

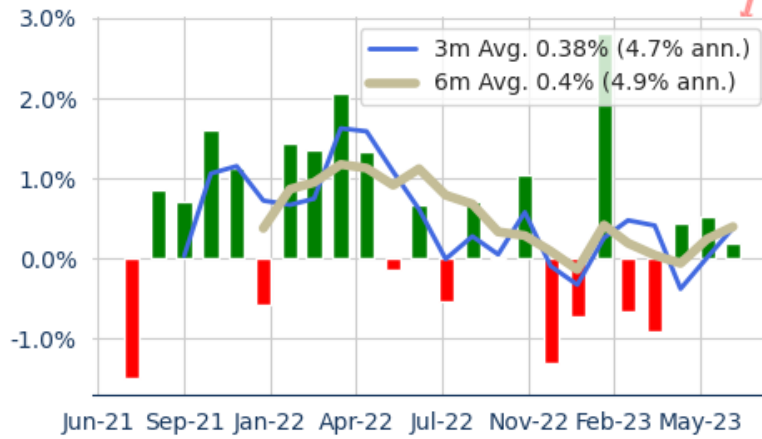
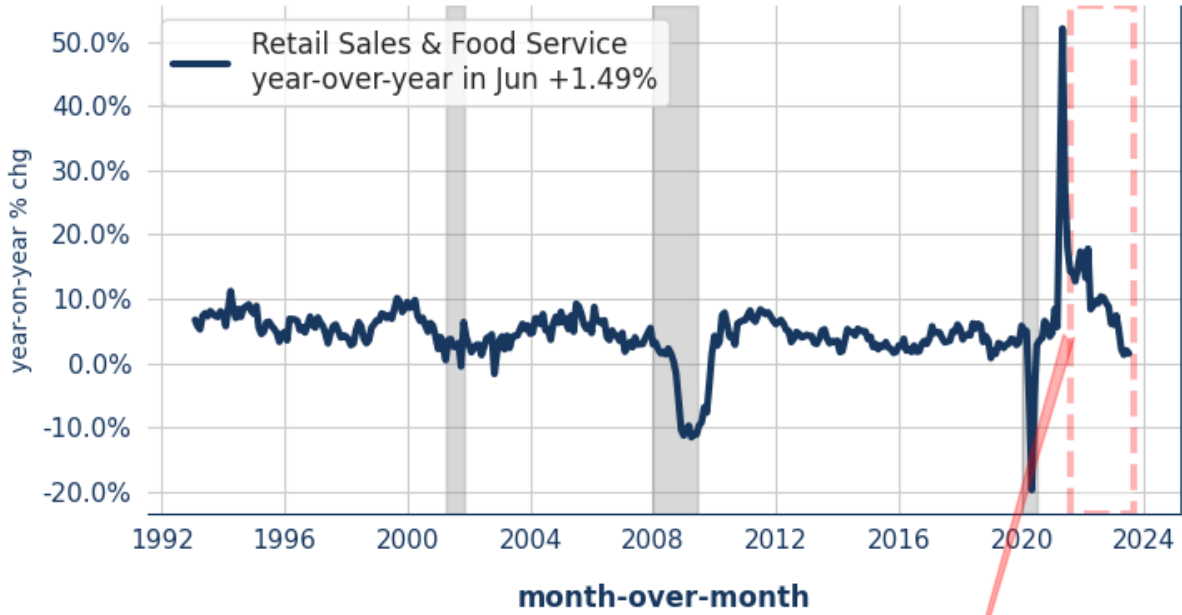
18.Jul.2023

Retail Sales: A Positive Turn Despite Headline Miss

Bottom Line: Retail sales were slightly less than expected in June at the headline level. But core sales were in line to slightly stronger than expected. Moreover, there were modest upward revisions to prior data. Auto and parts dealers saw stronger sales for the third month, while gasoline sales were lower for the ninth consecutive month amid lower prices at the pump. Grocery store sales were also lower (and revised from positive to negative in May) with lower food prices. Online retail was surprisingly strong, driving the control group above expectations, even before July's Amazon Prime Day, which anecdotal reports suggest was strong this year. Home furniture stores saw a rebound, but building and garden supply store sales were lower, leaving the housing impact on retail consumption mixed. **Overall, the trend in retail sales has turned from "weak to modest" to "modest to moderate," with the core sales in the last three months annualizing at 5.6% growth, faster than the pace of the prior six and twelve months. Adjusted for inflation, retail sales have likely turned from negative real growth to a modest positive.**

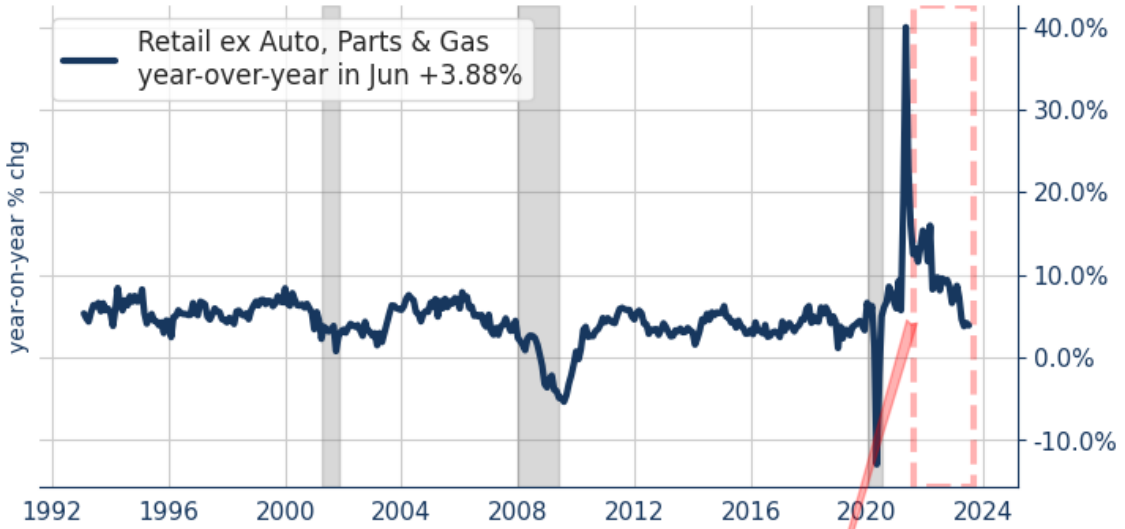
Retail Sales & Food Service

June: +0.19%, consensus: +0.5%

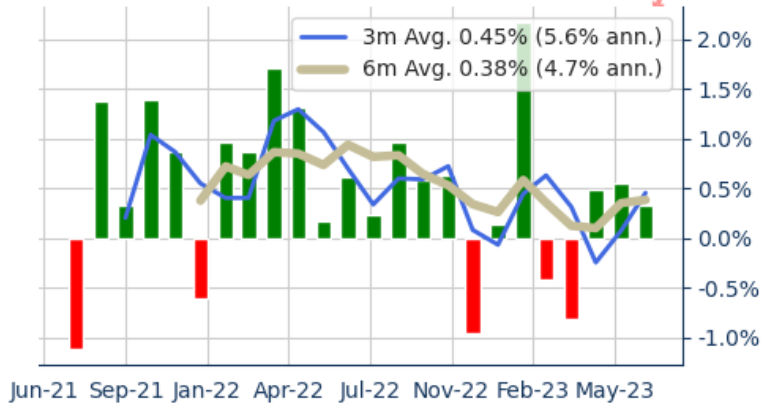


Retail ex Auto, Parts & Gas

June: +0.32%, consensus: +0.3%



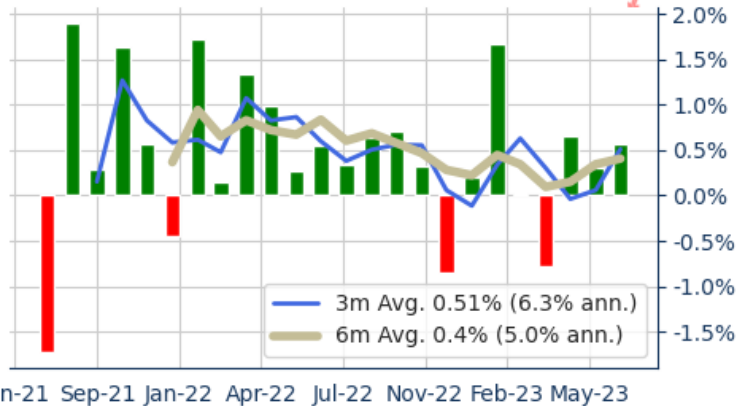
month-over-month



Contingent Macro Advisors 2023 source: US BEA

Control Group

June: +0.56%, consensus: +0.3%



Contingent Macro Advisors 2023 source: US BEA

Total US Retail Sales ROSE 0.19% in June (consensus was +0.5%), Apr revised up to +0.43% from 0.37%, May revised up to +0.51% from 0.34%.

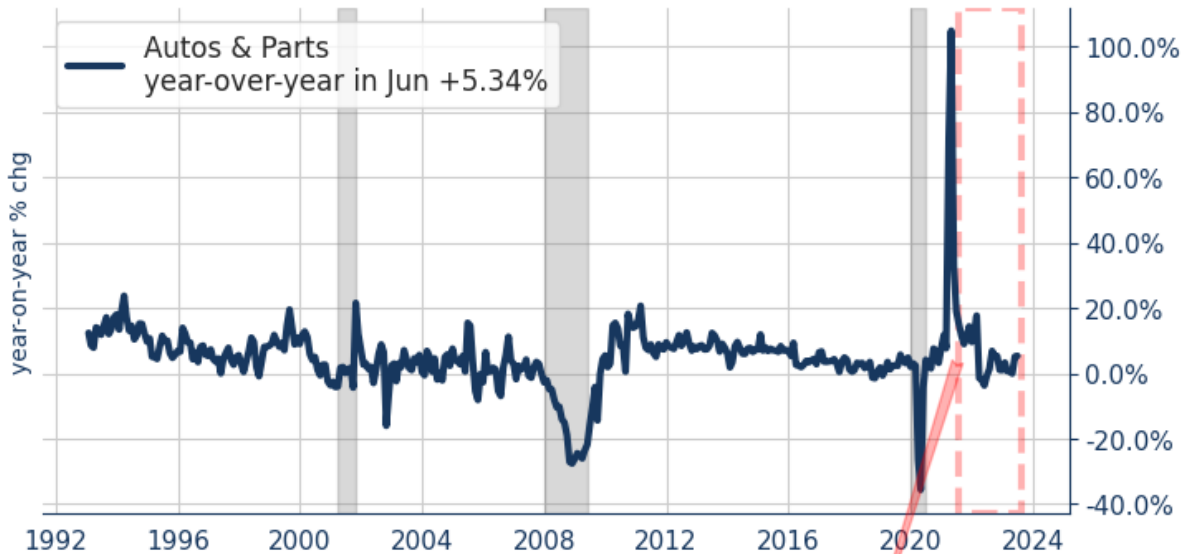
Core Retail Sales (excludes Autos, Parts & Gas) ROSE 0.32% (consensus was +0.3%).

Sales in the Control Group (Core less food services and building supply) ROSE 0.56% (consensus was +0.3%).

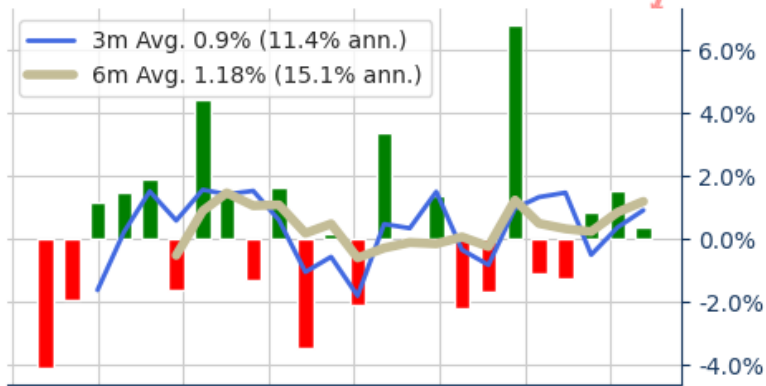
- Nonstore (Online) sales ROSE 1.94%.
- Restaurants & Bars sales were nearly unchanged, 0.07%.
- Food & Beverage Stores sales FELL -0.72%.
- Gas Stations sales FELL -1.42%.
- General Merchandise Stores sales FELL -0.14%.
- Building & Garden Supply sales FELL -1.19%.

- Health & Personal sales were nearly unchanged, -0.15%.
- Clothing Stores sales ROSE 0.58%.

US Autos & Parts (retail sales)



month-over-month in Jun +0.35%

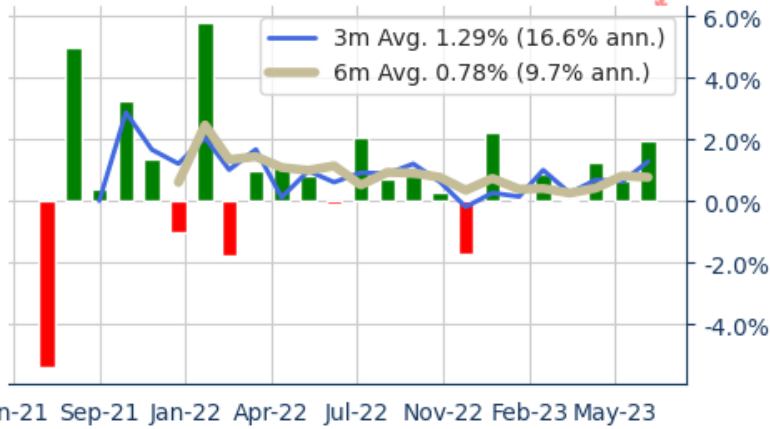


Contingent Macro Advisors 2023 source: US BEA

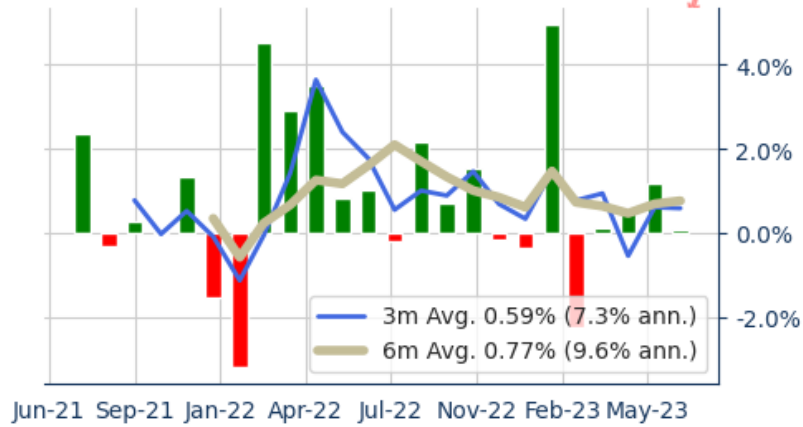
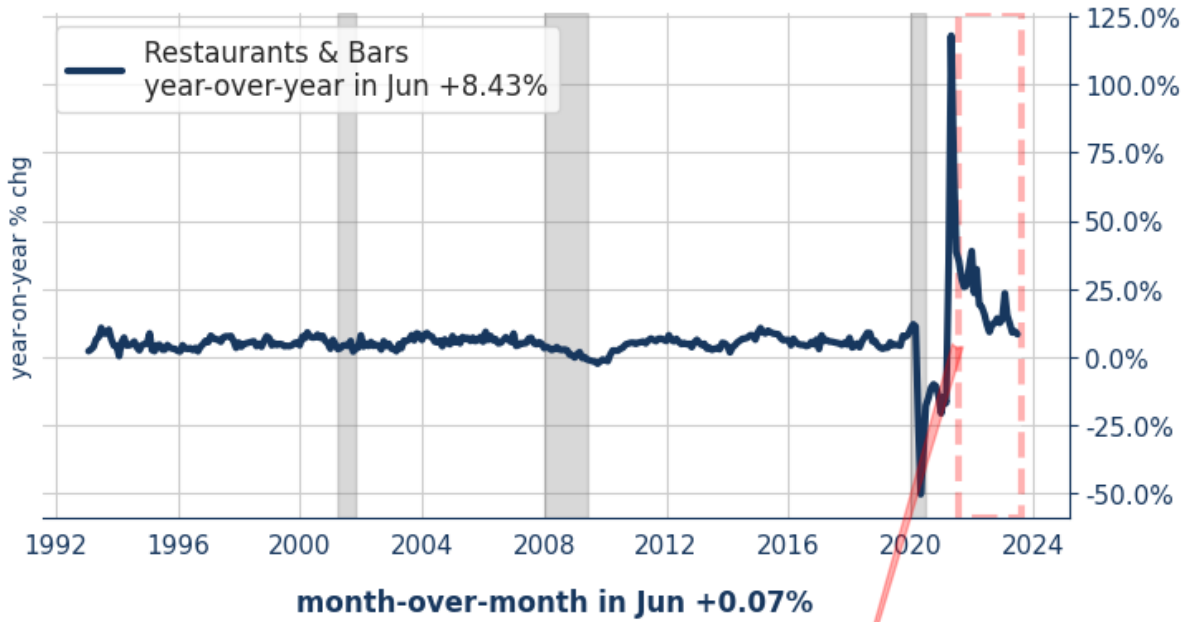
US Nonstore (Online) Retail



month-over-month in Jun +1.94%

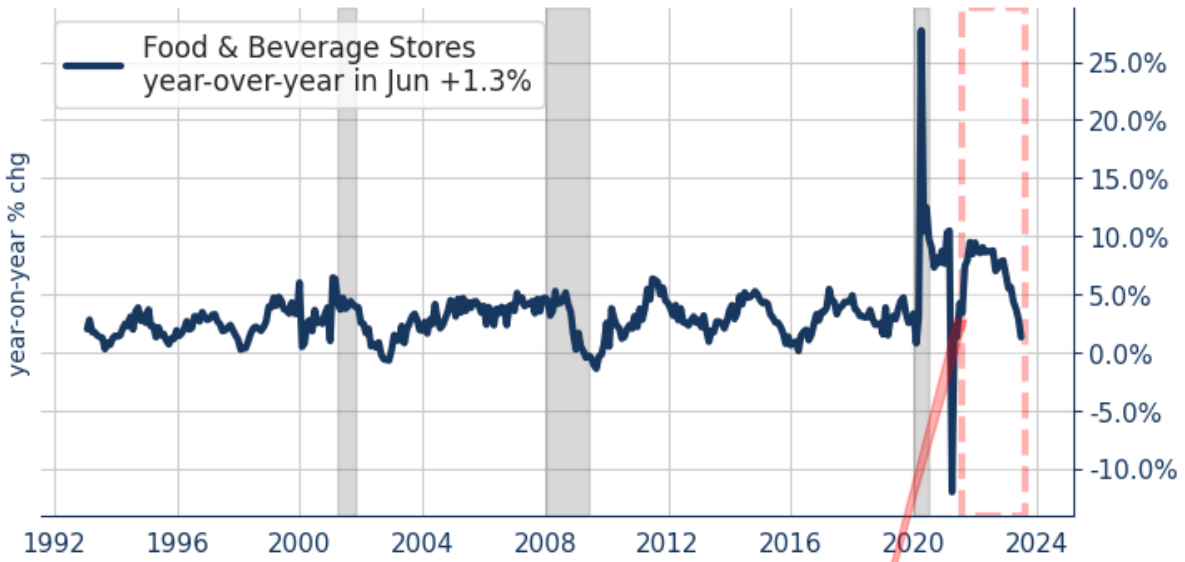


US Restaurants & Bars (retail sales)

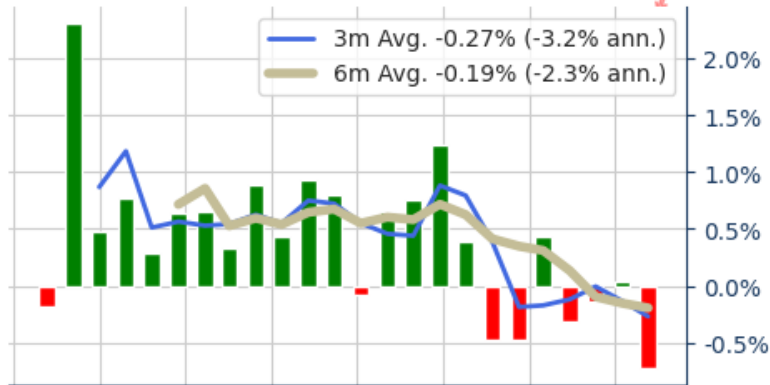


Contingent Macro Advisors 2023 source: US BEA

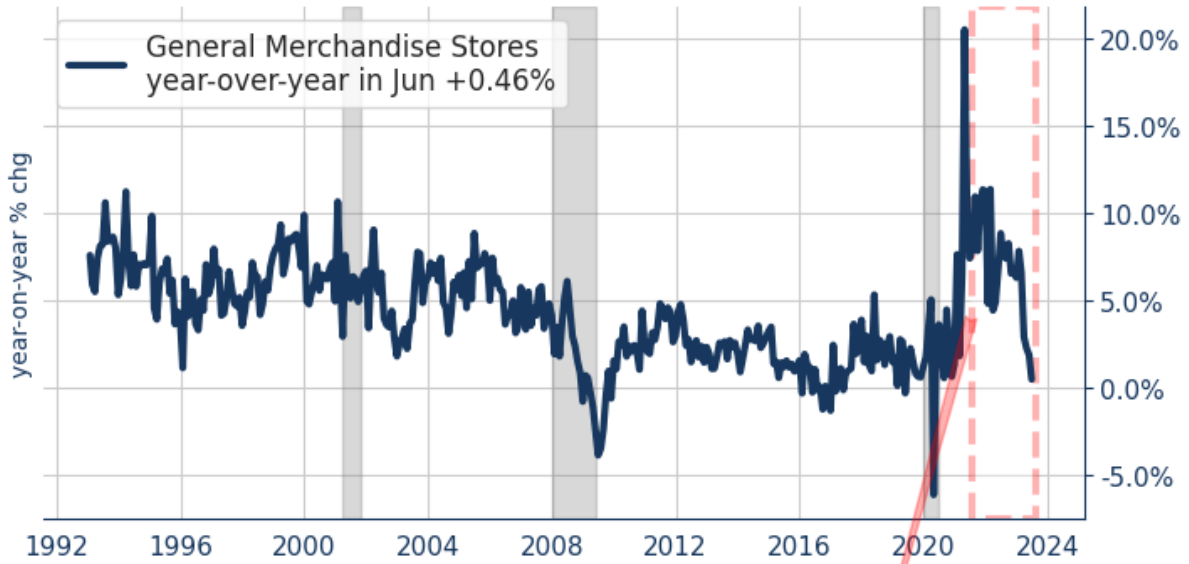
US Food & Beverage Stores (retail sales)



month-over-month in Jun -0.72%



US General Merchandise Stores (retail sales)



month-over-month in Jun -0.14%

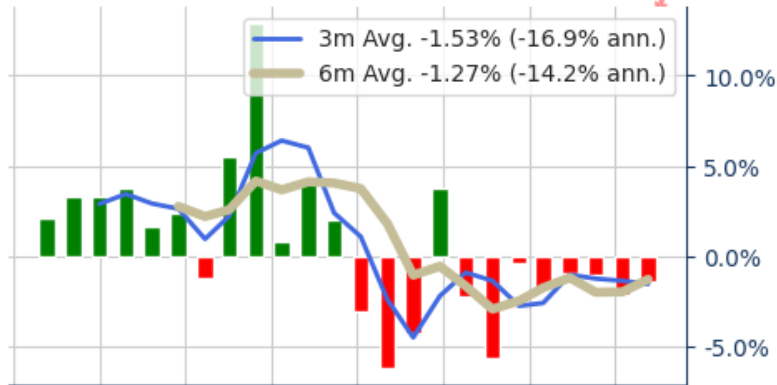


Jun-21 Sep-21 Jan-22 Apr-22 Jul-22 Nov-22 Feb-23 May-23

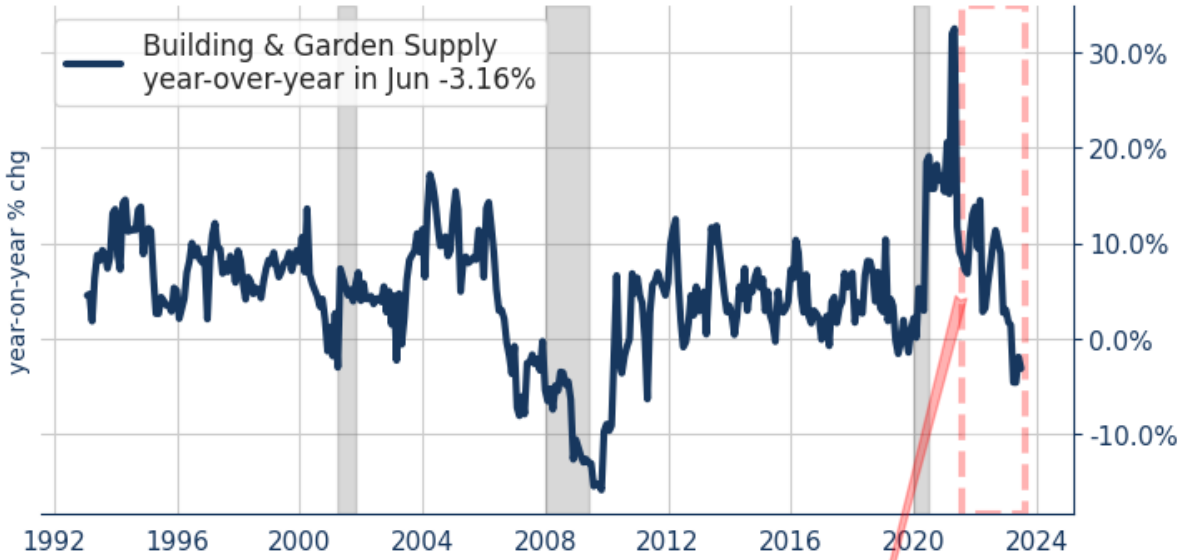
US Gas Stations (retail sales)



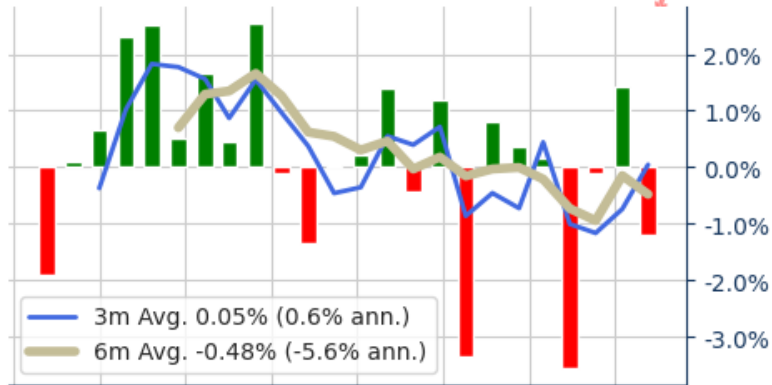
month-over-month in Jun -1.42%



US Building & Garden Supply (retail sales)



month-over-month in Jun -1.19%

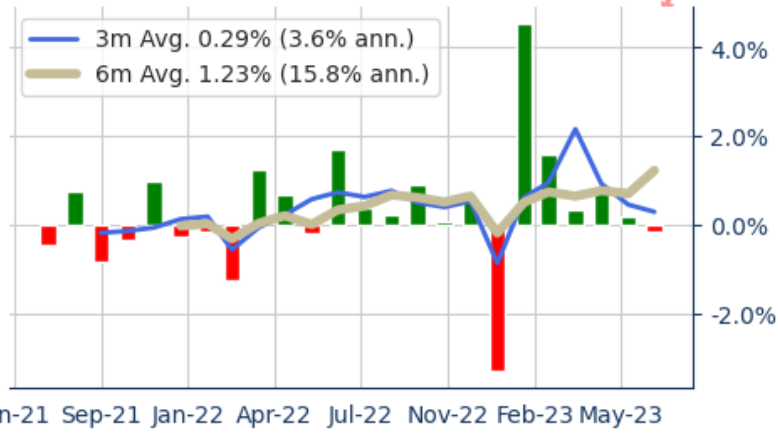


Jun-21 Sep-21 Jan-22 Apr-22 Jul-22 Nov-22 Feb-23 May-23

US Health & Personal (retail sales)



month-over-month in Jun -0.15%

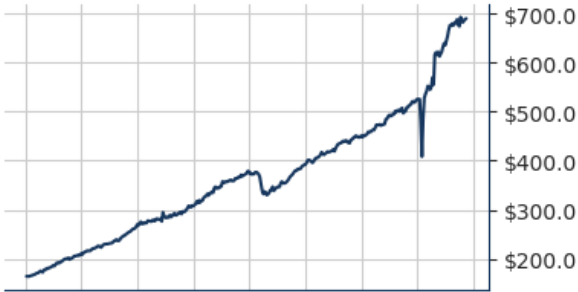


Retail (115.2B)	1.94%	0.69%	1.24%	16.62%	9.69%	9.42%	11.71%	8.55%	22.82%
Restaurants & Bars (88.9B)	0.07%	1.20%	0.50%	7.30%	9.30%	8.43%	13.89%	38.92%	8.97%
Food & Beverage Stores (81.2B)	-0.72%	0.04%	-0.13%	-3.19%	-2.31%	1.30%	6.71%	9.44%	5.68%
Grocery Stores (72.9B)	-0.68%	-0.17%	-0.27%	-4.36%	-2.96%	1.13%	7.36%	10.03%	5.75%
General Merchandise Stores (72.3B)	-0.14%	0.29%	0.79%	3.81%	0.34%	0.46%	6.28%	11.23%	4.29%
Gas Stations (52.5B)	-1.42%	-2.14%	-1.03%	-16.89%	-14.24%	-22.72%	5.38%	40.02%	5.80%
Building & Garden Supply (41.4B)	-1.19%	1.43%	-0.10%	0.48%	-5.74%	-3.16%	3.00%	13.79%	6.81%
Health & Personal (35.6B)	-0.15%	0.20%	0.83%	3.56%	15.59%	6.28%	0.84%	8.13%	5.60%
Clothing Stores (25.9B)	0.58%	0.30%	0.14%	4.12%	1.47%	0.75%	3.28%	24.51%	3.34%
Miscellaneous Retail Stores (15.6B)	1.97%	-1.25%	1.39%	8.67%	12.34%	1.53%	3.30%	17.64%	9.21%
Home Furnishings (11.3B)	1.39%	-0.38%	-2.15%	-4.58%	-1.59%	-4.57%	-1.00%	7.66%	2.40%
Department Stores (10.9B)	-2.37%	0.17%	-1.44%	-13.67%	-7.22%	-5.24%	0.73%	16.06%	-1.02%
Sports, Hobby & Book Stores (8.5B)	-0.97%	-0.10%	-0.29%	-5.33%	-3.89%	-1.27%	2.48%	10.71%	6.79%
Electronics & Appliance Stores (7.9B)	1.11%	2.06%	-0.90%	9.36%	30.33%	0.95%	-4.62%	13.71%	0.57%

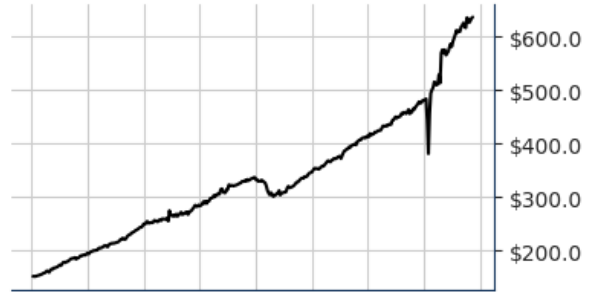
Month-over-month % change for most recent months, followed by annualized % changes for periods noted. 5- and 10-year are simple averages of annual % changes.

Retail Sales
(billions of USD per month)

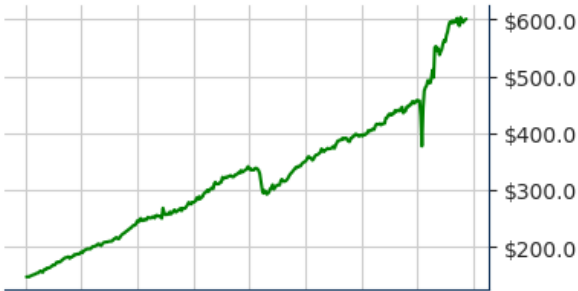
Retail Sales & Food Service



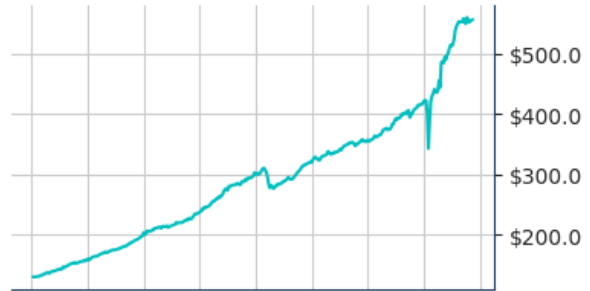
Retail Sales, ex Gas



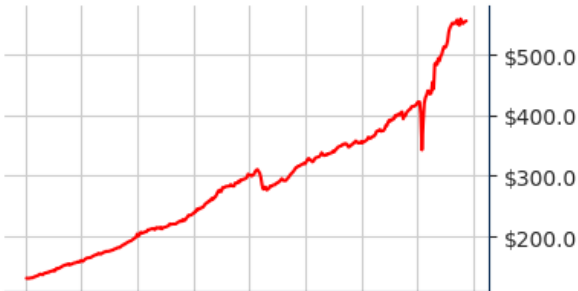
Retail Sales, ex Food



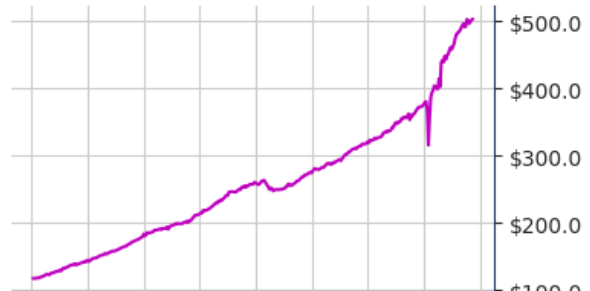
Retail ex Auto & Parts



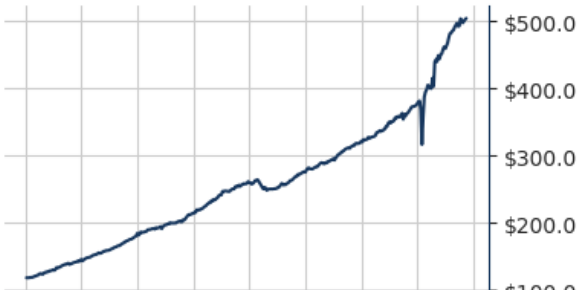
Retail Sales, ex Auto



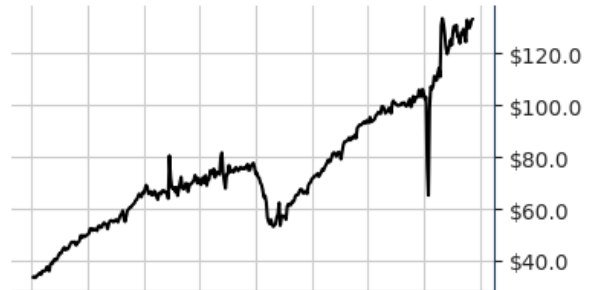
Retail Sales, ex Auto & Gas



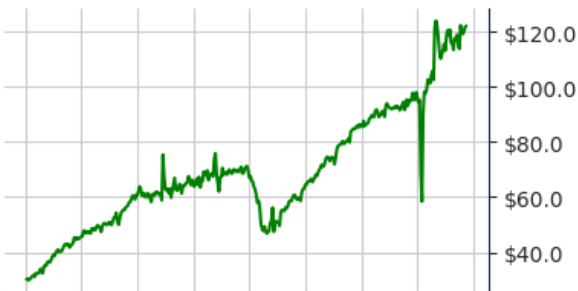
Retail ex Auto, Parts & Gas



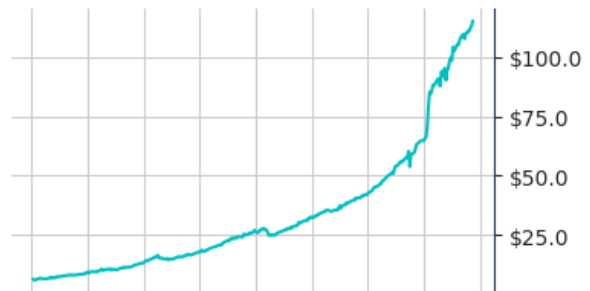
Autos & Parts



Autos



Nonstore (Online) Retail

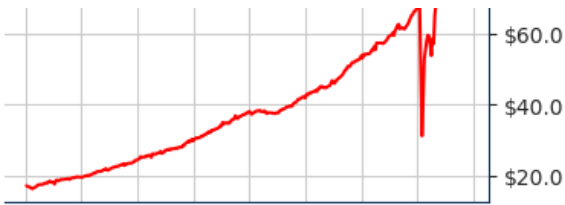


Restaurants & Bars

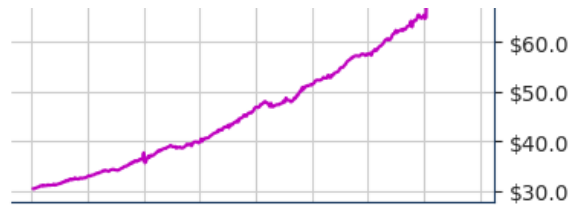


Food & Beverage Stores

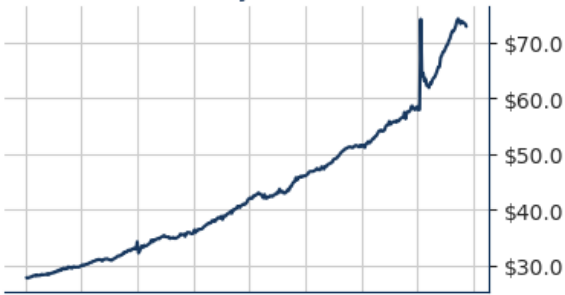




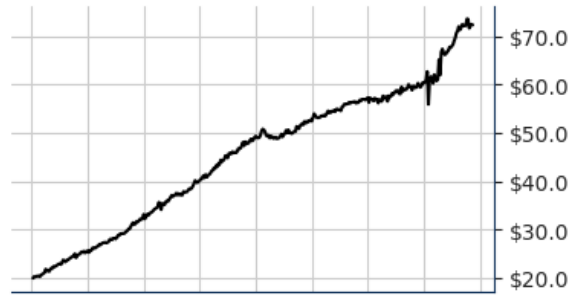
Grocery Stores



General Merchandise Stores



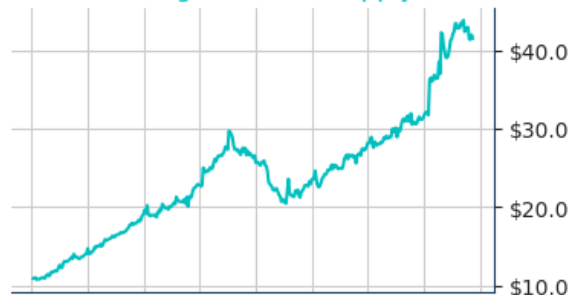
Gas Stations



Building & Garden Supply



1992 1996 2000 2004 2008 2012 2016 2020 2024



1992 1996 2000 2004 2008 2012 2016 2020 2024