

YUKON BUREAU OF STATISTICS

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YUKON RETAIL SALES

2010

Highlights:

- Yukon's 2010 retail sales totalled \$578.4 million - the highest annual sales for any year on record.
- Of the industries which we have data on for both 2009 and 2010, *Food and Beverage Stores* had the highest dollar value increase in sales in 2010.
- In comparison with other parts Canada, Yukon's 2010 9.8% annual growth was the highest of any province or territory.

Retail Sales over 5 years

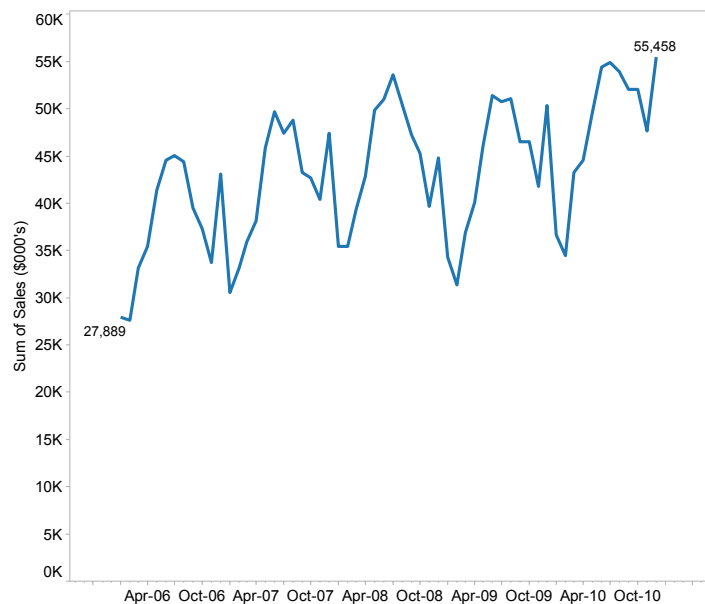
The annual value of Yukon's retail sales has increased each year since Yukon data became available in 1991, with the exception of two slight declines - one in 2004 (-2.0%) and the other 2009 (-1.5%).

The annual sum of sales in 2010, \$578,435,000, was a 9.8% increase over the value of sales in 2009.

Retail sales show a marked seasonal pattern in Yukon with peaks in June through August and then again in December.

Retail sales are broken out by industry classification, and we have seven industries with data in Yukon for 2010. We have had numbers for *Food and Beverage Stores* and *Clothing and Clothing Accessories Stores* and *Furniture and Home Furnishings Stores* since 2004; now four additional industries' figures are available through 2010. This information is detailed on page 2.

Yukon Retail Sales, Jan 2006 to Dec 2010



About Retail Trade

Retail trade figures are estimates of the sum of retail sales in an area. Canada's sales levels are published on a monthly basis, both seasonally adjusted and not seasonally adjusted for all provinces and territories and for three census metropolitan areas. The monthly results are released by Statistics Canada about 50 days after the end of the reference month.

This publication summarizes 2010's Yukon figures released by Statistics Canada.

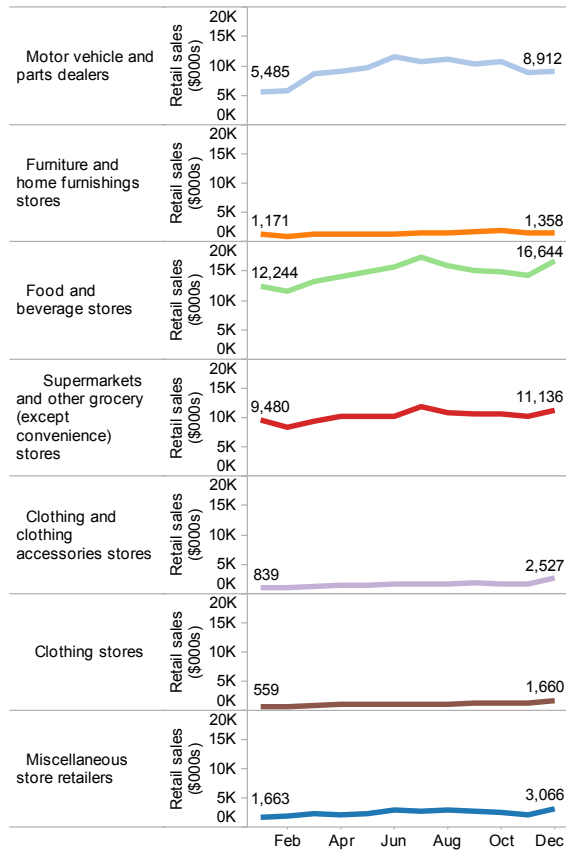
Related Links

- StatsCan's monthly publication: <http://www.statcan.gc.ca/bsolc/olc-cel/olc-cel?lang=eng&catno=63-005-XWE>
- Retail sales on our website: http://www.eco.gov.yk.ca/stats/stats_retail.html
- Yukon Monthly Statistical Review - including the most recent monthly retail and wholesale trade figures: <http://www.eco.gov.yk.ca/stats/monthlyreview.html>
- Monthly Yukon Fuel Price Survey: http://www.eco.gov.yk.ca/stats/stats_princ.html#2011motor-residential-fuel

Retail Sales by Industry and Growth, 2010

Yukon's total retail sales can, to some extent, be broken out by NAICS (North American Industry Classification System). 2010 marked the first year information was released on *Motor Vehicle and Parts Dealers, Supermarkets and Other Grocery (Except Convenience) Stores, Clothing Stores, and Miscellaneous Store Retailers*.

2010 Retail Sales by Selected Industry



- *Motor Vehicle and Parts Dealers'* sales peaked in June at \$11.5 million, but sales remained strong through October. The annual sum of sales in this industry was \$110.0 million.
- *Furniture and Home Furnishings Stores'* sales don't usually show much seasonal fluctuation, and that was true for 2010 as well. Annual sales in this industry were \$14.9m.
- *Food and Beverage Stores'* sales show marked seasonality, with strong peaks in June/July and December. July's peak of \$17.3m was a record high. Annual sales totalled \$174.6m.
- *Supermarkets and Other Grocery (Except Convenience) Stores* is a large subset of *Food and Beverage Stores*. Not surprisingly, trends are much the same in this category as it's parent category, with a peaks in the summer and during the December holidays. Annual sales were \$122.2m.
- *Clothing and Clothing Accessories Stores'* sales tend to climb from January through the summer months, dip slightly in the fall, and then spike in December. The December 2010 sales of \$2.5m were a record high; total sales in 2010 were \$17.4m.
- *Clothing Stores* are a subset of *Clothing and Clothing Accessories Stores*; seasonal trends match the parent category. Annual sales were \$11.9m.
- *Miscellaneous Store Retailers'* sales also climbed from January through the summer months, dipping in fall and spiking in December with \$3.1m in sales. Annual sales were \$27.8m.

Monthly Sales by Selected Industry (\$000s)

2010	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Retail trade	36,575	34,377	43,186	44,545	49,563	54,344	54,879	53,850	52,017	51,992	47,649	55,458
Motor vehicle and parts dealers	5,485	5,593	8,576	8,919	9,611	11,506	10,696	11,130	10,110	10,702	8,751	8,912
Automobile dealers	3,388	3,781	5,606	x	x	x	x	x	x	x	x	x
Furniture and home furnishings stores	1,171	772	1,149	1,171	1,092	1,074	1,405	1,261	1,498	1,685	1,297	1,358
Furniture stores	631	626	783	750	x	x	x	x	x	x	x	x
Home furnishings stores	540	146	366	422	x	x	x	x	x	x	x	x
Food and beverage stores	12,244	11,364	13,161	13,839	14,833	15,663	17,296	15,788	14,903	14,662	14,156	16,644
Supermarkets and other grocery (except convenience) stores	9,480	8,159	9,338	10,039	10,199	10,115	11,791	10,691	10,562	10,517	10,137	11,136
Health and personal care stores	x	2,373	2,425	2,170	2,632	2,463	2,424	2,352	2,475	2,386	2,414	x
Clothing and clothing accessories stores	839	894	1,157	1,308	1,403	1,477	1,448	1,505	1,674	1,627	1,548	2,527
Clothing stores	559	593	778	912	972	950	940	997	1,204	1,199	1,140	1,660
Miscellaneous store retailers	1,663	1,763	2,137	1,940	2,170	2,772	2,638	2,754	2,550	2,306	2,010	3,066
Other not listed (including suppressed cells)	15,173	11,618	14,581	15,198	17,822	19,389	18,972	19,060	18,807	18,624	17,473	22,951

x = data suppressed to meet confidentiality requirements

Retail Sales by Industry and Growth

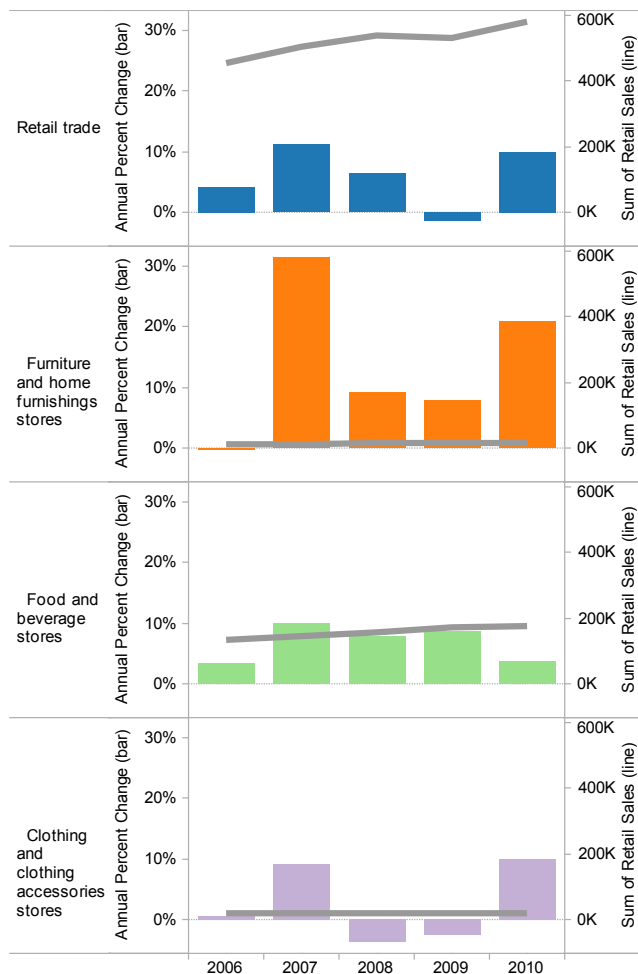
	2006	2007	2008	2009	2010
Sum of Retail Sales					
Retail trade	452,543	502,655	534,455	526,653	578,435
Motor vehicle and parts dealers					109,991
New car dealers	67,980				
Furniture and home furnishings stores	8,001	10,518	11,476	12,364	14,933
Food and beverage stores	130,775	143,611	154,846	168,276	174,553
Supermarkets and other grocery (except convenience) stores					122,164
Clothing and clothing accessories stores	15,482	16,874	16,231	15,834	17,407
Clothing stores					11,904
Miscellaneous store retailers					27,769
Year Over Year Growth					
Retail trade	4.1%	11.1%	6.3%	-1.5%	9.8%
Motor vehicle and parts dealers					n/a
New car dealers	4.7%				
Furniture and home furnishings stores	-0.2%	31.5%	9.1%	7.7%	20.8%
Food and beverage stores	3.4%	9.8%	7.8%	8.7%	3.7%
Supermarkets and other grocery (except convenience) stores					n/a
Clothing and clothing accessories stores	0.6%	9.0%	-3.8%	-2.4%	9.9%
Clothing stores					n/a
Miscellaneous store retailers					n/a

New in 2010, data for seven industries and subsets in Yukon became available, representing 60% of Yukon retail sales.

Before 2004, Yukon retail sales data was not available with any industry breakdown. Between 2004 and 2009 data for four industries became available.

With more industries' data becoming available recently, only three industries have data going back five years - *Furniture and Home Furnishings Stores*; *Food and Beverage Stores*; and *Clothing and Clothing Accessories Stores*.

5-year Historical Retail Sales and Annual Growth by Selected Industry



The biggest contributor to Yukon's 2010 total retail sales is the *Food and Beverage Stores* industry with 30.2% of the total retail sales value. This industry has seen increasing sales each year for the past five years, although growth in 2010 was much smaller than in the previous three years.

Furniture and Home Furnishings Stores only accounted for 2.6% of Yukon's retail sales in 2010. However, the annual sum of \$14.9 m in sales was up 20.8% from 2009.

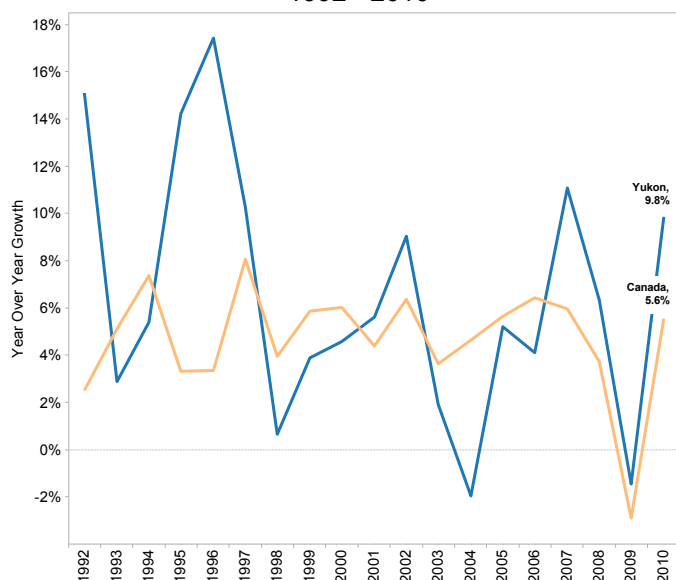
Clothing and Clothing Accessories Stores' sales have fluctuated somewhat since 2004. However, 2010's annual sales of \$17.4m are 22.1% higher than 2004's annual sales (\$14.3m) and 9.9% higher than 2009's sales (\$15.8m).

Portion of total 2010 Retail Sales Represented by Selected Industries

Industry Classification	Percent of total retail sales
Food and beverage stores	30.2%
Motor vehicle and parts dealers	19.0%
Miscellaneous store retailers	4.8%
Clothing and clothing accessories stores	3.0%
Furniture and home furnishings stores	2.6%
Other industries not listed	40.4%

Retail Sales Growth Across Canada

Annual Retail Sales Growth, Yukon and Canada, 1992 - 2010



- In 2010 Yukon had the highest percent growth of retail sales value of any province or territory in Canada at 9.8%.
- Yukon's growth has ranged from 17.4% in 1996 to -2.0% in 2004 - averaging a 6.5% annual growth over the past 18 years.
- Canada-wide, retail sales growth over the past 18 years has averaged just under 5%, with changes ranging from 8.0% in 1997 to -2.9% in 2009.

2010 Retail Sales by Selected Industry, Territories

North American Industry Classification	Yukon	NWT	Nunavut
		(\$000s)	
Retail trade	578,435	697,970	335,763
Motor vehicle and parts dealers	109,991	148,079	4,238
Furniture and home furnishings stores	14,933	7,437	x
Food and beverage stores	174,553	210,447	74,574
Supermarkets and other grocery (except convenience) stores	122,164	110,414	61,036
Clothing and clothing accessories stores	17,407	11,978	x
Clothing stores	11,904	8,802	x
Miscellaneous store retailers	27,769	26,687	7,312

x = data suppressed to meet confidentiality requirements

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