



Michigan Retail Index

June 2013 results

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

June 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 May results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	34 (50)	40 (31)	26 (19)	47.7 (54.9)	78 (103)
Inventory	23 (40)	16 (21)	61 (39)	54.0 (54.8)	74 (101)
Prices	16 (24)	6 (3)	78 (73)	55.0 (61.6)	74 (102)
Promotions	32 (33)	1 (4)	67 (63)	63.9 (64.9)	73 (101)
Hiring	10 (17)	5 (10)	85 (73)	51.4 (52.3)	74 (102)

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 May results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	63 (64)	8 (9)	29 (27)	79.3 (76.6)	78 (102)
Inventory	34 (39)	9 (16)	57 (45)	61.0 (56.6)	76 (102)
Prices	12 (23)	5 (7)	83 (70)	53.2 (58.7)	76 (101)
Promotions	36 (44)	0 (5)	64 (51)	67.0 (68.9)	75 (100)
Hiring	17 (19)	4 (7)	79 (74)	57.4 (53.9)	76 (101)

June 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	53 (41)	41 (18)	6 (41)
West	40 (65)	35 (5)	25 (30)
Central	24 (71)	41 (6)	35 (23)
East	20 (60)	20 (0)	60 (40)
Southeast	26 (74)	48 (5)	26 (21)

*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.