



Michigan Retail Index

May 2013 results

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

May 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 April results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	50 (46)	31 (34)	19 (20)	54.9 (54.0)	103 (68)
Inventory	40 (47)	21 (15)	39 (38)	54.8 (60.5)	101 (68)
Prices	24 (19)	3 (7)	73 (74)	61.6 (54.6)	102 (68)
Promotions	33 (32)	4 (10)	63 (58)	64.9 (60.1)	101 (68)
Hiring	17 (12)	10 (7)	73 (81)	52.3 (50.0)	102 (68)

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 April results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	64 (59)	9 (10)	27 (31)	76.6 (68.1)	102 (68)
Inventory	39 (40)	16 (16)	45 (44)	56.6 (56.7)	102 (68)
Prices	23 (18)	7 (6)	70 (76)	58.7 (54.3)	101 (68)
Promotions	44 (40)	5 (5)	51 (55)	68.9 (67.3)	100 (67)
Hiring	19 (15)	7 (6)	74 (79)	53.9 (53.3)	101 (66)

May 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	75 (65)	15 (0)	10 (35)
West	50 (74)	17 (4)	33 (22)
Central	48 (62)	28 (0)	24 (38)
East	67 (33)	33 (33)	0 (34)
Southeast	32 (58)	52 (19)	16 (23)

*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.