3,086	3,935	35,858
Dept. stores (excl. leased depts.)	286	280	325	350	362	355	333	366	344	370	445	773	4,589
Dept. stores (incl. leased depts.) <sup>2</sup>	300	292	339	363	376	370	346	380	357	383	457	796	4,759
GAF, total <sup>3</sup>	1,058	987	1,135	1,196	1,210	1,198	1,169	1,239	1,186	1,270	1,460	2,367	15,475
<b>Los Angeles, CA City, total</b>	1,764	1,658	1,869	1,951	1,895	1,871	1,891	1,881	1,777	1,787	1,771	2,207	22,322
Nondurable goods, total	1,086	1,000	1,110	1,133	1,128	1,134	1,166	1,144	1,083	1,163	1,132	1,390	13,669
Dept. stores (excl. leased depts.)	97	96	109	116	120	119	109	118	112	119	141	232	1,488
Dept. stores (incl. leased depts.) <sup>2</sup>	101	100	116	122	125	125	115	124	117	124	146	242	1,557
GAF, total <sup>3</sup>	394	356	404	428	422	412	385	399	397	414	489	752	5,252
<b>Miami-Fort Lauderdale, FL CMSA, total</b>	1,622	1,564	1,733	1,721	1,703	1,718	1,733	1,741	1,678	1,775	1,831	2,505	21,324
Nondurable goods, total	958	914	1,011	1,021	1,030	993	1,017	1,024	957	1,007	1,093	1,487	12,512
Dept. stores (excl. leased depts.)	120	128	149	148	153	144	142	164	139	150	184	299	1,920
Dept. stores (incl. leased depts.) <sup>2</sup>	125	133	154	153	159	149	147	169	143	156	191	309	1,988
GAF, total <sup>3</sup>	415	434	471	481	477	458	447	477	454	477	549	901	6,041
<b>Miami-Hialeah, FL PMSA, total</b>	823	794	878	900	901	898	952	964	920	947	1,002	1,359	11,338
Nondurable goods, total	526	513	566	587	598	591	622	633	580	605	653	891	7,365
Dept. stores (excl. leased depts.)	74	79	90	92	98	93	91	105	88	95	115	183	1,203
Dept. stores (incl. leased depts.) <sup>2</sup>	77	82	93	95	101	95	93	108	91	98	119	190	1,242
GAF, total <sup>3</sup>	230	247	260	282	288	277	275	300	283	300	337	553	3,632
<b>Milwaukee-Racine, WI CMSA, total</b>	713	750	857	892	879	849	851	901	855	874	884	1,045	10,350
Dept. stores (excl. leased depts.)	60	59	78	82	82	78	75	90	82	87	110	167	1,046
Dept. stores (incl. leased depts.) <sup>2</sup>	61	60	79	80	84	79	76	92	84	89	112	171	1,067
GAF, total <sup>3</sup>	169	164	197	203	209	204	193	221	213	230	270	398	2,671
<b>Milwaukee, WI PMSA, total</b>	602	629	717	758	735	701	719	746	699	731	734	882	8,653
Dept. stores (excl. leased depts.)	51	50	67	67	71	66	64	77	71	74	93	142	893
Dept. stores (incl. leased depts.) <sup>2</sup>	53	52	69	69	73	68	66	79	74	76	96	147	922
GAF, total <sup>3</sup>	150	146	174	179	184	176	171	192	186	200	235	353	2,346
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>	1,223	1,179	1,331	1,346	1,358	1,385	1,330	1,417	1,295	1,323	1,289	1,643	16,119
Dept. stores (excl. leased depts.)	122	123	147	154	163	157	149	175	156	182	194	293	2,015
Dept. stores (incl. leased depts.) <sup>2</sup>	127	128	152	160	169	163	154	181	162	188	201	303	2,088
GAF, total <sup>3</sup>	309	293	339	354	363	363	345	393	370	398	434	661	4,622
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>	8,723	8,546	9,617	9,927	10,180	10,473	10,204	10,303	10,308	10,469	10,455	13,427	122,632
Nondurable goods, total	5,904	5,611	6,078	6,178	6,411	6,307	6,206	6,252	6,327	6,782	6,793	8,568	77,417
Dept. stores (excl. leased depts.)	501	579	659	730	823	797	638	761	785	860	996	1,624	9,753
Dept. stores (incl. leased depts.) <sup>2</sup>	531	603	688	760	849	823	660	786	813	890	1,029	1,675	10,107
GAF, total <sup>3</sup>	2,079	2,113	2,389	2,604	2,783	2,744	2,476	2,673	2,792	2,876	3,162	4,961	33,652
<b>Nassau-Suffolk, NY PMSA, total</b>	1,800	1,749	1,902	1,983	2,005	2,102	2,106	2,034	1,939	2,017	2,032	2,555	24,224
Nondurable goods, total	1,274	1,159	1,215	1,223	1,249	1,219	1,246	1,156	1,135	1,241	1,248	1,583	14,948
Dept. stores (excl. leased depts.)	87	102	115	131	149	149	114	139	141	152	181	293	1,753
Dept. stores (incl. leased depts.) <sup>2</sup>	99	111	128	145	161	162	124	148	151	162	193	315	1,899
<b>New York, NY PMSA, total</b>	3,447	3,354	3,831	3,855	3,846	3,978	3,726	3,924	4,067	3,964	3,909	5,015	46,916
Nondurable goods, total	2,224	2,139	2,327	2,339	2,419	2,374	2,239	2,350	2,449	2,576	2,557	3,228	29,221
Dept. stores (excl. leased depts.)	200	227	255	280	316	301	238	278	309	339	364	604	3,711
Dept. stores (incl. leased depts.) <sup>2</sup>	211	236	264	289	324	308	244	286	318	348	376	621	3,825
GAF, total <sup>3</sup>	886	865	1,005	1,094	1,153	1,148	1,020	1,079	1,166	1,199	1,222	1,904	13,741
<b>Newark, NJ PMSA, total</b>	838	798	909	973	1,015	990	959	968	985	1,020	1,052	1,384	11,891
Dept. stores (excl. leased depts.)	45	53	61	68	74	71	56	69	69	76	93	153	888
Dept. stores (incl. leased depts.) <sup>2</sup>	47	55	63	69	75	73	58	71	71	77	95	157	911
<b>New York, NY City, total</b>	2,955	2,822	3,222	3,210	3,146	3,286	3,146	3,349	3,495	3,369	3,298	4,260	39,558
Nondurable goods, total	1,826	1,756	1,912	1,919	1,967	1,954	1,843	1,938	2,028	2,128	2,086	2,642	23,999
Dept. stores (excl. leased depts.)	156	176	198	218	242	229	179	211	243	265	280	462	2,859
Dept. stores (incl. leased depts.) <sup>2</sup>	164	183	204	223	247	234	183	215	249	271	288	474	2,935
GAF, total <sup>3</sup>	750	723	847	905	956	964	859	883	985	998	1,002	1,555	11,427

See footnotes at end of list of areas.

**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1987												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b> . . . . .	<b>2,978</b>	<b>3,043</b>	<b>3,639</b>	<b>3,674</b>	<b>3,634</b>	<b>4,039</b>	<b>3,803</b>	<b>3,777</b>	<b>3,797</b>	<b>3,730</b>	<b>3,709</b>	<b>4,884</b>	<b>44,707</b>
Nondurable goods, total . . . . .	1,832	1,812	2,013	2,036	2,065	2,023	1,935	1,979	2,002	2,106	2,170	2,895	24,868
Dept. stores (excl. leased depts.) . . . . .	212	220	284	313	340	316	270	315	313	338	433	692	4,046
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	222	228	293	321	347	323	277	324	322	347	443	706	4,153
GAF, total <sup>3</sup> . . . . .	604	625	747	831	837	825	763	859	860	916	1,067	1,773	10,707
<b>Philadelphia, PA-NJ PMSA, total</b> . . . . .	<b>2,385</b>	<b>2,400</b>	<b>2,863</b>	<b>2,880</b>	<b>2,836</b>	<b>3,155</b>	<b>2,981</b>	<b>2,944</b>	<b>2,952</b>	<b>2,924</b>	<b>2,899</b>	<b>3,823</b>	<b>35,042</b>
Nondurable goods, total . . . . .	1,475	1,438	1,606	1,607	1,615	1,588	1,505	1,529	1,555	1,642	1,685	2,262	19,507
Dept. stores (excl. leased depts.) . . . . .	169	173	228	249	272	252	216	248	251	271	347	556	3,232
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	178	180	235	255	278	258	221	254	258	278	355	567	3,317
GAF, total <sup>3</sup> . . . . .	477	495	592	653	662	656	619	683	692	737	851	1,412	8,529
<b>Philadelphia, PA City, total</b> . . . . .	<b>516</b>	<b>511</b>	<b>580</b>	<b>599</b>	<b>596</b>	<b>636</b>	<b>630</b>	<b>593</b>	<b>583</b>	<b>619</b>	<b>638</b>	<b>736</b>	<b>7,237</b>
Dept. stores (excl. leased depts.) . . . . .	30	28	38	41	46	42	36	39	41	45	56	87	529
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	31	29	39	42	46	43	37	40	42	45	58	88	540
<b>Phoenix, AZ MSA, total</b> . . . . .	<b>953</b>	<b>934</b>	<b>1,078</b>	<b>1,052</b>	<b>1,076</b>	<b>1,019</b>	<b>989</b>	<b>1,051</b>	<b>1,027</b>	<b>1,080</b>	<b>1,121</b>	<b>1,413</b>	<b>12,793</b>
Dept. stores (excl. leased depts.) . . . . .	78	81	96	97	99	89	83	94	84	90	118	200	1,209
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	80	83	98	100	101	90	84	95	86	92	120	205	1,234
GAF, total <sup>3</sup> . . . . .	234	212	275	259	261	238	215	256	236	269	311	549	3,315
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b> . . . . .	<b>841</b>	<b>951</b>	<b>1,031</b>	<b>1,079</b>	<b>1,140</b>	<b>1,063</b>	<b>1,124</b>	<b>1,182</b>	<b>1,060</b>	<b>1,134</b>	<b>1,201</b>	<b>1,391</b>	<b>13,197</b>
Nondurable goods, total . . . . .	561	585	631	645	691	652	642	690	650	729	795	981	8,252
Dept. stores (excl. leased depts.) . . . . .	74	83	102	119	130	117	114	140	127	141	187	265	1,599
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	78	86	106	125	135	121	118	146	132	148	196	277	1,668
GAF, total <sup>3</sup> . . . . .	212	230	255	286	305	286	271	308	289	311	380	589	3,722
<b>Pittsburgh, PA PMSA, total</b> . . . . .	<b>819</b>	<b>927</b>	<b>1,001</b>	<b>1,051</b>	<b>1,103</b>	<b>1,028</b>	<b>1,087</b>	<b>1,149</b>	<b>1,028</b>	<b>1,091</b>	<b>1,155</b>	<b>1,332</b>	<b>12,771</b>
Nondurable goods, total . . . . .	543	566	609	625	663	625	613	664	625	696	757	934	7,920
Dept. stores (excl. leased depts.) . . . . .	67	75	93	108	118	106	103	128	117	129	172	244	1,460
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	71	79	96	113	123	110	107	133	122	135	180	254	1,523
GAF, total <sup>3</sup> . . . . .	199	213	232	263	275	260	244	279	268	283	348	538	3,402
<b>St. Louis, MO-IL MSA, total</b> . . . . .	<b>1,093</b>	<b>1,121</b>	<b>1,314</b>	<b>1,387</b>	<b>1,383</b>	<b>1,341</b>	<b>1,329</b>	<b>1,347</b>	<b>1,333</b>	<b>1,351</b>	<b>1,344</b>	<b>1,674</b>	<b>16,017</b>
Dept. stores (excl. leased depts.) . . . . .	115	118	146	159	170	151	145	161	152	165	201	313	1,996
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	118	120	149	163	173	154	147	164	154	168	204	316	2,030
GAF, total <sup>3</sup> . . . . .	296	307	368	392	397	356	344	368	351	377	461	740	4,757
<b>San Diego, CA MSA, total</b> . . . . .	<b>1,063</b>	<b>1,037</b>	<b>1,220</b>	<b>1,246</b>	<b>1,273</b>	<b>1,287</b>	<b>1,304</b>	<b>1,329</b>	<b>1,260</b>	<b>1,409</b>	<b>1,354</b>	<b>1,763</b>	<b>15,545</b>
Nondurable goods, total . . . . .	650	625	677	730	743	719	747	773	729	785	778	1,080	9,036
Dept. stores (excl. leased depts.) . . . . .	85	82	95	103	105	104	104	114	106	117	135	233	1,383
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	88	84	98	106	108	107	106	117	109	120	138	240	1,421
GAF, total <sup>3</sup> . . . . .	319	316	340	370	378	373	371	444	385	402	444	760	4,902
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b> . . . . .	<b>3,042</b>	<b>3,020</b>	<b>3,333</b>	<b>3,480</b>	<b>3,635</b>	<b>3,553</b>	<b>3,566</b>	<b>3,601</b>	<b>3,469</b>	<b>3,562</b>	<b>3,501</b>	<b>4,553</b>	<b>42,315</b>
Nondurable goods, total . . . . .	2,165	2,077	2,266	2,362	2,452	2,406	2,434	2,462	2,314	2,456	2,429	3,165	28,988
Dept. stores (excl. leased depts.) . . . . .	227	232	265	291	310	290	284	327	288	305	386	643	3,848
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	234	238	273	300	316	297	290	334	295	314	394	653	3,938
GAF, total <sup>3</sup> . . . . .	778	808	895	930	963	953	940	1,042	983	1,025	1,168	1,937	12,422
<b>Oakland, CA PMSA, total</b> . . . . .	<b>1,027</b>	<b>998</b>	<b>1,132</b>	<b>1,200</b>	<b>1,236</b>	<b>1,239</b>	<b>1,235</b>	<b>1,244</b>	<b>1,201</b>	<b>1,223</b>	<b>1,161</b>	<b>1,455</b>	<b>14,351</b>
Dept. stores (excl. leased depts.) . . . . .	70	72	82	89	96	90	88	103	88	93	123	201	1,195
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	71	75	84	92	98	91	90	105	90	95	125	205	1,221
<b>San Francisco, CA PMSA, total</b> . . . . .	<b>821</b>	<b>838</b>	<b>904</b>	<b>926</b>	<b>977</b>	<b>936</b>	<b>966</b>	<b>1,001</b>	<b>1,018</b>	<b>981</b>	<b>975</b>	<b>1,255</b>	<b>11,598</b>
Nondurable goods, total . . . . .	649	619	673	695	723	713	750	738	796	776	754	951	8,837
Dept. stores (excl. leased depts.) . . . . .	68	68	78	86	89	84	84	93	85	90	107	181	1,113
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	71	70	80	88	91	86	85	95	87	92	110	185	1,140
GAF, total <sup>3</sup> . . . . .	244	242	279	288	298	288	290	318	304	330	351	557	3,789
<b>Seattle-Tacoma, WA CMSA, total</b> . . . . .	<b>1,106</b>	<b>1,060</b>	<b>1,173</b>	<b>1,238</b>	<b>1,284</b>	<b>1,303</b>	<b>1,348</b>	<b>1,373</b>	<b>1,306</b>	<b>1,351</b>	<b>1,342</b>	<b>1,891</b>	<b>15,775</b>
Dept. stores (excl. leased depts.) . . . . .	73	72	88	92	104	109	110	125	111	117	134	216	1,351
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	76	76	91	95	106	112	113	128	114	120	138	225	1,394
GAF, total <sup>3</sup> . . . . .	333	331	375	389	412	428	438	450	420	437	503	896	5,412
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b> . . . . .	<b>1,440</b>	<b>1,431</b>	<b>1,607</b>	<b>1,553</b>	<b>1,517</b>	<b>1,495</b>	<b>1,481</b>	<b>1,519</b>	<b>1,494</b>	<b>1,452</b>	<b>1,471</b>	<b>1,980</b>	<b>18,440</b>
Nondurable goods, total . . . . .	1,036	1,008	1,156	1,105	1,065	1,010	1,020	1,028	981	946	972	1,403	12,730
Dept. stores (excl. leased depts.) . . . . .	81	86	107	103	105	97	97	102	90	103	127	199	1,297
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	84	90	112	108	109	101	100	105	94	107	132	207	1,349
GAF, total <sup>3</sup> . . . . .	210	214	246	246	243	231	229	241	223	248	285	467	3,083
<b>Washington, DC-MD-VA MSA, total</b> . . . . .	<b>1,874</b>	<b>1,976</b>	<b>2,354</b>	<b>2,501</b>	<b>2,631</b>	<b>2,642</b>	<b>2,641</b>	<b>2,616</b>	<b>2,495</b>	<b>2,600</b>	<b>2,445</b>	<b>3,223</b>	<b>29,998</b>
Nondurable goods, total . . . . .	1,217	1,197	1,351	1,417	1,506	1,444	1,482	1,503	1,442	1,563	1,522	2,044	17,688
Dept. stores (excl. leased depts.) . . . . .	130	151	193	208	214	198	186	207	212	225	256	412	2,592
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	137	158	201	216	222	205	191	213	219	232	264	425	2,683
GAF, total <sup>3</sup> . . . . .	451	476	570	615	647	627	598	666	656	682	760	1,259	8,007

<sup>1</sup>For definitions of metropolitan areas, see appendix C.<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

Table 12. **Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1986												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Atlanta, GA MSA, total</b>	<b>1,545</b>	<b>1,503</b>	<b>1,714</b>	<b>1,713</b>	<b>1,925</b>	<b>1,677</b>	<b>1,732</b>	<b>1,801</b>	<b>1,738</b>	<b>1,721</b>	<b>1,732</b>	<b>2,139</b>	<b>20,940</b>
Nondurable goods, total	1,063	1,028	1,208	1,160	1,233	1,098	1,208	1,295	1,164	1,218	1,215	1,473	14,363
Dept. stores (excl. leased depts.)	102	111	154	150	166	153	140	169	150	168	200	311	1,974
Dept. stores (incl. leased depts.) <sup>2</sup>	107	117	163	159	175	162	148	179	158	176	212	329	2,085
GAF, total <sup>3</sup>	330	354	460	449	536	481	442	486	453	465	544	865	5,865
<b>Baltimore, MD MSA, total</b>	<b>1,151</b>	<b>1,109</b>	<b>1,326</b>	<b>1,338</b>	<b>1,526</b>	<b>1,375</b>	<b>1,409</b>	<b>1,496</b>	<b>1,495</b>	<b>1,519</b>	<b>1,500</b>	<b>1,961</b>	<b>17,205</b>
Nondurable goods, total	668	626	704	705	770	699	697	755	692	753	795	992	8,856
Dept. stores (excl. leased depts.)	64	67	94	94	111	100	86	104	99	109	143	215	1,286
Dept. stores (incl. leased depts.) <sup>2</sup>	67	70	98	98	115	105	89	108	103	113	149	223	1,338
GAF, total <sup>3</sup>	231	229	300	296	328	303	288	327	317	337	398	625	3,979
<b>Boston-Lawrence-Salem-Lowell-Brockton, MA NECMA, total</b>	<b>1,971</b>	<b>1,787</b>	<b>2,023</b>	<b>2,111</b>	<b>2,289</b>	<b>2,149</b>	<b>2,133</b>	<b>2,235</b>	<b>2,287</b>	<b>2,295</b>	<b>2,260</b>	<b>2,904</b>	<b>26,444</b>
Nondurable goods, total	1,420	1,281	1,423	1,453	1,567	1,426	1,452	1,546	1,457	1,598	1,596	1,958	18,177
Dept. stores (excl. leased depts.)	109	115	151	152	182	159	143	177	172	182	219	344	2,105
Dept. stores (incl. leased depts.) <sup>2</sup>	115	121	158	159	190	166	150	186	180	192	230	360	2,207
GAF, total <sup>3</sup>	427	410	532	540	604	562	515	604	600	623	718	1,149	7,284
<b>Chicago-Gary-Lake County, IL-IN-WI CMSA, total</b>	<b>3,757</b>	<b>3,649</b>	<b>4,164</b>	<b>4,241</b>	<b>4,535</b>	<b>4,338</b>	<b>4,489</b>	<b>4,528</b>	<b>4,608</b>	<b>4,774</b>	<b>4,620</b>	<b>5,649</b>	<b>53,352</b>
Nondurable goods, total	2,336	2,224	2,563	2,483	2,669	2,491	2,576	2,700	2,593	2,790	2,855	3,473	31,753
Dept. stores (excl. leased depts.)	254	249	343	343	381	359	338	387	352	387	461	719	4,573
Dept. stores (incl. leased depts.) <sup>2</sup>	270	265	364	361	403	379	358	407	373	409	486	759	4,834
GAF, total <sup>3</sup>	775	737	964	942	1,048	979	939	1,061	985	1,098	1,281	1,956	12,765
<b>Chicago, IL PMSA, total</b>	<b>2,932</b>	<b>2,857</b>	<b>3,265</b>	<b>3,305</b>	<b>3,561</b>	<b>3,402</b>	<b>3,519</b>	<b>3,552</b>	<b>3,621</b>	<b>3,764</b>	<b>3,663</b>	<b>4,495</b>	<b>41,936</b>
Nondurable goods, total	1,857	1,774	2,058	1,988	2,135	1,996	2,070	2,166	2,096	2,251	2,308	2,798	25,497
Dept. stores (excl. leased depts.)	193	190	262	260	289	274	258	294	269	295	351	547	3,482
Dept. stores (incl. leased depts.) <sup>2</sup>	206	203	279	277	308	291	275	312	286	314	373	581	3,705
GAF, total <sup>3</sup>	619	591	773	751	844	786	752	850	793	880	1,028	1,561	10,228
<b>Chicago, IL City, total</b>	<b>1,150</b>	<b>1,120</b>	<b>1,262</b>	<b>1,277</b>	<b>1,353</b>	<b>1,256</b>	<b>1,324</b>	<b>1,261</b>	<b>1,231</b>	<b>1,300</b>	<b>1,262</b>	<b>1,500</b>	<b>15,296</b>
Nondurable goods, total	814	791	912	902	927	872	889	938	899	982	971	1,150	11,047
Dept. stores (excl. leased depts.)	63	62	87	85	92	87	83	95	89	99	116	178	1,136
Dept. stores (incl. leased depts.) <sup>2</sup>	69	68	95	93	101	94	90	103	96	107	126	192	1,234
GAF, total <sup>3</sup>	207	200	262	248	274	260	249	277	268	293	328	479	3,345
<b>Cincinnati-Hamilton, OH-KY-IN CMSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Nondurable goods, total	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
GAF, total <sup>3</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>Cleveland-Akron-Lorain, OH CMSA, total</b>	<b>1,413</b>	<b>1,338</b>	<b>1,534</b>	<b>1,704</b>	<b>1,756</b>	<b>1,640</b>	<b>1,672</b>	<b>1,649</b>	<b>1,727</b>	<b>1,634</b>	<b>1,542</b>	<b>1,880</b>	<b>19,489</b>
Nondurable goods, total	847	779	877	897	950	864	894	898	845	936	942	1,165	10,894
Dept. stores (excl. leased depts.)	93	92	128	142	148	135	130	151	142	150	177	273	1,761
Dept. stores (incl. leased depts.) <sup>2</sup>	99	98	137	152	158	145	139	161	151	160	190	292	1,882
GAF, total <sup>3</sup>	250	243	313	325	347	322	312	352	329	351	410	647	4,201
<b>Cleveland, OH PMSA, total</b>	<b>943</b>	<b>896</b>	<b>1,024</b>	<b>1,132</b>	<b>1,162</b>	<b>1,085</b>	<b>1,104</b>	<b>1,092</b>	<b>1,145</b>	<b>1,079</b>	<b>1,026</b>	<b>1,262</b>	<b>12,950</b>
Dept. stores (excl. leased depts.)	63	62	87	97	101	93	89	104	97	103	121	187	1,204
Dept. stores (incl. leased depts.) <sup>2</sup>	68	67	95	106	110	100	96	112	104	111	131	202	1,302
GAF, total <sup>3</sup>	179	174	224	235	252	234	227	257	239	255	297	470	3,043
<b>Dallas-Fort Worth, TX CMSA, total</b>	<b>2,009</b>	<b>1,948</b>	<b>2,238</b>	<b>2,283</b>	<b>2,498</b>	<b>2,394</b>	<b>2,478</b>	<b>2,531</b>	<b>2,708</b>	<b>2,632</b>	<b>2,491</b>	<b>3,026</b>	<b>29,236</b>
Nondurable goods, total	1,326	1,269	1,486	1,492	1,628	1,540	1,509	1,587	1,647	1,666	1,615	1,966	18,731
Dept. stores (excl. leased depts.)	153	154	205	195	223	199	194	220	192	217	251	407	2,610
Dept. stores (incl. leased depts.) <sup>2</sup>	159	160	212	202	231	206	201	227	199	225	260	421	2,703
GAF, total <sup>3</sup>	490	505	649	614	706	635	612	721	735	765	828	1,254	8,514
<b>Denver-Boulder, CO CMSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Nondurable goods, total	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
GAF, total <sup>3</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>Detroit-Ann Arbor, MI CMSA, total</b>	<b>2,073</b>	<b>2,025</b>	<b>2,299</b>	<b>2,337</b>	<b>2,612</b>	<b>2,509</b>	<b>2,377</b>	<b>2,437</b>	<b>2,564</b>	<b>2,491</b>	<b>2,444</b>	<b>3,214</b>	<b>29,382</b>
Nondurable goods, total	1,266	1,236	1,418	1,348	1,469	1,420	1,409	1,485	1,391	1,483	1,502	1,866	17,293
Dept. stores (excl. leased depts.)	191	186	249	255	283	268	246	279	260	298	345	494	3,354
Dept. stores (incl. leased depts.) <sup>2</sup>	198	191	257	263	291	276	254	287	268	306	354	507	3,452
GAF, total <sup>3</sup>	571	535	684	680	778	735	691	758	709	779	876	1,359	9,155
<b>Detroit, MI PMSA, total</b>	<b>1,862</b>	<b>1,824</b>	<b>2,073</b>	<b>2,104</b>	<b>2,350</b>	<b>2,252</b>	<b>2,139</b>	<b>2,199</b>	<b>2,294</b>	<b>2,239</b>	<b>2,208</b>	<b>2,896</b>	<b>26,440</b>
Nondurable goods, total	1,172	1,148	1,315	1,252	1,365	1,317	1,306	1,378	1,291	1,372	1,394	1,733	16,043
Dept. stores (excl. leased depts.)	177	172	231	236	261	248	228	258	241	275	319	457	3,103
Dept. stores (incl. leased depts.) <sup>2</sup>	183	177	239	244	269	256	235	266	248	284	329	470	3,200
GAF, total <sup>3</sup>	524	493	633	627	718	679	636	699	654	717	807	1,254	8,441
<b>Houston-Galveston-Brazoria, TX CMSA, total</b>	<b>1,784</b>	<b>1,684</b>	<b>1,901</b>	<b>1,832</b>	<b>1,991</b>	<b>1,892</b>	<b>1,890</b>	<b>1,995</b>	<b>1,842</b>	<b>1,830</b>	<b>1,870</b>	<b>2,568</b>	<b>23,079</b>
Nondurable goods, total	1,187	1,133	1,280	1,227	1,364	1,232	1,240	1,357	1,156	1,243	1,310	1,772	15,501
Dept. stores (excl. leased depts.)	133	142	179	168	190	171	174	194	166	180	209	341	2,247
Dept. stores (incl. leased depts.) <sup>2</sup>	138	147	185	174	197	177	181	201	172	187	217	355	2,331
GAF, total <sup>3</sup>	433	432	530	490	565	501	507	588	490	546	643	1,076	6,801

See footnotes at end of list of areas.

**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities:  
January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1986												Total	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.		
<b>Houston-Galveston-Brazoria, TX CMSA, total—Con.</b>														
Houston, TX PMSA, total . . . . .	1,603	1,513	1,710	1,647	1,791	1,705	1,702	1,796	1,657	1,645	1,686	2,334	20,789	
Nondurable goods, total . . . . .	1,062	1,014	1,148	1,099	1,223	1,107	1,113	1,215	1,037	1,113	1,177	1,609	13,917	
Dept. stores (excl. leased depts.) . . . . .	116	124	157	147	168	150	153	170	147	159	184	299	1,974	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	120	129	163	153	174	156	159	176	151	164	190	311	2,046	
GAF, total <sup>3</sup> . . . . .	402	400	493	455	525	466	472	544	459	508	601	1,011	6,336	
<b>Kansas City, MO-KS MSA, total</b>														
Kansas City, MO-KS MSA, total . . . . .	965	924	1,059	1,028	1,169	1,028	1,006	1,116	1,065	990	1,027	1,189	12,566	
Dept. stores (excl. leased depts.) . . . . .	64	62	82	86	99	89	86	95	83	95	118	177	1,136	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	65	63	84	88	101	90	87	96	84	96	121	181	1,156	
GAF, total <sup>3</sup> . . . . .	175	167	214	208	249	223	214	225	200	222	267	413	2,777	
<b>Los Angeles-Anaheim-Riverside, CA CMSA, total</b>														
Los Angeles-Anaheim-Riverside, CA CMSA, total . . . . .	6,897	6,590	7,304	7,416	7,832	7,784	7,723	7,883	7,840	7,718	7,728	10,091	92,806	
Nondurable goods, total . . . . .	4,328	4,077	4,589	4,477	4,796	4,739	4,676	4,707	4,547	4,659	4,697	6,009	56,301	
Dept. stores (excl. leased depts.) . . . . .	550	558	661	640	705	680	636	680	669	641	691	1,212	8,323	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	571	578	686	664	731	706	660	705	693	664	717	1,257	8,632	
GAF, total <sup>3</sup> . . . . .	1,701	1,693	1,960	1,944	2,151	2,106	2,048	2,108	2,058	2,141	2,282	3,612	25,804	
<b>Anaheim-Santa Ana, CA PMSA, total</b>														
Anaheim-Santa Ana, CA PMSA, total . . . . .	1,428	1,399	1,541	1,506	1,685	1,624	1,601	1,706	1,660	1,572	1,589	2,097	19,408	
Dept. stores (excl. leased depts.) . . . . .	108	111	132	130	143	138	130	139	137	137	151	267	1,723	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	110	113	135	133	146	141	133	142	139	140	153	274	1,759	
GAF, total <sup>3</sup> . . . . .	358	353	417	404	451	450	426	447	423	432	482	796	5,439	
<b>Los Angeles-Long Beach, CA PMSA, total</b>														
Los Angeles-Long Beach, CA PMSA, total . . . . .	4,067	3,872	4,300	4,350	4,603	4,575	4,542	4,623	4,586	4,536	4,557	5,957	54,568	
Nondurable goods, total . . . . .	2,679	2,514	2,832	2,764	2,962	2,931	2,896	2,910	2,817	2,881	2,907	3,715	34,808	
Dept. stores (excl. leased depts.) . . . . .	319	323	384	371	409	395	369	394	389	372	400	703	4,828	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	333	337	400	388	427	412	385	411	405	388	418	733	5,037	
GAF, total <sup>3</sup> . . . . .	1,021	1,010	1,172	1,161	1,287	1,265	1,228	1,264	1,240	1,282	1,374	2,177	15,481	
<b>Los Angeles, CA City, total</b>														
Los Angeles, CA City, total . . . . .	1,698	1,594	1,767	1,808	1,903	1,873	1,884	1,952	1,976	1,946	1,946	2,403	22,750	
Nondurable goods, total . . . . .	1,013	979	1,105	1,074	1,148	1,155	1,142	1,155	1,124	1,161	1,173	1,432	13,661	
Dept. stores (excl. leased depts.) . . . . .	104	104	121	120	129	125	115	124	124	123	133	224	1,546	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	109	109	127	126	135	131	121	130	130	129	139	235	1,621	
GAF, total <sup>3</sup> . . . . .	395	371	430	433	460	466	424	445	426	456	497	738	5,541	
<b>Miami-Fort Lauderdale, FL CMSA, total</b>														
Miami-Fort Lauderdale, FL CMSA, total . . . . .	1,639	1,531	1,639	1,586	1,757	1,691	1,655	1,724	1,718	1,692	1,783	2,237	20,652	
Nondurable goods, total . . . . .	911	887	1,007	940	1,015	957	959	986	918	973	1,009	1,276	11,838	
Dept. stores (excl. leased depts.) . . . . .	108	116	143	134	153	143	136	158	135	146	173	275	1,820	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	112	119	148	139	159	148	140	164	139	149	178	284	1,879	
GAF, total <sup>3</sup> . . . . .	360	359	430	414	451	429	428	465	414	467	532	830	5,579	
<b>Miami-Hialeah, FL PMSA, total</b>														
Miami-Hialeah, FL PMSA, total . . . . .	788	746	807	783	863	825	815	844	830	838	884	1,130	10,153	
Nondurable goods, total . . . . .	491	478	538	510	550	515	519	533	499	528	551	702	6,414	
Dept. stores (excl. leased depts.) . . . . .	66	71	87	83	94	88	84	98	84	89	106	170	1,120	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	69	74	91	85	99	91	86	102	85	92	110	176	1,160	
GAF, total <sup>3</sup> . . . . .	199	199	240	232	254	241	241	262	234	260	295	465	3,122	
<b>Milwaukee-Racine, WI CMSA, total</b>														
Milwaukee-Racine, WI CMSA, total . . . . .	784	679	815	870	878	875	834	851	888	882	915	1,039	10,310	
Nondurable goods, total . . . . .	59	60	83	83	88	81	83	92	83	87	95	156	1,050	
Dept. stores (excl. leased depts.) . . . . .	61	61	87	87	92	84	86	96	86	90	98	161	1,089	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	153	142	194	192	202	193	192	207	198	211	235	375	2,494	
GAF, total <sup>3</sup> . . . . .	642	563	672	714	726	714	688	710	728	732	759	875	8,523	
Dept. stores (excl. leased depts.) . . . . .	51	51	71	72	76	70	71	80	71	74	82	134	903	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	53	53	76	76	80	73	75	84	75	78	85	141	949	
GAF, total <sup>3</sup> . . . . .	137	126	172	173	181	172	170	184	176	189	210	338	2,228	
<b>Minneapolis-St. Paul, MN-WI MSA, total</b>														
Minneapolis-St. Paul, MN-WI MSA, total . . . . .	1,210	1,146	1,283	1,350	1,453	1,386	1,358	1,440	1,486	1,510	1,449	1,691	16,762	
Nondurable goods, total . . . . .	114	112	149	149	165	155	142	166	153	175	199	280	1,959	
Dept. stores (excl. leased depts.) . . . . .	118	116	155	155	172	162	148	173	160	181	208	291	2,039	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	264	251	320	318	344	328	317	371	341	370	417	602	4,243	
GAF, total <sup>3</sup> . . . . .														
<b>New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total</b>														
New York-Northern New Jersey-Long Island NY-NJ-CT CMSA, total . . . . .	8,717	8,074	9,106	9,062	9,968	9,501	9,271	9,490	9,890	9,848	9,942	12,630	115,499	
Nondurable goods, total . . . . .	5,936	5,383	6,016	5,720	6,263	5,984	5,891	6,017	5,895	6,236	6,455	8,047	73,843	
Dept. stores (excl. leased depts.) . . . . .	467	521	656	652	812	710	591	726	728	775	926	1,450	9,014	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	491	547	690	684	852	745	621	762	764	814	971	1,523	9,464	
GAF, total <sup>3</sup> . . . . .	1,922	1,915	2,315	2,328	2,695	2,465	2,278	2,551	2,609	2,729	3,020	4,489	31,316	
<b>Nassau-Suffolk, NY PMSA, total</b>														
Nassau-Suffolk, NY PMSA, total . . . . .	1,881	1,662	1,717	1,678	1,867	1,784	1,755	1,814	1,830	1,813	1,885	2,341	22,027	
Nondurable goods, total . . . . .	1,343	1,156	1,179	1,094	1,226	1,164	1,161	1,193	1,143	1,195	1,294	1,595	14,743	
Dept. stores (excl. leased depts.) . . . . .	81	91	114	113	145	130	107	128	127	131	162	255	1,584	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	92	101	129	128	164	146	121	144	142	146	182	288	1,783	
GAF, total <sup>3</sup> . . . . .														
<b>New York, NY PMSA, total</b>														
New York, NY PMSA, total . . . . .	3,355	3,170	3,807	3,710	3,987	3,798	3,660	3,760	4,046	4,073	4,108	5,184	46,658	
Nondurable goods, total . . . . .	2,223	2,072	2,387	2,286	2,464	2,342	2,272	2,355	2,340	2,483	2,546	3,157	28,927	
Dept. stores (excl. leased depts.) . . . . .	192	209	262	255	319	276	223	277	286	310	356	546	3,511	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	200	219	273	267	333	287	232	289	298	324	371	569	3,662	
GAF, total <sup>3</sup> . . . . .	805	793	980	978	1,115	1,018	929	1,062	1,108	1,163	1,268	1,865	13,084	
<b>Newark, NJ PMSA, total</b>														
Newark, NJ PMSA, total . . . . .	771	699	792	902	997	923	901	877	892	893	925	1,154	10,726	
Nondurable goods, total . . . . .	43	48	61	63	75	65	57	70	68	74	89	141	854	
Dept. stores (excl. leased depts.) . . . . .	43	49	62	64	77	67	58	72	70	76	91	145	874	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .														
<b>New York, NY City, total</b>														
New York, NY City, total . . . . .	2,874	2,751	3,322	3,214	3,401	3,181	3,077	3,173	3,408	3,505	3,426	4,305	39,637	
Nondurable goods, total . . . . .	1,840	1,729	1,990	1,916	2,042	1,946	1,865	1,919	1,911	2,024	2,045	2,527	23,754	
Dept. stores (excl. leased depts.) . . . . .	147	159	197	190	236	202	161	201	215	232	263	402	2,605	
Dept. stores (incl. leased depts.) <sup>2</sup> . . . . .	154	166	205	197	245	210	168	210	224	241	274	419	2,713	
GAF, total <sup>3</sup> . . . . .	670	658	819	825	932	861	774	881	941	976	1,041	1,509	10,887	

See footnotes at end of list of areas.

**Table 12. Estimated Monthly Retail Sales, by Selected Kinds of Business for Specified Areas and Cities: January 1986 to December 1995—Continued**

[Data in millions of dollars, not adjusted for seasonal variations, holiday, trading day differences, or price changes]

Area <sup>1</sup> and kind of business	1986												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
<b>Philadelphia-Wilmington-Trenton, PA-NJ-DE CMSA, total</b>	<b>3,298</b>	<b>3,066</b>	<b>3,429</b>	<b>3,405</b>	<b>3,889</b>	<b>3,723</b>	<b>3,500</b>	<b>3,590</b>	<b>3,907</b>	<b>3,738</b>	<b>3,679</b>	<b>4,712</b>	<b>43,936</b>
Nondurable goods, total	1,874	1,738	1,993	1,843	2,066	1,928	1,868	1,965	1,951	2,059	2,178	2,773	24,236
Dept. stores (excl. leased depts.)	191	202	276	272	325	284	248	294	290	316	408	626	3,732
Dept. stores (incl. leased depts.) <sup>2</sup>	198	210	285	282	336	293	257	303	301	328	423	647	3,863
GAF, total <sup>3</sup>	574	584	735	706	809	742	679	764	760	819	974	1,547	9,693
<b>Philadelphia, PA-NJ PMSA, total</b>	<b>2,634</b>	<b>2,450</b>	<b>2,734</b>	<b>2,727</b>	<b>3,107</b>	<b>2,972</b>	<b>2,803</b>	<b>2,874</b>	<b>3,126</b>	<b>2,993</b>	<b>2,952</b>	<b>3,777</b>	<b>35,149</b>
Nondurable goods, total	1,498	1,393	1,593	1,483	1,654	1,541	1,499	1,575	1,566	1,654	1,750	2,217	19,423
Dept. stores (excl. leased depts.)	153	162	220	218	259	227	198	235	232	252	326	500	2,982
Dept. stores (incl. leased depts.) <sup>2</sup>	159	167	228	225	268	234	206	243	239	261	338	517	3,085
GAF, total <sup>3</sup>	452	459	574	551	633	585	535	602	597	644	770	1,227	7,629
<b>Philadelphia, PA City, total</b>	<b>546</b>	<b>561</b>	<b>658</b>	<b>667</b>	<b>692</b>	<b>669</b>	<b>621</b>	<b>686</b>	<b>705</b>	<b>666</b>	<b>671</b>	<b>791</b>	<b>7,933</b>
Dept. stores (excl. leased depts.)	30	28	40	38	45	38	35	36	39	44	56	81	510
Dept. stores (incl. leased depts.) <sup>2</sup>	31	29	41	39	46	39	37	38	41	46	59	84	530
<b>Phoenix, AZ MSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
GAF, total <sup>3</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>Pittsburgh-Beaver Valley, PA CMSA, total</b>	<b>759</b>	<b>729</b>	<b>827</b>	<b>852</b>	<b>933</b>	<b>921</b>	<b>997</b>	<b>1,005</b>	<b>964</b>	<b>967</b>	<b>996</b>	<b>1,203</b>	<b>11,153</b>
Nondurable goods, total	557	527	593	602	676	612	648	676	597	643	695	849	7,675
Dept. stores (excl. leased depts.)	78	80	116	116	128	109	103	124	108	117	163	213	1,455
Dept. stores (incl. leased depts.) <sup>2</sup>	83	85	122	122	135	116	108	130	114	123	171	223	1,532
GAF, total <sup>3</sup>	180	188	240	234	254	229	226	264	237	257	337	494	3,140
<b>Pittsburgh, PA PMSA, total</b>	<b>739</b>	<b>709</b>	<b>802</b>	<b>828</b>	<b>904</b>	<b>895</b>	<b>971</b>	<b>977</b>	<b>938</b>	<b>940</b>	<b>965</b>	<b>1,162</b>	<b>10,830</b>
Nondurable goods, total	539	510	572	581	652	592	628	654	577	623	669	815	7,412
Dept. stores (excl. leased depts.)	71	72	105	105	116	99	93	113	98	106	148	193	1,319
Dept. stores (incl. leased depts.) <sup>2</sup>	75	76	110	110	121	104	97	118	103	111	154	202	1,381
GAF, total <sup>3</sup>	167	173	222	217	235	212	211	246	220	239	312	457	2,911
<b>St. Louis, MO-IL MSA, total</b>	<b>1,108</b>	<b>1,070</b>	<b>1,317</b>	<b>1,276</b>	<b>1,354</b>	<b>1,278</b>	<b>1,278</b>	<b>1,385</b>	<b>1,308</b>	<b>1,294</b>	<b>1,275</b>	<b>1,598</b>	<b>15,541</b>
Dept. stores (excl. leased depts.)	111	112	148	150	164	151	140	159	147	166	204	303	1,955
Dept. stores (incl. leased depts.) <sup>2</sup>	112	113	150	152	167	154	142	162	148	168	208	308	1,984
GAF, total <sup>3</sup>	308	299	408	383	418	379	357	405	380	417	473	703	4,930
<b>San Diego, CA MSA, total</b>	<b>1,086</b>	<b>1,061</b>	<b>1,077</b>	<b>1,115</b>	<b>1,231</b>	<b>1,146</b>	<b>1,218</b>	<b>1,331</b>	<b>1,253</b>	<b>1,259</b>	<b>1,244</b>	<b>1,537</b>	<b>14,558</b>
Nondurable goods, total	581	560	631	624	698	657	672	709	667	684	688	904	8,075
Dept. stores (excl. leased depts.)	91	94	112	109	120	114	112	122	118	110	121	205	1,428
Dept. stores (incl. leased depts.) <sup>2</sup>	95	98	116	113	125	118	117	127	123	114	126	213	1,485
GAF, total <sup>3</sup>	302	297	343	334	385	345	359	390	370	379	410	642	4,556
<b>San Francisco-Oakland-San Jose, CA CMSA, total</b>	<b>3,064</b>	<b>2,858</b>	<b>3,157</b>	<b>3,180</b>	<b>3,456</b>	<b>3,305</b>	<b>3,339</b>	<b>3,469</b>	<b>3,301</b>	<b>3,436</b>	<b>3,506</b>	<b>4,486</b>	<b>40,557</b>
Nondurable goods, total	2,193	2,068	2,244	2,234	2,460	2,303	2,299	2,375	2,183	2,410	2,521	3,131	28,421
Dept. stores (excl. leased depts.)	245	253	298	303	342	318	316	357	322	330	367	614	4,065
Dept. stores (incl. leased depts.) <sup>2</sup>	252	259	307	312	351	327	323	366	330	339	376	630	4,172
GAF, total <sup>3</sup>	785	776	925	905	1,008	958	959	1,047	978	1,034	1,125	1,795	12,295
<b>Oakland, CA PMSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>San Francisco, CA PMSA, total</b>	<b>802</b>	<b>750</b>	<b>827</b>	<b>828</b>	<b>898</b>	<b>861</b>	<b>868</b>	<b>902</b>	<b>847</b>	<b>904</b>	<b>931</b>	<b>1,189</b>	<b>10,607</b>
Nondurable goods, total	642	606	659	655	714	673	673	697	643	711	741	929	8,343
Dept. stores (excl. leased depts.)	72	74	88	89	100	94	93	106	95	98	109	181	1,199
Dept. stores (incl. leased depts.) <sup>2</sup>	75	78	92	93	105	98	97	110	99	101	113	188	1,249
GAF, total <sup>3</sup>	238	234	282	275	303	291	289	319	299	314	342	546	3,732
<b>Seattle-Tacoma, WA CMSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
GAF, total <sup>3</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>Tampa-St. Petersburg-Clearwater, FL MSA, total</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>	<b>(NA)</b>
Nondurable goods, total	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (excl. leased depts.)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Dept. stores (incl. leased depts.) <sup>2</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
GAF, total <sup>3</sup>	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
<b>Washington, DC-MD-VA MSA, total</b>	<b>1,876</b>	<b>1,805</b>	<b>2,126</b>	<b>2,134</b>	<b>2,316</b>	<b>2,162</b>	<b>2,180</b>	<b>2,260</b>	<b>2,280</b>	<b>2,237</b>	<b>2,258</b>	<b>2,904</b>	<b>26,538</b>
Nondurable goods, total	1,163	1,144	1,350	1,324	1,426	1,291	1,292	1,327	1,290	1,396	1,420	1,769	16,192
Dept. stores (excl. leased depts.)	129	137	181	184	213	184	173	198	196	206	250	381	2,432
Dept. stores (incl. leased depts.) <sup>2</sup>	135	143	188	191	222	192	180	207	205	216	262	398	2,539
GAF, total <sup>3</sup>	407	414	572	563	654	579	560	626	563	596	690	1,094	7,318

<sup>1</sup>For definitions of metropolitan areas, see appendix C.

<sup>2</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: Totals include data for kinds of business not shown.

## Appendix A.

# Explanatory Material

### SAMPLE DESIGN

The Monthly Retail Trade Survey (MRTS) sample is a probability sample, selected from employers contained on the Census Bureau's Standard Statistical Establishment List (SSEL). The SSEL includes all employer businesses that make social security payments for employees under the Federal Insurance Contributions Act (FICA). The list sample is updated quarterly to account for new employer businesses (births) and employers which go out of business (deaths).

We previously used an area sample to account for employer births and nonemployers in retail trade. Effective with the August 1993 estimates, we dropped the area sample component from the MRTS. To account for sales and inventories for employer births and nonemployers, we implemented a benchmarking operation that adjusted the monthly estimates to the results from the annual surveys. The annual surveys include data for employer births and nonemployers. Commencing with the 1992 annual survey, we derived estimates from employer births which were added to the sample in the following year (see the section, "Sampling For New Businesses"). We also derived estimates for nonemployers from administrative records provided by other Federal agencies. The 1992 Annual Retail Trade Survey was the last one in which we used the area sample to obtain data for employer births and nonemployers.

**Initial sampling.** The sample was originally drawn from establishments of the SSEL as of December 31, 1989. The initial SSEL consisted of two lists. One list was composed of all Employer Identification (EIN) numbers (assigned in connection with FICA) with reported payroll for at least one quarter of 1989. The other list consisted of all establishments of known multiestablishment companies as of December 31, 1989. These lists contained information on sales, payroll, employment, name and address, kind-of-business classification, etc.

Before the sampling frame was available, a study was made of the universe of retail businesses using files from the 1987 Census of Retail Trade and the 1988 SSEL. This study determined the stratification of the sampling units based on 1987 sales and kinds of business. The study also determined the optimal allocation of the sample necessary to meet specified sampling variability objectives for sales of different kind-of-business groups. The primary stratum

boundary determined in the study was the certainty cutoff to be used for each kind of business. The cutoff was particularly important since it also determined the type of sampling unit.

The sampling units consisted of both companies and EIN's. If a company had total retail sales (on a 1987 basis) above the corresponding cutoff for its major kind of business or total sales for any minor kind of business above the corresponding cutoff for the minor kind of business, the company was selected into the sample with certainty (i.e., probability = 1.0). The company, which might consist of many EIN's, was considered to be the sampling unit; therefore, any new establishments that the company might acquire, even if under new or different EIN's, were in the sample with certainty. All multiestablishment retail companies, not selected with certainty, were treated on an EIN basis; that is, the EIN was the sampling unit. The EIN's were stratified according to their major kinds of business and their estimated sales (on a 1987 basis). Within each stratum, three samples of EIN's were selected. The sampling rates for these EIN's varied between 1 in 3 and 1 in 1,000. All three of these noncertainty samples are used for the monthly survey, while two are used for the annual survey. The use of these samples will be more fully explained in sections that follow.

**Sampling for new businesses (Births).** We used a two-phase selection procedure for all EIN "births", after the initial selection. EIN births are new EIN's assigned by the Internal Revenue Service (IRS) which are on the latest available IRS mailing list for FICA taxpayers. In the first phase, births are arranged by kind of business and size (expected employment or quarterly payroll). A relatively large sample is drawn and canvassed in order to obtain a more reliable measure of size (sales in two recent months) and correct kind-of-business code or a more detailed kind-of-business code, if needed.

Using this more reliable information, the births selected in phase one are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1989 SSEL. Because of the lag in identifying births and the time needed to accomplish the two-phase birth selection procedure, births are actually added to the sample approximately 9 months after they began operation. The birth selection procedure is carried out quarterly.

The EIN births that are selected in the quarterly birth selection procedure in early November of the annual survey year are included in the main mailing of the annual survey questionnaires early in the following year.

To account for all EIN births in the annual survey year, and specifically to account for the coverage lag in the quarterly birth selection procedure, we add EIN births that are selected in the quarterly birth selection procedure in the following year. We mail annual survey forms to these births in June and August to supplement the main survey mailing. We impute for the selected births that do not report.

Selected EIN's that were reactivated in the quarterly processing, that were not included in the main mailing in January, and that had payroll in the annual survey year are treated in a similar manner to the EIN births.

To be eligible for the sample canvass and tabulation, a retail business must meet both of the following requirements:

1. It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
2. It must have been selected from either the SSEL or the file of employer births.

In the case of businesses that were selected into the sample with certainty, the first requirement is changed. These sampling units are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, these businesses are contacted and, if there are successor businesses, they are added to the survey.

## COVERAGE

**Monthly coverage.** The companies selected with certainty are asked to submit reports covering the sales from all of their retail stores. The certainty companies are sent forms each month that request the sales for the month just ended. For example, January sales are requested during February.

EIN's selected in the three noncertainty samples are asked to report four times a year on a rotating basis. EIN's selected in the same sample are asked to report the sales for the month just ended and the month prior to that month for the retail stores operated under the selected EIN. For example, the EIN's selected in the first sample are asked to report their January and December sales during February; April and March sales during May; July and June sales during August; and October and September sales during November.

The sample used for the Monthly Retail Inventories Survey is a subsample of the Monthly Retail Sales Survey and the coverage is similar to that described above.

**Annual coverage.** The Annual Retail Trade sample consists of the certainty companies plus EIN's selected in two of the three noncertainty list samples.

## ESTIMATION

**Monthly estimates.** The current month's weighted data (January in the example above) from the certainty companies are added to the similar current month's data from the EIN's in the first sample to develop the current month unbiased estimates of January sales and end-of-month inventories for retail stores. Previous month unbiased estimates of December sales and end-of-December inventories are also developed from the first sample of retailers in a similar manner.

The preliminary composite estimate for a particular SIC level is the weighted average of the current month unbiased estimate (weight 0.25) and a ratio estimate (weight 0.75) obtained by multiplying the ratio of the current-to-previous month unbiased estimates, as measured by the first sample, by the preliminary composite estimate for the previous month.

In March, the EIN's in the second noncertainty sample are asked to report their February and January sales and end-of-month inventories for each of those months. Therefore, we will have reports of January sales and inventories from two different groups of retailers (the current month from the first list sample plus the previous month from the second list sample). The January data from the two noncertainty list samples and the certainty companies are combined to derive the final January composite estimates. The final composite estimates for individual kind-of-business levels are also weighted averages of two estimates - the preliminary composite estimate for January (weight 0.8) and the previous month unbiased estimate (weight 0.2) for January, as obtained from the February reporting panel.

**Annual estimates.** We derived the annual sales, purchases, accounts receivables, and value of inventories published in this report from the Annual Retail Trade Survey. Data from the annual survey were based on the summation of weighted data reported by the sampling units selected for the survey. We made the sales, purchases, and inventories estimates for 1992 through 1994 comparable to sales derived in the 1992 Census of Retail Trade as follows:

- For employer data, we multiplied the results from the annual survey by the ratio of 1992 Census of Retail Trade sales estimates to the 1992 sales estimates derived in the annual survey.
- For nonemployers, we used data obtained in administrative records from other Federal agencies.
- We summed the estimates for employers and nonemployers to derive the published estimates.

## RELIABILITY OF DATA

An estimate based on a sample survey will differ from the population value because of sampling variability and nonsampling error. Sampling variability occurs because

observations are made only on a sample, not on the entire population. Nonsampling errors can be attributed to many sources in the reporting, collection, and processing of data. The accuracy of a survey result is determined by the joint effects of sampling variability and nonsampling errors.

The particular sample used for the Annual and Monthly Retail Trade Surveys is one of a large number of all possible samples of the same size that could have been selected using the same design. Estimates derived from different samples would differ from each other. The average of these estimates would be close to the estimate derived from a complete enumeration of the population. This assumes that a complete enumeration has the same nonsampling error as the sample survey.

The standard error of the estimate is a measure of the variability among the estimates from all possible samples of the same size and design and thus is a measure of the precision with which an estimate from a particular sample approximates the results of a complete enumeration. The coefficient of variation (expressed as a percent) is the standard error of the estimate times 100 divided by the value of the estimate derived from the sample and are also subject to sampling variability. Estimates of coefficients of variation in percent for the National level estimates are shown in tables A-1 through A-3.

Coefficients of variation for the sales estimates at various geographic areas are contained in the Current Business Reports Monthly Retail Trade, Sales and Inventories.

The coefficients of variation presented in the tables permit certain confidence statements about the sample estimates. As noted before, the particular sample used in this survey was one of a large number of samples of the same size that could have been selected using the same design. In about two out of three of these samples (67 percent), the estimate would differ from a complete enumeration by less than the corresponding percentage for that estimate shown in tables A-1 through A-3. In about 9 out of 10 of these samples (90 percent), the estimates would differ from the results of a complete enumeration by less than 1.65 times the percentages shown.

The coefficients of variation shown in this report do not measure biases which might arise from difference of response or nonreporting. Nonresponse amounted to about 9 percent for the annual sales, 20 percent for the monthly sales, 10 percent for the end-of-year inventories, 29 percent for the end-of-month inventories, 20 percent for annual purchases, and 7 percent for accounts receivable on the basis of total dollar volume estimates.

Table A-1. **Estimated Coefficients of Variation for Monthly Retail Sales and End-of-Month Inventories by Kinds of Business**

[Coefficients are percentages—based on sales and inventories estimates not adjusted for seasonal variations, holiday, or trading day differences]

SIC code	Kind of business	Sales		Dollar volume inventory estimates
		Range	Median	
	<b>Retail trade, total</b> .....	<b>0.8-0.8</b>	<b>0.8</b>	<b>1.0</b>
	Total (excl. automotive group) .....	0.7-0.8	0.8	(NA)
	<b>Durable goods, total</b> .....	<b>1.1-1.4</b>	<b>1.2</b>	<b>2.1</b>
<b>52</b>	<b>Building materials group stores</b> .....	<b>2.5-3.1</b>	<b>2.7</b>	<b>2.8</b>
521,	Building materials, supply stores .....	2.6-3.0	2.8	(NA)
521,3,5	Building materials, supply stores .....	2.6-3.0	2.7	(NA)
525	Hardware stores .....	4.4-5.0	4.8	(NA)
<b>554</b>	<b>Automotive dealers</b> .....	<b>1.3-2.0</b>	<b>1.5</b>	<b>1.9</b>
551,2,5,6,7,9	Motor vehicle and miscellaneous automobile dealers .....	1.4-2.1	1.7	(NA)
551,2	Motor vehicle dealers .....	1.7-2.0	1.8	(NA)
551	Motor vehicle dealers (franch.) .....	1.7-2.0	1.8	(NA)
553	Auto and home supply stores .....	2.3-3.0	2.5	(NA)
<b>57</b>	<b>Furniture group stores</b> .....	<b>1.7-2.0</b>	<b>1.8</b>	<b>1.7</b>
571	Furniture and home furnishings stores .....	3.2-4.1	3.7	(NA)
5712	Furniture stores .....	3.0-3.8	3.6	(NA)
5713	Floor covering stores .....	6.5-7.7	7.0	(NA)
5722,31,34	Household appliance, radio, TV, and computer stores .....	1.5-1.8	1.7	(NA)
5722	Household appliance stores .....	5.0-5.7	5.1	(NA)
5731,34	Radio, TV, and computer stores .....	1.5-1.8	1.7	(NA)
5941	Sporting goods stores and bicycle shops .....	2.9-4.2	4.1	(NA)
5942	Book stores .....	2.4-6.3	3.8	(NA)
5944	Jewelry stores .....	4.8-6.0	5.4	(NA)
	<b>Nondurable goods, total</b> .....	<b>0.9-1.0</b>	<b>0.9</b>	<b>0.9</b>
<b>53</b>	<b>General merchandise group stores</b> .....	<b>0.2-0.2</b>	<b>0.2</b>	<b>0.7</b>
531	Dept. stores, (excl. leased depts.) .....	0.0-0.0	0.0	0.4
531	Dept. stores, (incl. leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Conventional department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	Discount department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
531 pt.	National chain department stores (including leased depts.) <sup>1</sup> .....	0.0-0.0	0.0	(NA)
533	Variety stores .....	2.1-2.7	2.5	(NA)
539	Miscellaneous general merchandise stores .....	0.7-0.9	0.8	(NA)
<b>54</b>	<b>Food group stores</b> .....	<b>1.0-1.2</b>	<b>1.1</b>	<b>1.4</b>
541	Grocery stores .....	1.0-1.2	1.1	(NA)
542	Meat and fish (seafood) markets .....	8.5-9.9	9.4	(NA)
546	Retail bakeries .....	9.2-10.4	9.4	(NA)
<b>554</b>	<b>Gasoline service stations</b> .....	<b>2.0-2.3</b>	<b>2.2</b>	<b>(NA)</b>
<b>56</b>	<b>Apparel and accessory stores</b> .....	<b>1.3-2.0</b>	<b>1.6</b>	<b>3.8</b>
561	Mens and boys clothing, furnishings .....	2.0-2.9	2.4	(NA)
562,3	Women's clothing specialty stores, .....	4.2-5.6	4.7	(NA)
562	Women's ready to wear stores .....	4.7-6.2	5.2	(NA)
565	Family clothing stores .....	1.4-2.2	1.7	(NA)
566	Shoe stores .....	2.4-3.4	2.6	(NA)
<b>58</b>	<b>Eating and drinking places</b> .....	<b>4.5-4.9</b>	<b>4.7</b>	<b>(NA)</b>
5812	Eating places .....	4.8-5.2	4.9	(NA)
5812 pt.	Restaurants, lunchrooms, cafeterias .....	7.8-9.0	8.5	(NA)
	Refreshment places .....	3.2-3.8	3.4	(NA)
5813	Drinking places (alcoholic bev.) .....	3.2-4.2	3.8	(NA)
591	Drug and proprietary stores .....	1.2-1.6	1.4	(NA)
592	Liquor stores .....	2.3-3.1	2.6	(NA)
596	Nonstore retailers <sup>2</sup> .....	4.0-5.8	4.6	(NA)
5961	Total mail order .....	7.3-9.0	7.9	(NA)
598	Fuel dealers .....	6.2-7.3	7.0	(NA)
<b>53,56,57,594</b>	<b>GAF, total</b> <sup>3</sup> .....	<b>0.6-0.7</b>	<b>0.7</b>	<b>(NA)</b>
594	Miscellaneous shopping goods stores .....	1.5-2.6	2.3	(NA)

(NA) Not available.

<sup>1</sup>Includes data for leased departments operated within department stores. Data for this line not included in broader kind-of-business totals.

<sup>2</sup>Includes establishments primarily selling merchandise through coin-operated vending machines, by house-to-house canvass, or from mail order.

<sup>3</sup>GAF represents stores which specialize in department store types of merchandise (general merchandise, apparel, furniture, miscellaneous shopping goods stores).

Note: The ranges and medians of the coefficients of variation shown above are based on sales and inventories estimates for the 6 most recent data months.

Table A-2. **Estimated Coefficients of Variation for Sales, Inventories and Purchases Estimates**

[In Percent]

SIC code	Kind of business	Annual dollar volume estimates			Inventories/ sales ratio	Gross Margin as a percent of sales
		Sales	Inventories	Purchases		
	<b>Retail trade, total</b> .....	<b>0.7</b>	<b>0.7</b>	<b>0.8</b>	<b>0.6</b>	<b>0.6</b>
	Total (excluding automotive group) .....	0.6	0.7	0.6	0.6	0.5
	<b>Durable goods, total</b> .....	<b>1.4</b>	<b>1.2</b>	<b>1.5</b>	<b>0.9</b>	<b>1.2</b>
52	Building materials, hardware, garden supply, and mobile home dealers .....	3.0	3.6	3.2	1.7	1.2
521,3	Building materials and supply stores .....	3.2	(NA)	3.3	(NA)	1.1
525	Hardware stores .....	5.5	(NA)	5.2	(NA)	2.0
55 ex. 554	Automotive dealers .....	2.1	1.9	2.2	1.4	2.2
551,2,5, 6,7,9	Motor vehicle and miscellaneous automotive dealers .....	2.2	(NA)	2.2	(NA)	2.5
553	Automotive and home supply stores .....	3.4	(NA)	4.2	(NA)	2.5
57	Furniture, home furnishings, equipment stores ..	2.0	2.4	2.0	1.4	1.1
571	Furniture and home furnishings stores .....	3.1	(NA)	3.1	(NA)	0.8
5722,31,34	Household appliance, radio, TV and computer stores .....	2.4	(NA)	2.7	(NA)	2.0
	<b>Nondurable goods, total</b> .....	<b>0.7</b>	<b>0.8</b>	<b>0.7</b>	<b>0.7</b>	<b>0.5</b>
53	General merchandise group stores .....	0.2	0.2	0.2	0.1	0.1
531	Department stores .....	0.0	0.0	0.0	0.0	0.0
533	Variety stores .....	2.8	(NA)	3.1	(NA)	1.6
54	Food stores .....	1.2	1.0	1.3	0.8	0.8
541	Grocery stores .....	1.3	(NA)	1.4	(NA)	0.8
554	Gasoline service stations .....	2.4	(NA)	2.7	(NA)	1.7
56	Apparel and accessory stores .....	2.5	3.6	2.9	1.3	0.9
561	Men's, boys' clothing, furnishings stores .....	3.1	(NA)	3.5	(NA)	1.1
562,3	Women's clothing, specialty stores, furriers ...	7.2	(NA)	8.9	(NA)	2.6
566	Shoe stores .....	2.1	(NA)	2.1	(NA)	1.3
58	Eating and drinking places .....	2.5	(NA)	2.3	(NA)	0.4
591	Drug and proprietary stores .....	1.5	(NA)	1.3	(NA)	1.5
592	Liquor stores .....	3.4	(NA)	3.6	(NA)	2.3
53,56,57, 594	GAF, total <sup>1</sup> .....	0.7	(NA)	0.7	(NA)	0.4

(NA) Not applicable.

<sup>1</sup>GAF represents stores which specialize in department store types of merchandise (see explanatory material).

Note: The estimates of sampling variability shown above are based on estimates derived from the annual retail trade survey. Further detail for year-end inventories are available upon request.

Table A-3. **Estimated Coefficients of Variation for Accounts Receivable Dollar Volume Estimates**

[In percent]

SIC code	Kind of business	Total accounts receivable	Type of account			
			Charge	Installment		
				Total	Open-end	Closed-end
	<b>Retail accounts receivables, total</b> .....	<b>2.1</b>	<b>3.0</b>	<b>2.7</b>	<b>2.7</b>	<b>12.0</b>
	Total (excluding automotive group) .....	2.3	3.4	2.8	2.7	14.6
	<b>Durable goods, total</b> .....	<b>5.7</b>	<b>4.0</b>	<b>11.1</b>	<b>16.1</b>	<b>13.8</b>
52	Building materials, hardware, garden supply, and mobile home dealers.....	6.7	6.5	(S)	(S)	(S)
55 ex. 554	Automotive dealers .....	5.1	6.2	10.2	12.6	15.6
57	Furniture, home furnishings, and equipment stores .....	16.1	7.3	(S)	(S)	(S)
	<b>Nondurable goods, total</b> .....	<b>0.6</b>	<b>3.8</b>	<b>0.5</b>	<b>0.5</b>	<b>3.8</b>
53	General merchandise group stores .....	0.1	(S)	0.1	0.0	2.1
531	Department stores.(ex. leased depts.) .....	0.0	(S)	0.0	0.0	0.0
554	Gasoline service stations .....	5.9	7.9	7.1	6.8	(S)
56	Apparel and accessory stores.....	2.1	12.1	2.0	2.1	(S)

(S) Does not meet publication standards because of high sampling or nonsampling error.

## Appendix B.

# Kind-of-Business Classifications

### GENERAL DESCRIPTION

Retail trade SIC Major Groups 52-59, includes establishments primarily engaged in selling merchandise for personal or household consumption and rendering services incidental to the sale of goods.

The kinds of business shown in this report parallel broad classifications defined in the 1987 edition of the Standard Industrial Classification (SIC) manual. Descriptions of each kind of business follow. Data for some kinds of business are not shown separately but are included in the major group of other totals.

### DURABLE GOODS

**Building Materials, Hardware, Garden Supply, and Mobile Home Dealers (SIC Major Group 52).** This major group includes retail establishments primarily engaged in selling lumber and other building materials; paint, glass, and wallpaper; hardware; nursery stock; lawn and garden supplies; and mobile homes. It includes lumber and other building materials dealers and paint, glass, and wallpaper stores selling to the general public, even if sales to contractors account for a larger proportion of total sales. These establishments are known as “retail” in the trade. Establishments primarily selling these products but not selling to the general public are classified in wholesale trade.

**Lumber and Other Building Materials Dealers (SIC 521).**<sup>1</sup> Establishments engaged in selling primarily lumber, or lumber and a general line of building materials, to the general public. The lumber which they sell may include rough and dressed lumber, flooring, molding, doors, sashes, frames, and other millwork. The building materials may include roofing, siding, shingles, wallboard, paint, brick, tile, cement, sand, gravel, and other building materials and supplies. Hardware is often an important line of retail lumber and building materials dealers. Establishments known as “home centers” are included here.

**Paint, Glass, and Wallpaper Stores (SIC 523).**<sup>1</sup> Establishments engaged in selling primarily paint, glass, and wallpaper, or any combination of these lines, to the general public.

<sup>1</sup>Data for this kind of business are not shown separately but are included in the larger group totals.

**Hardware Stores (SIC 525).** Establishments primarily selling a number of basic hardware lines such as tools, builders’ hardware, paint and glass, housewares and household appliances, cutlery, and roofing materials, no one of which accounts for 50 percent or more of the sales of the establishments.

**Retail Nurseries, Lawn and Garden Supply Stores (SIC 526).**<sup>1</sup> Establishments primarily engaged in selling trees, shrubs, other plants, seeds, bulbs, mulches, soil conditioners, fertilizers, pesticides, garden tools, and other garden supplies to the general public. These establishments primarily sell products purchased from others, but may sell some plants which they grow themselves.

**Mobile Home Dealers (SIC 527).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used mobile homes, including parts and accessories.

### Automotive Dealers (SIC Major Group 55 ex. 554)

This major group includes retail dealers selling new and used automobiles, boats, recreational trailers, and motorcycles; and those selling new automobile parts and accessories. Automobile repair shops maintained by the establishments engaged in the sale of new automobiles are also included.

**Motor Vehicle Dealers (Franchised)—New and Used (SIC 551).** Establishments primarily engaged in the sale of new automobiles or new and used foreign or domestic automobiles. These establishments frequently maintain repair departments and used car lots and carry stocks of replacement parts, tires, batteries, and automotive accessories. Used car lots and repair departments operated by franchised new passenger car dealers are not considered separate locations.

**Motor Vehicle Dealers (Nonfranchised)—Used Cars Only (SIC 552).**<sup>1</sup> Establishments primarily selling used cars and not holding a franchise for the sale of new cars.

**Auto and Home Supply Stores (SIC 553).** Establishments primarily engaged in the retail sale of automobile tires, batteries, and other automobile parts and accessories. These establishments frequently sell additional lines of merchandise such as household appliances, radios and television sets, sporting goods, housewares, and hardware.

**Boat Dealers (SIC 555).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorboats and other watercraft, including parts, accessories, marine supplies, and outboard motors.

**Recreational Vehicle Dealers (SIC 556).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used recreational trailers, campers (pickup coaches), and other trailers for passenger automobiles, and motor homes, including parts and accessories.

**Motorcycle Dealers (SIC 557).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used motorcycles and motor scooters, including parts and accessories.

**Automotive Dealers, Not Elsewhere Classified (SIC 559).**<sup>1</sup> Establishments primarily engaged in the retail sale of new and used automotive vehicles, such as snowmobiles, dunebuggies, go-carts, aircraft, utility trailers, and new automotive equipment and supplies, not elsewhere classified.

### **Furniture, Home Furnishings, and Equipment Stores (SIC Major Group 57)**

This major group includes retail stores selling goods used for furnishing the home, such as furniture, floor coverings, draperies, glass and chinaware, domestic stoves, refrigerators, and other household electrical and gas appliances.

**Furniture Stores (SIC 5712).** Establishments primarily selling household furniture, beds, mattresses, springs, and other sleep equipment. Also included in this classification are establishments selling household appliances, phonographs, radio and TV sets, and floor coverings, provided the receipts from sales of furniture and sleep equipment exceed those from sales of other merchandise.

**Floor Coverings Stores (SIC 5713).** Establishments primarily engaged in the retail sale of floor coverings and related products.

**Drapery, Curtain, and Upholstery Stores (SIC 5714).**<sup>1</sup> Establishments primarily selling draperies, curtains, slipcovers, and upholstery materials. Establishments primarily selling custom made draperies and slipcovers for household use also are included.

**Miscellaneous Home Furnishing Stores (SIC 5719).**<sup>1</sup> Establishments primarily engaged in the retail sale of miscellaneous home furnishings, such as china, glassware, and metalware for kitchen and table use, bedding and linen, brooms, brushes, lamps and shades, mirrors and pictures, venetian blinds, window shades, and fireplace accessories.

**Household Appliance Stores (SIC 5722).** Establishments primarily engaged in the retail sale of electric and gas refrigerators, stoves, and other household appliances, such as electric irons, percolators, hot plates, and vacuum cleaners. Many such stores also sell radio and television sets. Retail stores operated by public utility companies and primarily engaged in the sale of electric and gas appliances for household use are classified here.

**Radio, Television, and Electronics Stores (SIC 5731).** Establishments primarily engaged in the retail sale and installation of radios, television sets, record players, high fidelity (hi-fi), sound reproducing equipment and home computers. Such establishments also may sell additional lines, such as household appliances, musical instruments, or records.

**Computer and Computer Software Stores (SIC 5734).** Establishments primarily engaged in the retail sale of computers, computer peripheral equipment, and software.

**Music Stores (SIC 5735+5736).**<sup>1</sup> Establishments primarily engaged in the retail sale of musical instruments, phonograph records and albums, sheet music, and similar musical supplies.

### **Miscellaneous Durable Goods Stores (SIC Major Group 59, part)**

This includes all retail durable goods stores not elsewhere classified.

**Used Merchandise Stores (SIC 593).**<sup>2</sup> This industry includes stores primarily engaged in the retail sale of used merchandise, antiques, and secondhand goods such as clothing and shoes; furniture; books and rare manuscripts; musical instruments; office furniture, phonographs and phonograph records; and store fixtures and equipment. This industry also includes pawnshops.

**Sporting Goods Stores and Bicycle Shops (SIC 5941).** Establishments primarily selling a general or a specialized line of sporting goods and equipment for hunting, camping, fishing, skiing, riding, tennis, golf, and other sports; bicycles, bicycle parts and accessories; and gymnasium and playground equipment.

**Book Stores (SIC 5942).** Establishments primarily selling new books and periodicals. Stationery and related items may also be sold.

**Jewelry Stores (SIC 5944).** Establishments primarily engaged in the retail sale of any combination of the lines of jewelry, such as diamonds and other precious stones; rings, bracelets, and brooches; sterling and plated silverware; and watches and clocks.

<sup>2</sup>Data for this kind of business are not shown separately but are included in the durable goods stores total.

**Hobby, Toy, and Game Shops (SIC 5945).**<sup>3</sup> Establishments primarily engaged in the retail sale of toys, games, and hobby kits and supplies.

**Camera and Photographic Supply Stores (SIC 5946).**<sup>3</sup> Establishments primarily engaged in the retail sale of cameras, film, and other photographic supplies and equipment. Excluded are establishments primarily engaged in finishing films.

**Gift, Novelty, and Souvenir Shops (SIC 5947).**<sup>3</sup> Establishments primarily engaged in the retail sale of combined lines of gifts and novelty merchandise, souvenirs, and miscellaneous small art goods such as greeting cards and holiday decorations.

**Luggage and Leather Goods Stores (SIC 5948).**<sup>3</sup> Establishments primarily engaged in the retail sale of luggage, trunks, and leather goods.

**Optical Goods Stores (SIC 5995).**<sup>2</sup> Establishments primarily engaged in the retail sale of eyeglasses and related optical goods. Excluded are establishments whose receipts are primarily from examining eyes and prescribing eyeglasses or contact lenses.

**Miscellaneous Retail Stores Not Elsewhere Classified (SIC 5999).**<sup>2</sup> Establishments primarily engaged in the retail sale of specialized lines of merchandise such as collectors' items and supplies, artists' supplies, orthopedic and artificial limbs, drafting materials, typewriters, telephones, pets, religious goods, hearing aids, rubber stamps, monuments and tombstones, and other merchandise not elsewhere classified.

## NONDURABLE GOODS

### General Merchandise Group Stores (SIC Major Group 53)

This major group includes retail stores which sell a number of lines of merchandise, such as dry goods, apparel and accessories, furniture and home furnishings, small wares, hardware, and food. The stores included in this group are known as department stores, variety stores, general merchandise stores, general stores, etc.

**Department Stores (SIC 531).** Establishments normally employing 50 people or more, having sales of apparel and soft goods combined amounting to 20 percent or more of total sales, and selling each of the following lines of merchandise:

1. Furniture, home furnishings, appliances, and radio and TV sets.
2. A general line of apparel for the family.
3. Household linens and dry goods.

To qualify as a department store, sales of each of the lines listed above must be less than 80 percent of total store sales. An establishment with total sales of \$10 million or more is classified as a department store even if sales of one of the merchandise lines listed above exceed the maximum percent of total sales, provided that the combined sales of the other two groups are \$1 million or more. Department store sales have been separately presented for the following classifications:

Department stores (incl. leased depts.), and  
Department stores (excl. leased depts.).

Department stores (incl. leased depts.) are also sub-categorized as shown below:

### Conventional Department Stores (SIC 531 part).

Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are not affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are primarily nationally advertised brands.
2. Appliances which are serviced by another company.
3. Limited lines of merchandise through seasonal or special catalogs.

**Discount or Mass Merchandising Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and usually:

1. Convey the image of a high-volume, fast turnover outlet selling a variety of merchandise for less than conventional prices.
2. Provide centralized check-out service.
3. Do not provide customer assistance within store departments. Merchandise is normally sold through self-service with minimal assistance provided in any department.
4. Do not have a catalog order desk.

<sup>3</sup>Data for this kind of business are not shown separately but are included in the larger group: miscellaneous shopping goods stores (594).

These stores often sell:

1. Soft goods which are usually their own corporate brands or are unbranded.
2. Hard goods which are primarily nationally advertised brands.
3. Appliances which are serviced by another company.

**National Chain Department Stores (SIC 531 part).** Establishments which satisfy the criteria of a department store and:

1. Usually provide check-out service and customer assistance (salespersons) within each department.
2. May have a catalog order desk.
3. Are affiliated with a company which operates similar establishments on a national basis.

These stores often sell:

1. Soft goods and hard goods which are their own corporate brands or are unbranded.
2. Appliances which are serviced by their own company.

**Variety Stores (SIC 533).** Establishments primarily engaged in the retail sale of a variety of merchandise in the low and popular price ranges. Sales usually are made on a cash-and-carry basis with the open selling method of display and customer selection of merchandise. These stores generally do not carry a complete line of merchandise, are not departmentalized, do not carry their own charge service, and do not deliver merchandise.

**Miscellaneous General Merchandise Stores (SIC 539).** Establishments primarily engaged in the retail sale of a general line of apparel, dry goods, hardware, homewares or home furnishings, groceries, and other lines in limited amounts. Stores selling commodities covered in the definition for department stores, but normally having less than 50 employees, and stores usually known as catalog showrooms, country general stores, or warehouse clubs are included here. Also included in this classification are establishments whose sales of apparel or of furniture and home furnishings exceed half of their total sales providing that sales of the smaller of the two lines in combination with dry goods and household linens account for 20 percent or more of total sales.

### **Food Stores (SIC Major Group 54)**

This major group includes retail stores primarily engaged in selling food for home preparation and consumption.

**Grocery Stores (SIC 541).** Establishments primarily selling (1) a wide variety of canned or frozen foods, such as vegetables, fruits, and soups; (2) dry groceries, either packaged or in bulk, such as tea, coffee, cocoa, dried fruits, spices, sugar, flour, and crackers; and (3) other processed foods and nonedible grocery items. In addition, these establishments often sell smoked and prepared meats, fresh fish and poultry, fresh vegetables and fruits, and fresh or frozen meats.

Establishments commonly known as supermarkets, food stores, convenience stores, and delicatessens are included in this classification if receipts from sales of groceries and food items for off-premise preparation and consumption are 50 percent or more of total sales.

**Meat and Fish (Seafood) Markets, Including Freezer Provisioners (SIC 542).** Establishments primarily engaged in the retail sale of fresh, frozen, or cured meats, fish, shellfish, and other seafood. Frequently these establishments also sell poultry, dairy products, eggs, some groceries, and items commonly used in preparing seafood or consumed with seafood.

**Fruit Stores and Vegetable Markets (SIC 543).<sup>1</sup>** Establishments primarily selling fresh fruits and fresh vegetables. These establishments frequently carry a limited line of grocery items. Roadside stands of farmers selling only their own produce are not included.

**Candy, Nut, and Confectionery Stores (SIC 544).<sup>1</sup>** Establishments primarily selling candy, nuts, sweetmeats, and other confections. A soda fountain or lunch counter is frequently operated in these stores. Also included are candy and popcorn stands located in motion picture theaters.

**Dairy Products Stores (SIC 545).<sup>1</sup>** Establishments primarily engaged in the retail sale of dairy products, such as milk, cream, butter, cheese, and related products, to over-the-counter customers.

**Retail Bakeries (SIC 546).** Establishments primarily engaged in the over-the-counter retail sale of bakery products such as bread, cakes, pies, or cookies, all or some of which may be baked on the premises.

**Other Miscellaneous Food Stores (SIC 549).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized foods, not elsewhere classified, such as eggs and poultry, health foods, spices, herbs, coffee, and tea. The poultry stores may sell live poultry, slaughter and clean poultry for their own account and sell dressed fowls, or sell fowl cleaned and dressed by others.

### **Gasoline Service Stations (SIC 554)**

Establishments primarily selling gasoline and automotive lubricants. Usually these establishments also sell tires, batteries, and accessories, and perform minor repair work

and services. Establishments called garages but deriving more than half of their receipts from the sale of gasoline and automotive lubricants and establishments known as “truck stops” which are primarily engaged in selling diesel fuel to truckers are also included. Convenience food stores deriving more than 50 percent of their sales from the sale of gasoline are classified as gasoline service stations.

### Apparel and Accessory Stores (SIC Major Group 56)

Establishments in this major group are primarily engaged in selling clothing of all kinds and related articles for personal wear and adornment.

**Men’s and Boys’ Clothing and Furnishings Stores (SIC 561).** Establishments primarily selling men’s and boys’ ready-to-wear clothing and furnishings.

**Women’s Ready-to-Wear Stores (SIC 562).** Establishments primarily selling women’s and girls’ ready-to-wear apparel.

**Women’s Accessory and Specialty Stores (SIC 563).<sup>1</sup>** Establishments primarily selling a specialized line of women’s and girls’ apparel, such as furs, sportswear, beachwear, blouses, hosiery, millinery, foundation garments, lingerie, robes, and other intimate wear.

**Children’s and Infants’ Wear Stores (SIC 564).<sup>1</sup>** Establishments primarily engaged in the retail sale of children’s and infants’ clothing, furnishings, and accessories. Such establishments may specialize in either children’s or infants’ wear or they may sell a combination of children’s and infants’ wear.

**Family Clothing Stores (SIC 565).** Establishments primarily selling clothing, furnishings, and accessories for men, women, and children, without specializing in any one line.

**Shoe Stores (SIC 566).** Establishments primarily engaged in the retail sale of any one line, or a combination of the lines, of men’s, women’s, and children’s footwear. These establishments frequently carry accessory lines such as hosiery, gloves, and handbags.

**Miscellaneous Apparel and Accessory Stores (SIC 569).<sup>1</sup>** Establishments primarily engaged in the retail sale of specialized lines of apparel and accessories not elsewhere classified, such as uniforms, bathing suits, raincoats, riding apparel, sports apparel, umbrellas, wigs, and toupees. This industry also includes custom tailors primarily engaged in making and selling men’s and women’s clothing (except fur apparel SIC 568) to individual order.

### Eating and Drinking Places (SIC Major Group 58)

Establishments in this major group are primarily engaged in selling prepared foods and drinks for consumption on or near the premises and lunch counters and refreshment stands selling prepared foods and drinks for immediate consumption.

#### Restaurants, Lunchrooms, Cafeterias, and Contract Feeding (SIC 5812 part).

*Restaurants and Lunchrooms.*<sup>4</sup> Establishments engaged in serving prepared food and beverages selected by the patron from a full menu. Waiter or waitress service is provided and the establishment has seating facilities for at least 15 patrons. These establishments often serve alcoholic beverages, but receipts from the sale of alcoholic beverages may not exceed the receipts from prepared food.

*Cafeterias.*<sup>4</sup> Establishments engaged in serving prepared food and beverages primarily through the use of a cafeteria line where customers serve themselves from displayed selections. Some limited waiter or waitress service may be provided. Table and/or booth seating facilities are usually provided.

*Contract Feeding.*<sup>4</sup> Establishments primarily engaged in providing food service under contract to another company; hospital; or governmental, penal, or educational institution. The facilities and personnel of these establishments may be provided by the contracting company, institutions, etc., however, the management is always supplied by the contractor.

**Social Caterers (SIC 5812 part).<sup>5</sup>** Establishments primarily engaged in serving prepared food and beverages for weddings, banquets, etc., at a hall or similar place rather than at a fixed business location. Such establishments also may arrange for some entertainment but this should be a minor part of the business.

#### Refreshment Places, Ice Cream, and Frozen Custard Stands, (SIC 5812 part).

*Refreshment Places.*<sup>6</sup> Establishments primarily selling limited lines of refreshments and prepared food items. Included in this group are establishments which prepare refreshment items such as pizza, barbecued chicken, and hamburgers for consumption either on or near the premises or for “take-home” consumption.

<sup>4</sup>Data for this kind of business are not shown separately but are included in the larger group: Restaurants, Lunchrooms, Cafeterias.

<sup>5</sup>Data for this kind of business are not shown separately but are included in the larger group: Eating Places (SIC 5812).

<sup>6</sup>Data for this kind of business are not shown separately but are included in the larger group: Refreshment Places (SIC 5812 pt.).

*Ice Cream and Frozen Custard Stands.*<sup>6</sup> Establishments primarily engaged in selling ice cream, frozen custard, or other frozen ices for consumption either on or near the premises. "Take-home" packages also may be provided for ice cream sold in bulk.

**Drinking Places (SIC 5813).** Establishments primarily engaged in the retail sale of drinks such as beer, ale, wine, liquor, and other alcoholic beverages for consumption on the premises. Prepared foods are frequently sold at these establishments, but receipts from the sale of prepared foods may not exceed receipts from sales of alcoholic beverages.

### **Drug Stores and Proprietary Stores (SIC 591)**

Establishments engaged in the retail sale of prescription drugs and patent medicines and which may carry a number of related lines such as cosmetics, toiletries, tobacco, and novelty merchandise. Included are drug stores which also have a soda fountain or lunch counter. These stores are included on the basis of their usual trade designation rather than on the more strict interpretation of commodities handled.

### **Liquor Stores (SIC 592)**

Establishments primarily selling packaged alcoholic beverages, such as ale, beer, wine, and whiskey, for consumption off the premises. Liquor stores operated by States, counties, and municipalities are included.

### **Miscellaneous Nondurable Goods Stores (SIC Major Group 59, part)**

This includes all retail nondurable goods stores not elsewhere classified.

### **Miscellaneous Shopping Goods Stores (SIC 594).**

Establishments engaged in the retail sale of one or more lines of merchandise similar to that found in department stores.

**Stationery Stores (SIC 5943).**<sup>3</sup> Establishments primarily engaged in the retail sale of stationery, such as paper and paper products (including printing and engraving), post cards, novelties, and school and office supplies (excluding office furniture and machines).

**Sewing, Needlework, and Piece Goods Stores (SIC 5949).**<sup>3</sup> Establishments primarily engaged in the retail sale of piece goods, notions, sewing and knitting supplies, fabrics, patterns, and other needlework accessories.

**Mail-Order Houses (Department Store Merchandise) (SIC 5961 part).** Establishments with normally 50 or more employees primarily engaged in the retail sale by catalog and mail order of a general line of merchandise similar to that sold by department stores.

**Other Mail-Order Houses (SIC 5961 part).** Establishments primarily engaged in the retail sale of a specialized or limited line of merchandise such as food, automotive merchandise, apparel, books, stationery, etc., by catalog and mail order.

**Automatic Merchandising Machine Operators (SIC 5962).**<sup>7</sup> Establishments primarily engaged in the retail sale of products by means of automatic merchandising units (vending machines) which are generally located on the premises of other businesses. Those products include candy, nut, and confectionery; milk and ice cream; other beverages; and tobacco products.

**Direct Selling Establishments (SIC 5963).**<sup>7</sup> Establishments primarily selling merchandise by house-to-house canvass, by party plan, by telephone, or from a truck. The merchandise includes building materials, hardware, and garden supplies; general merchandise, milk; other foods; apparel and accessories; furniture, home furnishings, and equipment; mobile food service; and books and stationery.

**Fuel Oil Dealers (SIC 5983).**<sup>8</sup> Establishments primarily engaged in the retail sale of fuel oil.

**Liquefied Petroleum Gas Dealers (SIC 5984).**<sup>8</sup> Establishments primarily engaged in the retail sale of liquefied petroleum (LP) gas (bottled gas or in bulk.)

**Fuel Dealers, Not Elsewhere Classified (SIC 5989)**<sup>8</sup> Establishments primarily engaged in the retail sale of coal, coke, charcoal, wood, or any combination of these lines.

**Florists (SIC 5992).**<sup>8</sup> Establishments primarily engaged in the retail sale of cut flowers and growing plants. Greenhouses and nurseries are included if receipts are primarily from the sale of products not grown on the premises.

**Cigar Stores and Stands (SIC 5993).**<sup>8</sup> Establishments primarily engaged in the retail sale of cigars, cigarettes, tobacco, and smokers' supplies. Many of the establishments included in this classification are operated as concessions in places of amusement, railway stations, airports, and other public places.

**News Dealers and Newsstands (SIC 5994).**<sup>8</sup> Establishments primarily engaged in the retail sale of newspapers, magazines, and other periodicals.

<sup>7</sup>Data for this kind of business are not shown separately but are included in the larger group: Nonstore Retailers (SIC 596).

<sup>8</sup>Data for this kind of business are not shown separately but are included in the nondurable goods stores total.

## Appendix C.

# Metropolitan Areas Included in This Report

(Areas were defined by the Office of Management and Budget as of November 19, 1986)<sup>1</sup>

**ANAHEIM-SANTA ANA, CA PMSA** Coextensive with Orange County, CA.

**ATLANTA, GA MSA** Barrow, Butts, Cherokee, Clayton, Cobb, Coweta, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Newton, Paulding, Rockdale, Spalding, and Walton Counties, GA.

**BALTIMORE, MD MSA** Baltimore City; Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties, MD.

**BOSTON-LAWRENCE-SALEM-LOWELL-BROCKTON, MA NECMA** Essex, Middlesex, Norfolk, Plymouth, and Suffolk Counties, MA.

**CHICAGO-GARY-LAKE COUNTY, IL-IN-WI CMSA** Chicago, IL PMSA; Grundy, Kane, Kendall, Lake, and Will Counties, IL; Lake and Porter Counties, IN; Kenosha County, WI.

**CHICAGO, IL PMSA** Cook, DuPage, and McHenry Counties, IL.

**CINCINNATI-HAMILTON, OH-KY-IN CMSA** Butler, Clermont, Hamilton, and Warren Counties, OH; Boone, Campbell, and Kenton Counties, KY; Dearborn County, IN.

**CLEVELAND-AKRON-LORAIN, OH CMSA** Cleveland, OH PMSA; Lorain, Portage, and Summit Counties, OH.

**CLEVELAND, OH PMSA** Cuyahoga, Geauga, Lake, and Medina Counties, OH.

**DALLAS-FORT WORTH, TX CMSA** Collin, Dallas, Denton, Ellis, Johnson, Kaufman, Parker, Rockwall, and Tarrant Counties, TX.

**DENVER-BOULDER, CO CMSA** Adams, Arapahoe, Boulder, Denver, Douglas, and Jefferson Counties, CO.

**DETROIT-ANN ARBOR, MI CMSA** Detroit, MI PMSA; Washtenaw County, MI.

**DETROIT, MI PMSA** Lapeer, Livingston, Macomb, Monroe, Oakland, St. Clair, and Wayne Counties, MI.

**HOUSTON-GALVESTON-BRAZORIA, TX CMSA** Houston, TX PMSA; Brazoria and Galveston Counties, TX.

**HOUSTON, TX PMSA** Fort Bend, Harris, Liberty, Montgomery, and Waller Counties, TX.

**KANSAS CITY, MO-KS MSA** Cass, Clay, Jackson, Lafayette, Platte, and Ray Counties, MO; Johnson, Leavenworth, Miami, and Wyandotte Counties, KS.

**LOS ANGELES-ANAHEIM-RIVERSIDE, CA CMSA** Anaheim Santa Ana, CA PMSA; Los Angeles-Long Beach, CA PMSA; Riverside, San Bernardino, and Ventura Counties, CA.

**LOS ANGELES-LONG BEACH, CA PMSA** Coextensive with Los Angeles County, CA.

**MIAMI-FORT LAUDERDALE, FL CMSA** Miami-Hialeah, FL PMSA; Broward County, FL.

**MIAMI-HIALEAH, FL PMSA** Coextensive with Dade County, FL.

**MILWAUKEE-RACINE, WI CMSA** Milwaukee, WI PMSA; Racine County, WI.

**MILWAUKEE, WI PMSA** Milwaukee, Ozaukee, Washington, and Waukesha Counties, WI.

**MINNEAPOLIS-ST. PAUL, MN-WI MSA** Anoka, Carver, Chicago, Dakota, Hennepin, Isanti, Ramsey, Scott, Washington, and Wright Counties, MN; St. Croix County, WI.

**NASSAU-SUFFOLK, NY PMSA** Nassau and Suffolk Counties, NY.

**NEW YORK-NORTHERN NEW JERSEY-LONG ISLAND, NY-NJ-CT CMSA** Nassau-Suffolk, NY PMSA; New York, NY PMSA; Newark, NJ PMSA; Orange County, NY; Bergen, Hudson, Hunterdon, Middlesex, Monmouth, Ocean, Passaic, and Somerset Counties, NJ; Fairfield and Litchfield Counties, CT.

**NEW YORK, NY PMSA** Bronx, Kings, New York, Putnam, Queens, Richmond, Rockland, and Westchester Counties, NY.

**NEWARK, NJ PMSA** Essex, Morris, Sussex, and Union Counties, NJ.

**OAKLAND, CA PMSA** Alameda and Contra Costa Counties, CA.

<sup>1</sup>CMSA—Consolidated Metropolitan Statistical Area; MSA—Metropolitan Statistical Area; PMSA—Primary Metropolitan Statistical Area; NECMA—New England County Metropolitan Area.

**PHILADELPHIA-WILMINGTON-TRENTON, PA-NJ-DE-MD**

**CMSA** Philadelphia, PA-NJ PMSA; Cumberland, Mercer, and Salem Counties, NJ; New Castle County, DE; Cecil County, MD.

**PHILADELPHIA, PA-NJ PMSA**

Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties, PA; Burlington, Camden, and Gloucester Counties, NJ

**PHOENIX, AZ MSA**

Coextensive with Maricopa County, AZ.

**PITTSBURGH-BEAVER VALLEY, PA CMSA**

Pittsburgh, PA PMSA; Beaver County, PA.

**PITTSBURGH, PA PMSA**

Allegheny, Fayette, Washington, and Westmoreland Counties PA.

**ST. LOUIS, MO-IL MSA**

St. Louis City; Franklin, Jefferson, St. Charles, and St. Louis Counties, MO; Clinton, Jersey, Madison, Monroe, and St. Clair Counties, IL.

**SAN DIEGO, CA MSA**

Coextensive with San Diego County, CA.

**SAN FRANCISCO-OAKLAND-SAN JOSE, CA CMSA**

Oakland, CA PMSA; San Francisco, CA PMSA; Napa, Santa Clara, Santa Cruz, Solano, and Sonoma Counties, CA.

**SAN FRANCISCO, CA PMSA**

Marin, San Francisco, and San Mateo Counties, CA.

**SEATTLE-TACOMA, WA CMSA**

King, Pierce, and Snohomish Counties, WA.

**TAMPA-ST. PETERSBURG-CLEARWATER, FL MSA**

Hernando, Hillsborough, Pasco, and Pinellas Counties, FL.

**WASHINGTON, DC-MD-VA MSA**

District of Columbia; Calvert, Charles, Frederick, Montgomery, and Prince George's Counties, MD; Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park cities; Arlington, Fairfax, Loudoun, Prince William, and Stafford Counties, VA.

## Appendix D. Geographic Regions and Divisions

### NORTHEAST

New England Division	Middle Atlantic Division
Maine	New York
New Hampshire	New Jersey
Vermont	Pennsylvania
Massachusetts	
Rhode Island	
Connecticut	

### MIDWEST

East North Central Division	West North Central Division
Ohio	Minnesota
Indiana	Iowa
Illinois	Missouri
Michigan	North Dakota
Wisconsin	South Dakota
	Nebraska
	Kansas

### SOUTH

South Atlantic Division	East South Central Division
Delaware	Kentucky
Maryland	Tennessee
District of Columbia	Alabama
Virginia	Mississippi
West Virginia	West South Central Division
North Carolina	Arkansas
South Carolina	Louisiana
Georgia	Oklahoma
Florida	Texas

### WEST

Mountain Division	Pacific Division
Montana	Washington
Idaho	Oregon
Wyoming	California
Colorado	Alaska
New Mexico	Hawaii
Arizona	
Utah	
Nevada	

# ELECTRONIC SOURCES FOR RETAIL TRADE DATA



## Recorded Messages

If you have a touch tone phone, you can obtain monthly sales estimates at the United States level by calling 301-457-1089. Estimates are available for:

- Advance estimates of sales for the most recently completed month.
- Preliminary estimates for the month prior to the advance month.
- Final estimates for the month before the preliminary month.

The estimates are usually released at 8:30 a.m. on the 9th working day after the end of the data month. If the 9th working day is a Monday, the estimates are released on the 10th working day.



## Fastfax

You can obtain data contained in the tables 1, 8, and 9 by using the Census Bureau's FASTFAX system. To order, call 1-900-555-2FAX from anywhere in the North American dialing area. Follow the recorded instructions and the item will be sent to the fax number you designate. Order document #1030 to receive the tables above.



## Internet

If you have access to INTERNET, you can obtain data contained in tables 1, 8, and 9. To get the Census home page:

- Using the Gopher, from the Internet prompt, type:  
**`gopher gopher.census.gov`**
- Using FTP, from the Internet prompt, type:  
**`ftp.census.gov`**
- Using the World Wide Web, type:  
**`http://www.census.gov`**

From the Census home page click on Economy, Retail-Wholesale, then Monthly Retail Trade Survey.

The specific location of the files is:


**`ftp://ftp.census.gov/pub/svsd/retlmon/download`**

File names for current year data are RT [yymm].txt. File names for historical data are Sales [yy].txt.

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Economics and Statistics Administration  
BUREAU OF THE CENSUS  
Washington, DC 20233

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