Michigan Retailers Association

Michigan Retail Index
July 2013 results
Index figures dating to July 1994 are available at http://www.retailers.com/mra/news/michigan-retail-index.html

July 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 June results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	53 (34)	31 (40)	16 (26)	63.9 (47.7)	115 (78)
Inventory	35 (23)	29 (16)	36 (61)	55.1 (54.0)	112 (74)
Prices	21 (16)	11 (6)	68 (78)	53.3 (55.0)	112 (74)
Promotions	32 (32)	5 (1)	63 (67)	66.9 (63.9)	111 (73)
Hiring	7 (10)	8 (5)	85 (85)	48.9 (51.4)	113 (74)

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 June results)

	% Increased	% Decreased	% No Change	Index*	Responses
Sales	62 (63)	13 (8)	25 (29)	82.0 (79.3)	114 (78)
Inventory	42 (34)	21 (9)	37 (57)	59.8 (61.0)	112 (76)
Prices	17 (12)	12 (5)	71 (83)	52.8 (53.2)	112 (76)
Promotions	39 (36)	6 (0)	55 (64)	67.5 (67.0)	112 (75)
Hiring	13 (17)	8 (4)	79 (79)	52.0 (57.4)	112 (76)

July 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	64 (73)	23 (13)	13 (14)
West	58 (55)	21 (10)	21 (35)
Central	54 (70)	38 (17)	8 (13)
East	43 (43)	14 (0)	43 (57)
Southeast	41 (70)	44 (11)	15 (19)

*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.