

December 2011 Retail Sales

Below are the same-store sales results for December released by about 25 publicly held retail companies. Are you interested in making sense of what all these numbers mean? Kantar Retail puts these numbers in perspective for Kantar Retail iQ subscribers. Each month, members receive a thoughtful analysis of the trends in same-store sales results by retail line of trade. Members also tap into macroeconomic data, analysis and forecasts to help shape their business decisions and strategic plans. To learn more about membership, contact Katherine Clarke at Katherine.clarke@kantaretail.com.

The data below present monthly net sales growth and same-store sales growth (compared with the prior year). Same-store sales (also known as comparable same-store sales) is the percent increase in sales only at stores that were operating in the current month and the same month a year ago. The metric removes fluctuations in net sales growth due to store openings and closings.

Company	Retail Sales % Change	Comparable Store Sales % Change
Apparel & Accessory Store Companies		
Buckle, Inc.	12.3	8.9
Cato Corporation	1.7	-1.0
Gap, Inc.	-1.4	-4.0
Limited Brands, Inc.	4.3	7.0
Ross Stores, Inc.	13.9	9.0
Stage Stores, Inc.	3.0	1.2
Stein Mart, Inc.	-0.1	0.0
Tandy Leather Factory, Inc.	16.1	19.0
TJX Companies, Inc.	10.0	8.0
Wet Seal, Inc.	0.2	-3.7
Zumiez Inc.	18.1	10.0
Department Stores		
Bon-Ton Stores, Inc.	-1.0	-0.7
Dillard's, Inc.	2.7	4.0
Kohl's Corporation	1.6	-0.1
Macy's, Inc.	6.6	6.2
Nordstrom, Inc.	12.9	8.7
Penney Corporation, Inc. (J.C.)	-2.3	0.3
Saks Incorporated	4.6	5.8
Discount Department Stores		
Duckwall-Alco Stores, Inc.	1.8	-0.3
Target Corporation	2.5	1.6
Drug Stores		
Rite Aid Corporation	3.2	3.6
Walgreen Co.	2.6	0.4
Variety Stores		
Fred's, Inc.	1.1	-0.4
Warehouse Club/Cash & Carry Stores		
Costco Companies, Inc.	9.3	7.0

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