



## Michigan Retail Index

April 2013 results

Index figures dating to July 1994 are available at <http://www.retailers.com/mra/news/michigan-retail-index.html>

### April Performance

Retailers reporting increased, decreased or unchanged sales, inventory, prices, promotions and hiring compared to the same month a year ago  
(numbers in parentheses indicate March results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	46 (38)	34 (35)	20 (27)	54.0 (47.8)	68 (85)
Inventory	47 (43)	15 (13)	38 (44)	60.5 (63.8)	68 (83)
Prices	19 (25)	7 ( 4)	74 (71)	54.6 (61.5)	68 (84)
Promotions	32 (26)	10 ( 6)	58 (68)	60.1 (61.9)	68 (84)
Hiring	12 (12)	7 ( 7)	81 (81)	50.0 (51.4)	68 (83)

### Outlook for Next 3 Months

Retailers expecting increased, decreased or unchanged sales, inventory, prices, promotions and hiring compared to the same period a year ago  
(numbers in parentheses indicate March results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	59 (56)	10 (12)	31 (32)	68.1 (66.8)	68 (84)
Inventory	40 (38)	16 (11)	44 (51)	56.7 (58.1)	68 (83)
Prices	18 (28)	6 ( 0)	76 (72)	54.3 (64.4)	68 (83)
Promotions	40 (41)	5 ( 4)	55 (55)	67.3 (67.3)	67 (82)
Hiring	15 (13)	6 ( 3)	79 (84)	53.3 (52.8)	66 (82)

### April Sales Performance & Outlook for Next 3 Months, by Region

(the first number indicates sales performance for the month; the number in parentheses indicates outlook for the next three months)

	% Increased	% Decreased	% No Change
North	37 (55)	36 (18)	27 (27)
West	25 (44)	37 ( 0)	38 (56)
Central	80 (70)	0 (10)	20 (20)
East	60 (40)	40 (20)	0 (40)
Southeast	42 (74)	53 (16)	5 (10)

\*Seasonally adjusted diffusion index. A diffusion index, which is the sum of the percent of respondents indicating increase and half the percent indicating no change, is calculated and then seasonally adjusted using the U.S. Census Bureau's X-11 Seasonal Adjustment procedure. Index values above 50 generally indicate an increase in activity, while values below 50 indicate a decrease.