



# Top Business Trends 2023

	Jan	Feb	Mar	Qtr. Total	Apr	May	Jun	Qtr. Total	Jul	Aug	Sep	Qtr. Total	Oct	Nov	Dec	Qtr. Total
All Retail Sales	8.4	8.3	8.2	25.0	8.3	8.3	8.3	24.9	8.4	8.4	8.5	25.3	8.4	8.2	8.2	24.8
Appliance Stores	7.9	7.5	8.6	24.0	7.7	8.4	8.6	24.8	8.2	9.1	8.3	25.5	8.4	8.9	8.5	25.8
Auto Dealers (New)	7.6	7.5	8.8	24.0	8.4	8.9	8.8	26.1	8.6	9.0	8.5	26.2	8.1	7.6	8.1	23.8
Auto Dealers (Used)	7.4	8.3	10.2	26.0	9.0	9.2	8.6	26.8	8.4	9.1	8.3	25.7	7.8	7.1	6.6	21.5
Auto Parts, Acc.&Tire Stores	7.5	7.4	8.6	23.5	8.3	8.9	9.0	26.2	8.6	9.2	8.6	26.5	8.2	7.9	7.7	23.8
Beer, Wine, Liquor Stores	7.1	7.1	7.9	22.1	7.9	8.6	8.6	25.1	8.7	8.3	8.2	25.2	8.2	8.6	10.9	27.6
Book Stores	11.0	6.7	7.1	24.8	6.9	7.8	7.0	21.7	7.0	10.5	8.7	26.2	7.0	7.4	13.0	27.4
Building Supply Stores	7.1	6.8	8.3	22.3	8.4	9.9	9.2	27.5	8.5	9.0	8.1	25.5	8.7	8.2	7.8	24.7
Consumer Electronic Stores	8.0	7.4	8.2	23.6	7.2	7.9	7.9	23.0	7.8	8.3	8.3	24.4	8.0	9.4	11.5	28.9
Department Stores	5.9	6.9	7.5	20.4	7.6	8.3	7.5	23.4	7.1	7.2	7.1	21.4	8.3	10.6	16.1	34.9
Discount Stores	7.2	7.1	8.0	22.2	7.9	8.1	7.8	23.8	8.1	8.9	7.7	24.7	8.2	9.2	11.9	29.3
Drug Stores	8.2	7.7	8.6	24.4	8.1	8.7	8.6	25.4	8.3	8.8	8.5	25.6	8.2	7.9	8.5	24.6
Electronic Shopping & Mail-Order Houses	7.7	7.3	8.2	23.2	8.0	8.6	8.2	24.8	8.4	8.6	8.1	25.1	7.9	9.1	9.9	26.9
Family Clothing Stores	6.0	6.2	7.9	20.0	7.9	8.3	8.0	24.2	8.5	8.9	7.8	25.2	8.2	9.7	12.7	30.5
Food and Beverage Stores	8.1	7.6	8.3	23.9	8.2	8.5	8.3	25.0	8.5	8.5	8.2	25.2	8.3	8.4	9.1	25.9
Fuel Dealers	12.2	10.8	10.4	33.4	6.6	5.9	5.6	18.1	4.6	5.7	6.1	16.5	9.4	10.0	12.6	32.0
Furniture Stores	8.0	7.8	8.8	24.6	7.6	8.1	8.4	24.1	8.2	8.5	8.4	25.0	8.7	8.9	8.7	26.3
Gasoline Stations	7.5	7.1	8.2	22.8	8.0	8.5	8.4	24.9	8.5	9.1	8.7	26.3	9.4	8.6	7.9	26.0
Gift, Novelty & Souvenir Stores	5.7	5.9	7.1	18.7	7.1	8.1	8.4	23.7	9.3	8.2	8.7	26.2	12.5	7.7	11.2	31.5
Grocery Stores	8.2	7.6	8.3	24.1	8.2	8.5	8.3	25.0	8.5	8.5	8.2	25.2	8.4	8.4	8.9	25.7
Hardware Stores	6.9	6.6	8.3	21.8	8.5	9.8	9.5	27.8	8.6	8.9	8.1	25.7	8.2	8.0	8.5	24.7
Health/Personal Care Stores	8.1	7.7	8.6	24.4	8.1	8.7	8.6	25.4	8.2	8.7	8.5	25.4	8.0	8.0	8.8	24.8
Hobby/Toy/Game Stores	7.1	6.8	7.6	21.4	6.8	7.1	7.1	21.0	7.0	7.5	8.1	22.6	8.6	12.7	13.7	34.9
Home Furnishings	8.0	7.7	6.8	22.5	3.6	5.7	7.9	17.2	8.6	9.5	9.2	27.3	8.9	9.7	10.6	58.4
Jewelry Stores	10.2	9.9	5.7	25.8	1.8	4.4	8.4	14.6	9.5	9.9	10.0	29.4	9.9	9.6	10.6	60.2
Limited Service Eating Places	7.7	7.5	8.7	23.8	8.5	8.9	8.9	26.4	9.0	8.9	8.5	26.5	8.0	7.5	7.9	23.4
Men's Wear Stores	11.6	11.9	10.6	34.1	9.3	3.9	7.6	20.8	10.2	9.5	10.1	29.8	9.9	10.6	15.0	71.0
Motor Vehicle and Parts Dealers	7.5	7.6	9.0	24.1	8.5	9.1	8.9	26.5	8.6	9.0	8.5	26.2	8.0	7.5	7.8	23.3
Office Supply Stores	9.3	7.6	8.7	25.7	7.6	7.9	7.5	23.1	8.0	10.5	8.2	26.7	7.9	7.3	9.3	24.5
Paint & Wallpaper Stores	6.8	7.0	8.7	22.5	8.2	9.8	9.6	27.6	8.8	9.7	8.7	27.2	8.7	7.4	6.6	22.8
Full-Service Restaurants	7.6	7.6	8.7	23.9	8.2	9.0	8.8	26.0	8.7	8.9	7.9	25.5	8.0	7.8	8.8	49.2
Shoe Stores	5.9	6.7	8.4	20.9	7.9	8.3	7.8	24.0	8.6	10.6	7.8	27.1	7.9	8.7	11.4	28.0
Sporting Goods Stores	6.3	6.4	8.2	20.9	8.2	8.5	9.0	25.7	8.9	9.3	7.7	25.9	7.7	8.2	11.5	27.5
Supermarkets	8.2	7.6	8.3	24.2	8.2	8.5	8.3	25.0	8.5	8.5	8.2	25.2	8.3	8.4	8.9	25.7
Used Merchandise Stores	8.3	8.0	8.9	25.2	9.3	8.5	7.9	25.7	8.1	8.2	8.3	24.6	8.0	8.6	7.9	24.5
Warehouse Clubs/Superstores	7.7	7.3	7.8	22.8	8.2	8.5	8.4	25.1	8.5	8.6	8.2	25.3	8.5	8.6	9.8	26.8
Women's Wear Stores	6.2	6.8	8.4	21.4	8.3	9.1	7.8	25.1	8.0	8.1	7.9	24.0	8.3	9.6	11.5	29.4

## RAB Member Response

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## READING THIS CHART:

Numbers are monthly percentages of each category's yearly business.

"HOT" months (8.6% or more of annual sales) are in RED.

Average months (8.0% - 8.5%) are in BLUE.

Below average months (under 8%) are in BLACK.

These trends are based on national three-year industry averages to minimize such variables as moveable holidays, inflation or recession, product shortages, and so forth. Actual local or regional curves may differ due to climate, market variation, etc.

Note: Full data for categories highlighted in yellow was not available for 2023 at the time of this report.

Source: [Data from the U.S. Department of Commerce](https://www.bea.gov/) as of November 2023.