

Calendar Year 2008 vs 2007 and 2006 North Carolina Gross Retail Sales



For more than a decade, the NCRMA research team has captured and aggregated the monthly sales and use tax data from the North Carolina Department of Revenue (DOR). DOR's monthly report compiles individual retailer's monthly sales and use tax data into a report showing the data by **city** with a population over 5,000, **county**, and **retail trade division**. Because the Department does not aggregate their data into an annualized format, NCRMA's research team compiles this data as a member benefit. The information in our current report compares calendar years 2006, 2007, and 2008.

Since 1998, food has not been taxed at the state level (only county and city tax is charged on most food), so the grocery category sales include only non-food items. This summary will still be of interest to our retail grocery members because it presents **consumer** and **economic trends** at the **city** and **county** level.

STATEWIDE ANALYSIS

Statewide retail sales between '06 and '07 **increased** from **\$105,128,397,189** to **\$107,279,114,522** or **2.0%**.

Between '07 and '08, statewide retail sales **decreased** from **\$107,279,114,522** to **\$105,879,292,891** or **-1.3%**.

COUNTY ANALYSIS

Between 2006 and 2007, **each** of the ten largest counties in North Carolina demonstrated **increases in sales**.

Eight of the ten largest counties experienced sales **decreases** between 2007 and 2008.

The average loss in the ten largest counties is 3%, which exceeds the statewide average of -1.3%.

10 Largest Counties (by Population)	'06 - '07 % Change in Sales	'07 - '08 % Change in Sales
Mecklenburg	+4.3%	-5.0%
Wake	+6.0%	-3.9%
Guilford	+5.3%	-3.4%
Forsyth	+4.3%	-3.7%
Cumberland	+4.2%	+2.7%
Durham	+2.7%	-4.0%
Buncombe	+7.2%	-6.2%
Gaston	+3.9%	-1.3%
New Hanover	+2.1%	-6.6%
Onslow	+5.9%	+1.4%

CITY ANALYSIS

On average, **cities** saw their 2008 sales **decrease 1.3%** over sales from 2007, a stark contrast when compared to the **5.3% increase** in sales that cities experienced between 2006 and 2007.

Of the ten largest cities, **all ten** saw increases between 2006 and 2007, however **nine** of the ten most populated cities saw **decreases** between 2007 and 2008.

The average loss in the ten largest counties is -3.7%, which greatly exceeds the statewide average of -1.3%

10 Largest Cities (by Population)	'06 - '07 % Change in Sales	% Change in Sales
Charlotte	+5.2%	-3.9%
Raleigh	+7.9%	-5.8%
Greensboro	+3.1%	-4.2%
Durham	+3.4%	-3.6%
Winston-Salem	+4.7%	-4.4%
Fayetteville	+6.0%	+2.7%
Cary	+13.0%	-0.5%
High Point	+1.0%	-3.8%
Wilmington	+3.8%	-7.2%
Asheville	+6.5%	-5.8%

Gross Retail Sales by County

COUNTY	2006	% Change 2006 to 2007	2007	% Change 2007 to 2008	2008
Alamance	1,292,716,750	+10.0%	1,422,049,123	+2.5%	1,457,899,765
Alexander	118,646,157	-4.0%	113,883,095	-3.9%	109,471,930
Alleghany	66,436,545	+9.0%	72,410,774	-7.6%	66,935,132
Anson	99,948,051	-0.9%	99,049,440	-2.7%	96,342,676
Ashe	156,280,583	+10.6%	172,910,685	-0.6%	171,895,686
Avery	165,241,114	+10.3%	182,280,362	-7.5%	168,649,650
Beaufort	360,232,989	-0.3%	359,215,061	+6.3%	381,684,331
Bertie	49,386,631	-15.6%	36,739,816	+1.4%	37,251,521
Bladen	139,056,425	-11.7%	122,734,730	-5.0%	116,603,636
Brunswick	914,793,427	+3.6%	948,088,940	-1.2%	936,339,529
Buncombe	3,153,033,552	+7.2%	3,378,742,721	-6.2%	3,169,324,334
Burke	433,642,045	+1.2%	438,941,946	+4.1%	456,777,011
Cabarrus	1,803,668,720	+4.2%	1,879,710,697	+0.3%	1,885,982,524
Caldwell	423,641,544	+1.3%	429,214,423	+5.5%	452,979,646
Camden	38,173,379	-8.5%	34,927,128	+8.5%	37,911,136
Carteret	852,897,840	-1.9%	836,965,725	-2.4%	817,120,102
Caswell	30,943,942	-1.5%	30,476,279	+1.3%	30,875,442
Catawba	1,768,429,365	+5.7%	1,868,401,972	-4.1%	1,790,891,116
Chatham	271,289,933	+18.8%	322,301,614	-10.4%	288,672,342
Cherokee	285,027,397	-4.6%	271,860,476	-6.6%	253,787,388
Chowan	80,470,419	+1.3%	81,492,289	-5.2%	77,265,256
Clay	56,055,757	-3.2%	54,236,167	-1.0%	53,696,283
Cleveland	638,802,475	+0.0%	638,636,214	+3.6%	661,675,222
Columbus	321,202,149	-3.9%	308,521,779	+0.2%	309,126,660
Craven	796,444,408	-3.8%	765,985,303	+5.3%	806,644,656
Cumberland	2,635,293,367	+4.2%	2,747,045,998	+2.7%	2,820,156,143
Currituck	238,648,895	-1.1%	236,009,759	-2.5%	230,218,162
Dare	1,189,776,537	+1.2%	1,204,407,825	-1.1%	1,190,571,145
Davidson	907,422,432	-0.7%	901,246,715	+1.2%	912,064,489
Davie	201,894,316	+1.7%	205,385,014	+2.2%	209,992,620
Duplin	247,623,611	-4.0%	237,605,886	+3.0%	244,784,008
Durham	3,745,609,182	+2.7%	3,848,424,938	-4.0%	3,695,280,831
Edgecombe	271,557,544	+7.6%	292,207,873	+1.3%	296,086,691
Forsyth	4,092,427,201	+4.3%	4,268,362,157	-3.7%	4,109,140,544
Franklin	303,055,700	+4.6%	317,001,161	-13.4%	274,494,403
Gaston	1,428,761,399	+3.9%	1,484,670,428	-1.3%	1,465,141,172
Gates	15,341,517	-7.9%	14,136,145	+11.1%	15,705,736
Graham	39,151,185	+16.5%	45,601,651	-12.3%	40,013,975
Granville	215,265,217	-1.2%	212,655,192	-3.6%	205,027,934
Greene	40,989,408	+1.4%	41,549,997	-5.8%	39,131,549
Guilford	5,819,632,057	+5.3%	6,126,574,629	-3.4%	5,915,577,237
Halifax	345,433,570	-4.0%	331,632,714	+02.8%	340,941,492
Harnett	505,497,078	+6.4%	537,687,037	-6.5%	502,619,722
Haywood	527,438,240	+0.4%	529,480,260	+0.7%	533,005,228
Henderson	894,591,855	-4.8%	851,737,070	-3.2%	824,165,162
Hertford	187,376,395	-14.1%	161,038,428	-1.8%	158,165,237
Hoke	74,930,706	-3.0%	72,675,254	-5.5%	68,681,498
Hyde	42,362,645	+12.6%	47,720,110	-5.2%	45,252,256
Iredell	1,680,933,420	+2.3%	1,719,434,735	-4.0%	1,650,059,491
Jackson	307,343,552	+9.3%	336,055,728	-2.9%	326,471,768
Johnston	1,106,485,744	+1.3%	1,120,476,531	-4.1%	1,074,186,032

COUNTY	2006	% Change 2006 to 2007	2007	% Change 2007 to 2008	2008
Jones	25,116,417	-0.9%	24,890,679	-5.6%	23,498,849
Lee	562,362,368	-1.4%	554,467,521	-1.9%	543,791,713
Lenoir	521,134,419	-5.3%	493,625,932	-4.6%	470,730,048
Lincoln	448,666,942	+3.3%	463,455,971	+0.3%	464,884,002
Macon	421,645,634	-0.8%	418,299,622	-5.9%	393,479,749
Madison	51,723,279	+9.1%	56,404,568	-6.6%	52,665,104
Martin	129,256,943	+10.9%	143,399,588	+11.3%	159,632,487
McDowell	230,792,119	+2.8%	237,271,059	+3.0%	244,297,663
Mecklenburg	13,725,863,380	+4.3%	14,309,762,892	-5.0%	13,593,120,411
Mitchell	118,799,180	+2.9%	122,189,859	-1.4%	120,498,642
Montgomery	125,353,852	-4.4%	119,815,788	-7.8%	110,452,732
Moore	782,426,156	+5.7%	827,018,390	-6.0%	777,695,651
Nash	888,907,453	+0.8%	895,667,469	-2.9%	870,008,080
New Hanover	2,882,643,517	+2.1%	2,944,242,040	-6.6%	2,748,938,925
Northampton	42,489,440	-6.5%	39,744,336	-3.3%	38,430,932
Onslow	1,177,224,189	+5.9%	1,247,201,910	+1.4%	1,265,099,937
Orange	936,514,586	+3.7%	971,583,447	-2.0%	952,222,273
Pamlico	52,783,156	+5.1%	55,449,196	+15.5%	64,052,958
Pasquotank	395,659,776	-1.9%	388,132,550	-2.8%	377,214,140
Pender	251,348,181	-3.9%	241,656,538	-5.4%	228,541,596
Perquimans	36,861,441	+39.7%	51,478,687	-26.2%	37,996,033
Person	242,414,809	+9.2%	264,618,125	-1.8%	259,844,782
Pitt	1,448,885,720	+3.5%	1,499,113,161	-2.0%	1,469,512,984
Polk	68,108,116	+8.2%	73,661,819	-1.5%	70,329,104
Randolph	728,416,143	+1.8%	741,224,590	+1.5%	752,247,717
Richmond	255,906,959	-2.1%	250,471,509	+5.4%	264,086,867
Robeson	694,389,712	+0.3%	696,409,421	+1.2%	704,785,448
Rockingham	471,117,354	+1.3%	477,219,795	+2.9%	490,941,593
Rowan	753,094,176	+2.4%	771,456,729	+0.8%	777,419,433
Rutherford	395,337,093	-4.3%	378,166,190	+3.5%	391,573,511
Sampson	327,721,200	-6.3%	307,135,122	-5.2%	291,167,200
Scotland	266,236,299	-5.6%	251,242,233	+2.5%	257,598,766
Stanly	467,338,020	+2.2%	477,614,951	-1.8%	468,845,894
Stokes	201,174,273	-26.9%	147,114,167	-14.9%	125,216,259
Surry	653,456,981	-2.8%	634,930,960	-0.2%	633,794,703
Swain	71,300,680	+1.0%	72,003,209	+8.8%	78,357,031
Transylvania	265,113,291	+3.8%	275,153,242	-3.0%	267,019,574
Tyrrell	12,823,413	-8.4%	11,747,855	-0.8%	11,651,304
Union	1,160,690,608	+4.0%	1,206,556,360	+0.1%	1,207,974,382
Vance	343,183,198	-5.0%	325,870,052	-3.0%	316,246,292
Wake	10,826,235,216	+6.0%	11,478,151,812	-3.9%	11,027,428,484
Warren	47,171,874	+10.9%	52,300,584	+4.0%	54,371,339
Washington	49,494,866	+0.5%	49,751,642	+3.8%	51,636,864
Watauga	651,630,044	+1.0%	658,052,738	+0.0%	658,266,932
Wayne	970,382,514	+0.4%	974,616,607	+0.0%	974,155,313
Wilkes	416,486,058	+3.0%	428,907,701	-5.1%	407,009,815
Wilson	681,364,478	+12.2%	764,469,268	+1.6%	776,709,276
Yadkin	144,833,150	+13.1%	163,758,228	-0.5%	162,885,160
Yancey	121,650,408	+5.5%	128,393,177	-6.5%	120,037,056
Foreign	17,203,563,738	-4.9%	16,352,645,239	+6.7%	17,448,190,384

Total:	\$105,128,397,189	+2.0%	\$107,279,114,522	-1.3%	\$105,879,292,891
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Gross Retail Sales by City

CITY	2006	% Change 2006 to 2007	2007	% Change 2007 to 2008	2008
Albemarle	260,378,645	+0.5%	261,618,539	+2.1%	267,148,215
Apex	403,523,369	+12.9%	455,402,981	+0.0%	455,176,452
Archdale	89,742,010	+117.9%	195,552,619	+18.5%	231,758,578
Asheboro	362,218,085	+3.3%	374,182,192	+12.3%	420,296,194
Asheville	2,405,619,506	+6.5%	2,563,176,481	-5.8%	2,415,606,071
Belmont	91,849,725	+39.3%	127,981,242	+25.9%	161,175,109
Bessemer City	21,757,256	-0.1%	21,731,602	+2.5%	22,274,047
Black Mountain	76,135,374	-2.3%	74,366,982	-9.0%	67,677,910
Boone	402,107,317	+1.8%	409,335,191	+3.9%	425,349,178
Brevard	160,874,872	+3.2%	165,958,295	+7.2%	177,885,819
Burlington	903,935,726	+11.4%	1,007,339,953	+1.3%	1,020,503,785
Carolina Beach	44,329,808	+85.7%	82,327,648	-10.4%	73,770,192
Carrboro	106,845,797	+8.8%	116,251,648	+4.4%	121,386,036
Cary	1,247,851,093	+13.0%	1,410,115,846	-0.5%	1,402,469,239
Chapel Hill	587,436,871	+5.7%	620,994,410	+0.7%	625,509,591
Charlotte	10,644,328,907	+5.2%	11,195,002,030	-3.9%	10,760,149,918
Cherryville	37,173,269	+7.4%	39,927,171	+51.9%	60,658,492
Clayton	213,945,383	+2.3%	218,853,761	-3.0%	212,363,751
Clemmons	111,965,053	+7.3%	120,167,945	+2.4%	123,042,207
Clinton	209,434,822	-7.9%	192,909,259	+1.6%	196,011,349
Concord	1,180,177,343	+6.1%	1,251,693,252	+5.6%	1,321,359,133
Conover	99,120,668	+31.6%	130,393,571	+13.9%	148,459,540
Cornelius	218,029,059	+10.5%	240,840,135	-12.6%	210,401,749
Davidson	47,238,649	+28.2%	60,540,115	-12.5%	52,956,018
Dunn	261,721,222	-3.5%	252,679,269	-1.0%	250,191,280
Durham	3,345,286,405	+3.4%	3,459,283,887	-3.6%	3,335,073,652
Eden	144,712,580	+0.9%	145,976,666	-0.3%	145,557,813
Edenton	68,787,747	+4.4%	71,785,931	-8.1%	65,981,949
Elizabeth City	327,714,459	+0.8%	330,303,506	+7.6%	355,481,121
Elon College	11,839,217	-7.4%	10,960,327	+20.7%	13,230,324
Fayetteville	2,152,773,946	+6.0%	2,281,803,888	+2.7%	2,342,821,358
Fletcher	43,861,007	+86.6%	81,866,463	+4.0%	85,174,082
Forest City	133,034,285	-2.0%	130,404,490	+20.7%	157,394,134
Fuquay-Varina	243,456,290	-5.0%	231,232,978	-11.1%	205,653,016
Garner	512,241,441	+11.5%	570,918,400	-8.4%	523,085,818
Gastonia	1,053,831,615	+0.4%	1,058,286,971	-7.2%	982,254,615
Goldsboro	791,302,671	-1.1%	782,596,738	+0.3%	784,661,058
Graham	92,643,752	-2.9%	89,977,385	+6.0%	95,404,521
Greensboro	4,339,980,102	+3.1%	4,475,411,155	-4.2%	4,285,366,173
Greenville	1,093,224,684	+5.4%	1,152,607,818	-3.2%	1,116,206,563
Hamlet	21,446,164	+11.3%	23,864,339	+28.6%	30,684,213
Havelock	81,359,017	+4.1%	84,701,585	+24.0%	104,994,032
Henderson	260,750,722	-3.1%	252,612,263	+5.9%	267,465,541
Hendersonville	533,285,811	+3.1%	549,979,540	-4.3%	526,354,331
Hickory	1,275,670,428	+5.8%	1,349,605,957	-4.5%	1,288,865,771
High Point	979,385,536	+1.0%	989,322,391	-3.8%	951,974,654
Hillsborough	159,334,914	-4.1%	152,782,064	-3.8%	147,038,845
Holly Springs	38,561,301	+33.5%	51,497,065	+64.9%	84,910,780
Hope Mills	123,808,477	+3.4%	128,050,034	+16.0%	148,562,738
Huntersville	435,985,094	+6.7%	465,221,326	+2.2%	475,374,353
Indian Trail	152,577,493	+24.1%	189,295,945	+8.3%	205,002,204
Jacksonville	895,518,557	+5.4%	944,306,132	+0.2%	946,353,212
Kannapolis	246,079,230	+8.6%	267,127,943	+4.1%	278,136,216
Kernersville	387,299,648	+1.6%	393,650,433	+8.7%	428,060,536
Kill Devil Hills	163,235,772	-0.1%	163,095,216	+3.3%	168,504,278
King	52,735,417	+5.8%	55,787,640	+4.8%	58,443,987
Kings Mountain	78,794,369	-6.7%	73,504,155	+0.4%	73,780,592

CITY	2006	% Change 2006 to 2007	2007	% Change 2007 to 2008	2008
Kinston	390,913,392	-3.1%	378,987,705	-2.1%	371,189,474
Knightdale	121,383,727	+28.2%	155,579,356	+8.6%	168,910,698
Laurinburg	180,334,148	-2.3%	176,191,020	+16.5%	205,209,042
Lenoir	243,469,921	+6.9%	260,263,359	+7.9%	280,730,063
Lewisville	19,470,351	+28.6%	25,042,493	+5.1%	26,315,905
Lexington	426,477,530	-0.6%	424,004,135	+7.7%	456,476,587
Lincolnton	177,037,510	+2.0%	180,543,152	+6.4%	192,021,680
Lumberton	425,545,586	+0.5%	427,862,941	+4.7%	447,788,117
Marion	73,917,207	+105.6%	152,010,387	+16.8%	177,538,245
Matthews	609,293,305	+0.1%	610,080,315	-4.1%	585,033,795
Mebane	119,902,345	+7.5%	128,845,833	+41.5%	182,316,964
Mint Hill	31,128,140	+3.2%	32,112,154	-4.8%	30,585,249
Monroe	618,117,157	-2.5%	602,650,085	+5.2%	634,267,404
Mooreville	721,462,144	+6.7%	769,940,319	-3.8%	740,633,767
Morehead City	454,687,201	-3.8%	437,633,217	-2.8%	425,393,205
Morganton	297,908,831	-0.4%	296,825,912	+6.4%	315,791,316
Morrisville	319,267,682	-25.1%	238,999,829	+23.4%	295,012,922
Mount Airy	365,067,542	-1.6%	359,225,409	-0.2%	358,477,169
Mount Holly	30,824,496	-10.3%	27,660,487	+17.3%	32,456,991
New Bern	590,533,134	-6.5%	552,401,845	+2.1%	564,271,392
Newton	85,562,986	-1.6%	84,172,389	+10.0%	92,571,190
Oak Island	15,695,752	+20.8%	18,964,138	+0.5%	19,052,565
Oxford	111,153,465	-3.0%	107,825,577	-2.0%	105,630,757
Pinehurst	143,111,543	+4.0%	148,892,457	-12.4%	130,370,544
Pineville	292,927,865	+116.1%	632,953,017	-14.1%	543,674,231
Raleigh	6,403,904,027	+7.9%	6,909,507,556	-5.8%	6,509,101,737
Reidsville	150,722,043	+3.1%	155,354,515	+16.6%	181,117,506
Roanoke Rapids	226,179,175	+1.6%	229,734,061	+6.8%	245,455,461
Rockingham	187,819,539	-3.6%	181,071,808	+3.6%	187,600,506
Rocky Mount	715,391,723	-0.4%	712,856,188	-3.2%	690,097,795
Roxboro	206,312,775	+4.6%	215,901,233	-0.8%	214,252,382
Salisbury	519,153,552	-4.7%	494,772,399	+5.7%	523,206,562
Sanford	447,080,143	-2.6%	435,386,164	+2.3%	445,572,950
Sawmills	728,397	+84.6%	1,344,504	-12.1%	1,182,018
Selma	61,096,475	+21.1%	73,999,826	+1.3%	74,954,111
Shelby	353,622,422	-3.5%	341,181,290	+7.2%	365,659,725
Siler City	107,246,672	-0.8%	106,380,975	+2.6%	109,169,494
Smithfield	355,874,583	+0.4%	357,474,089	-2.8%	347,520,730
Southern Pines	312,154,654	-3.1%	302,326,364	+1.6%	307,214,999
Spring Lake	106,104,768	-3.5%	102,389,917	+15.1%	117,821,445
Stallings	29,322,608	+98.7%	58,278,387	-18.6%	47,424,610
Statesville	663,846,592	+1.9%	676,332,560	-1.7%	664,806,081
Summerville	11,934,841	+22.1%	14,577,756	+9.2%	15,917,993
Tarboro	134,190,256	+8.2%	145,136,379	+10.3%	160,054,305
Thomasville	230,371,397	-0.6%	228,975,556	-3.1%	221,799,835
Trinity	2,676,023	+32.0%	3,531,270	+5.1%	3,713,018
Wadesboro	30,490,492	+119.4%	66,889,288	-1.9%	65,643,654
Wake Forest	325,340,658	+7.4%	349,375,209	+7.4%	375,100,577
Washington	210,873,454	+0.4%	211,784,852	+8.6%	229,937,294
Waynesville	277,092,024	-0.1%	276,757,543	+11.9%	309,763,860
Weddington	13,925,044	+37.5%	19,144,139	+29.1%	24,712,148
Whiteville	199,756,156	-6.0%	187,702,593	+7.1%	201,039,843
Williamston	97,906,202	-3.8%	94,202,576	+7.9%	101,642,936
Wilmington	2,362,444,736	+3.8%	2,451,428,833	-7.2%	2,273,756,758
Wilson	577,581,789	+9.0%	629,625,718	-0.7%	624,999,310
Winston-Salem	3,137,591,327	+4.7%	3,284,292,338	-4.4%	3,141,231,840
Winterville	78,765,821	+98.8%	156,599,680	-1.2%	154,765,521
Total:	\$65,830,951,308	+5.3%	\$69,301,145,865	-1.3%	\$68,373,803,343

Retail Trade Division Sales

<u>TYPE OF BUSINESS</u>	<u>2006</u>	<u>% Change 2006 to 2007</u>	<u>2007</u>	<u>% Change 2007 to 2008</u>	<u>2008</u>
Boot & Shoe Stores	486,711,802	+0.9%	491,216,445	+0.1%	491,511,678
Clothing Stores	2,863,176,522	+9.3%	3,129,477,115	-0.2%	3,122,700,325
Furriers	2,864,066	-8.6%	2,617,937	-30.4%	1,823,112
Haberdasheries	8,860,954	+1.0%	8,948,071	-5.0%	8,500,852
Millinery Shops	3,739,950	+1.6%	3,800,698	-7.2%	3,527,987
Shoe Repair Shops	62,289,975	+2.3%	63,733,375	-10.7%	56,925,134
Others	167,048,123	-8.8%	152,323,360	-9.2%	138,285,699
Total Apparel Group:	\$3,594,691,392	+7.2%	\$3,852,117,001	-0.7%	\$3,823,274,787
Motor Vehicle Dealers	983,753,304	+3.7%	1,020,265,343	-9.2%	926,073,502
Service Stations	641,651,380	+4.4%	669,645,691	+3.8%	695,301,053
Garages	468,195,944	-1.9%	459,510,519	-6.0%	431,903,929
Motorcycle & Bicycle Dealers	240,044,759	+5.7%	253,734,972	-7.8%	233,899,672
Automotive Supply Stores	1,718,277,175	+5.3%	1,809,329,727	-1.9%	1,775,514,574
Others	163,314,731	+16.7%	190,556,298	+3.8%	197,826,376
Oil & Petroleum Products Dealers	738,328,769	-7.0%	686,558,769	-1.1%	678,669,228
Tire, Recappers & Repairers	979,961,347	-33.2%	654,376,925	-2.6%	637,527,779
Manufactured Home Dealers	62,273,650	-1.5%	61,311,981	-1.0%	60,713,483
Total Automotive Group:	\$5,995,801,059	-3.2%	\$5,805,290,225	-2.9%	\$5,637,429,596
Bakeries	127,357,683	+12.4%	143,090,204	+2.1%	146,052,596
Candy & Confectionery Stores	50,774,661	+7.3%	54,472,678	-0.9%	53,988,205
Dairies & Dairy Bars	103,018,390	+0.1%	103,161,353	+1.1%	104,264,304
Grocery & Meat Markets, etc.	5,639,434,876	+10.9%	6,256,068,716	+8.2%	6,769,718,091
Vending Machine & Drink Stands	748,354,085	+4.4%	781,361,774	-5.3%	740,118,521
Restaurants, Grills, Cafeterias, etc.	10,923,347,481	+7.4%	11,733,981,462	+1.4%	11,902,817,890
Others	113,822,800	+20.7%	137,385,199	+5.8%	145,414,714
Taverns & Nightclubs, etc.	411,145,877	+7.9%	443,686,557	+3.2%	457,909,376
Total Food Group:	\$18,117,255,853	+8.5%	\$19,653,207,943	+3.4%	\$20,320,283,697
Furniture Stores	1,841,829,510	+2.6%	1,889,899,719	-14.8%	1,610,055,404
House Appliance & Repair Service	1,184,360,430	+18.9%	1,408,792,486	-12.5%	1,232,496,588
Musical Merchandise Dealers	141,523,099	-16.1%	118,705,492	-5.1%	112,639,252
Industrial, Office & Store Fixtures	245,921,732	+1.4%	249,337,760	+3.2%	257,345,723
Others	101,159,960	+11.4%	112,665,260	-12.0%	99,189,991
Awning & Venetian Blind Dealers	36,927,382	+4.7%	38,672,538	-17.7%	31,813,140
Antique Dealers & Interior Dec.	382,422,646	+1.7%	388,965,742	-1.9%	381,527,633
Upholstery & Floor Covering	675,573,671	+2.1%	690,038,722	-15.2%	585,436,357
Total Furniture Group:	\$4,609,718,430	+6.2%	\$4,897,077,719	-12.0%	\$4,310,504,088
Sheet Metal Shops & Fabricators	631,534,638	+5.9%	669,027,971	-4.5%	638,927,754
Building Hardware & Machine	144,551,936	+6.7%	154,186,550	+3.0%	158,741,549
Building Material Dealers	11,193,403,928	-8.00%	10,293,116,446	-9.5%	9,311,642,594
Cabinet Shops	482,553,620	-3.6%	465,210,228	-18.6%	378,540,992
Elect., Plumbing, Heating Supply	2,655,435,940	+0.4%	2,666,462,802	-8.7%	2,434,924,569
Monument & Tombstone Dealers	25,922,340	+27.4%	33,015,492	-9.6%	29,850,591
Others	528,093,916	+2.2%	539,509,170	-9.7%	487,439,733
Storm Window & Door Dealers	301,854,234	-2.8%	293,349,351	-13.9%	252,707,866
Total Lumber and Building Material Group:	\$15,963,350,552	-5.3%	\$15,113,878,010	-9.4%	\$13,692,775,648

<u>TYPE OF BUSINESS</u>	2006	% Change 2006 to 2007	2007	% Change 2007 to 2008	2008
Department Stores	2,925,361,062	+6.8%	3,123,856,380	-12.3%	2,740,190,259
Drugstores & Medical Supply	1,473,988,068	-0.1%	1,472,386,099	+5.7%	1,556,003,156
Dry Goods, Fabric & Yarn Shops	103,528,562	+2.7%	106,369,066	-5.7%	100,289,309
Farm Implement & Supply Stores	605,626,139	+5.2%	636,856,051	-15.5%	537,884,918
Discount & General Stores	9,256,954,235	+1.1%	9,358,399,797	+10.9%	10,382,669,870
Hardware Stores	636,692,508	+1.0%	643,055,573	-4.9%	611,654,925
Jewelry, Clock & Repair Shops	561,149,398	+1.8%	571,032,827	-10.6%	510,599,940
Leather & Leather Goods	11,601,104	-2.1%	11,362,691	-0.3%	11,324,884
Industrial Machinery & Supply	1,155,672,090	-3.1%	1,119,820,983	-2.0%	1,097,566,297
Secondhand Stores & Flea Mkts.	166,912,291	+55.2%	259,071,490	+19.1%	308,634,395
Sporting Goods & Toy Shops	842,382,891	+6.0%	892,736,997	-3.3%	863,153,313
Variety & 5 & 10 Specialty Stores	838,611,710	+10.3%	924,694,040	+5.5%	975,518,303
Others	5,881,773,929	+15.1%	6,768,933,817	+3.2%	6,983,698,077
Paint, Wallpaper & Glass Stores	451,936,392	+15.9%	523,703,355	-18.6%	426,551,737
Pawn Shops & Army Surplus	112,650,450	-0.2%	112,406,958	-2.9%	109,186,538
Building Equip. & Supply Dealers	757,187,382	+0.6%	761,784,569	-19.2%	615,192,113
Novelty Shops & Coin Dealers	314,577,509	+9.0%	342,952,656	-5.7%	323,376,461
Total General Merchandise Group:	\$26,096,605,720	+5.9%	\$27,629,423,349	+1.9%	\$28,153,494,495
Beauty, Barber & Supply Dealers	281,330,585	+5.5%	296,704,477	+2.0%	302,608,428
Bookstores & School Supply	855,311,097	+6.0%	906,951,053	+1.0%	915,675,861
Newsstands	129,298,966	-5.5%	122,126,145	-2.4%	119,179,796
Coal, Wood, Fuel Oil, Bottled Gas	639,590,481	+0.3%	641,452,759	+13.5%	727,990,455
Feed, Millers & Hatcheries	119,131,145	-1.0%	117,892,707	+0.4%	118,407,670
Florists & Nurseries	464,867,757	+4.1%	483,935,462	-6.7%	451,559,081
Airplane Dealers	246,561,706	+26.0%	310,782,653	+39.5%	433,536,090
Hotels, Motels, Cottage Rents, etc.	2,743,255,154	+8.2%	2,968,006,897	-2.5%	2,894,144,011
Office Machine & Supply Dealers	2,882,950,713	+8.1%	3,117,570,884	-5.5%	2,946,032,208
Funeral Homes	195,922,505	-5.6%	184,890,592	+1.8%	188,136,573
Others	15,850,544,615	+2.8%	16,287,740,532	+0.5%	16,364,732,938
Photographers & Artists	470,273,296	+2.2%	480,628,800	+1.8%	489,447,400
Printers, Publishers, Engravers	725,940,859	-1.6%	714,546,461	-11.1%	635,284,793
Laundries & Dry Cleaners, Etc.	297,935,841	-0.3%	297,166,201	-3.0%	288,111,796
Hospitals, Physicians & Vets	730,258,696	+10.0%	803,148,921	-0.5%	798,781,863
Boat & Marine Supply Dealers	185,665,841	+4.8%	194,651,033	-8.0%	179,079,533
Pet, Hobby & Craft Shops	591,433,201	+7.7%	636,829,949	-2.3%	621,915,856
Chemical, Janitorial, Paper Products	553,554,556	+2.2%	565,948,974	+0.3%	567,440,389
Machine Shops & Locksmiths	163,180,911	+1.7%	165,981,845	-8.2%	152,414,234
Total Unclassified Group:	\$28,127,007,925	+4.2%	\$29,296,956,345	-0.3%	\$29,194,478,975
Manufactured Homes	266,201,398	-5.4%	251,950,147	-9.6%	227,807,431
Airplanes, Boats, etc.	435,679,150	+5.2%	458,449,376	-24.8%	344,845,434
Modular Homes	257,773,135	-4.4%	246,408,018	-34.4%	161,564,878
Farm, Fuel to Farmers & Mfg.	1,664,312,575	-95.5%	74,366,389	-82.7%	12,833,862
Total Alternate Tax Group:	\$2,623,966,258	-60.7%	\$1,031,173,930	-27.6%	\$747,051,605
Total:	\$105,128,397,189	+2.0%	\$107,279,124,522	-1.3%	\$105,879,292,891

Gross Retail Sales Comparison December 2006 vs 2007 vs 2008

Category	% Change		% Change		December 2008
	December 2006	2006 to 2007	December 2007	2007 to 2008	
Apparel	307,386,016	+15.9%	356,264,424	-11.1%	316,862,666
Automotive	440,720,182	-1.5%	434,278,432	-6.8%	404,766,224
Food	1,459,336,063	+15.8%	1,689,711,854	-11.9%	1,488,023,939
Furniture	381,843,985	+21.2%	462,697,853	-22.5%	358,676,823
General Merchandise	2,115,992,150	+35.5%	2,867,358,873	-41.9%	1,665,186,325
Unclassified	2,077,412,096	+12.9%	2,345,077,925	-11.8%	2,068,666,848
Lumber & Building Material	1,184,985,558	-21.0%	935,898,143	-7.3%	867,661,959
Alternate Tax	58,883,013	+3.0%	60,633,702	-24.5%	45,800,529

Total	\$8,026,559,063	+14.0%	\$9,151,921,206	-21.2%	\$7,215,645,313
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December Sales Analysis

The month of December is traditionally responsible for much more than $\frac{1}{12}$ th of annual sales, which is why we have chosen to isolate this one month and present a three year comparison. By comparing the month of December 2006 to December 2007, we see a **14% increase**, but comparing the calendar year of 2006 to 2007 shows an increase of only **2.0%**. Sales for the month of December were down **21.2%** between 2007 and 2008, yet the comparison of calendar year 2007 to 2008 shows a much smaller loss (-1.3%).

In addition to the significant economic challenges presented in the 2008 4th quarter, the North Carolina December sales do not capture internet sales for consumer purchasing from a retailer that does not have nexus (a physical presence) in our state.

NOTE: For details of the December comparison for each of the 100 counties or for the cities, please email Lindsey Kueffner at lindseyk@ncrma.org.



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