



**Michigan Retail Index**

September 2013 results

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

**September 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 August results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	40 (47)	40 (39)	20 (14)	52.8 (52.8)	110 ( 93)
Inventory	42 (28)	24 (26)	34 (46)	56.7 (50.9)	109 ( 93)
Prices	16 (24)	5 ( 5)	79 (71)	54.1 (58.0)	109 ( 94)
Promotions	29 (28)	4 ( 5)	67 (67)	63.0 (62.6)	109 ( 93)
Hiring	16 (17)	7 ( 4)	77 (79)	53.5 (57.7)	109 ( 94)

**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 August results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	55 (56)	13 (15)	32 (29)	76.3 (70.3)	109 ( 93)
Inventory	32 (33)	27 (25)	41 (42)	57.4 (54.3)	109 ( 93)
Prices	14 (22)	7 ( 2)	79 (76)	53.2 (59.3)	108 ( 93)
Promotions	45 (48)	2 ( 1)	53 (51)	71.6 (74.4)	109 ( 93)
Hiring	10 (17)	4 ( 4)	86 (79)	54.0 (56.8)	107 ( 91)

**September 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	35 (41)	35 (24)	30 (35)
West	35 (48)	39 (22)	26 (30)
Central	43 (61)	36 (11)	21 (28)
East	45 (22)	33 (11)	22 (67)
Southeast	46 (77)	50 ( 0)	4 (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.