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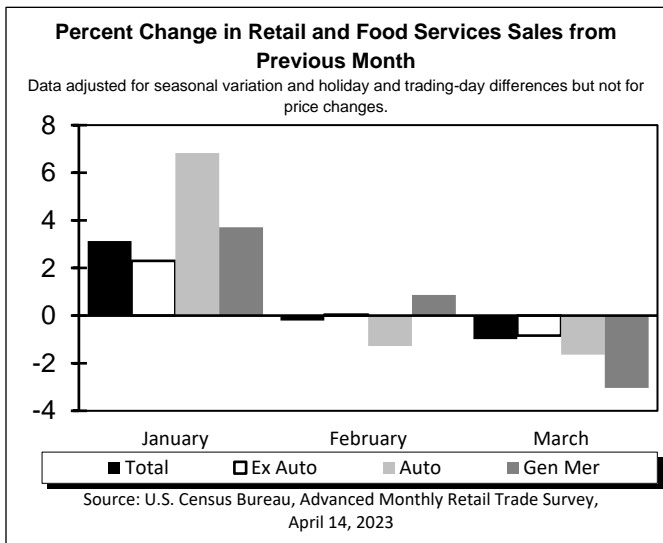
ADVANCE MONTHLY SALES FOR RETAIL AND FOOD SERVICES, MARCH 2023

Release Number: CB23-55

Intention to Revise: Monthly retail sales estimates will be revised based on the results of the 2021 Annual Retail Trade Survey and the Service Annual Survey. Revised not adjusted estimates and corresponding adjusted estimates are scheduled for release on April 24, 2023 at 10:00 a.m. EDT.

April 14, 2023 — The U.S. Census Bureau announced the following advance estimates of U.S. retail and food services sales for March 2023:

ADVANCE MONTHLY SALES		
March 2023	\$691.7 billion	-1.0%
February 2023 (revised)	\$698.6 billion	-0.2%
Next release: May 16, 2023		
* The 90 percent confidence interval includes zero. There is insufficient statistical evidence to conclude that the actual change is different from zero. Data adjusted for seasonal variation and holiday and trading-day differences but not for price changes. Source: U.S. Census Bureau, Advanced Monthly Retail Trade Survey, April 14, 2023		



Advance Estimates of U.S. Retail and Food Services

Advance estimates of U.S. retail and food services sales for March 2023, adjusted for seasonal variation and holiday and trading-day differences, but not for price changes, were \$691.7 billion, down 1.0 percent (± 0.5 percent) from the previous month, but up 2.9 percent (± 0.7 percent) above March 2022. Total sales for the January 2023 through March 2023 period were up 5.4 percent (± 0.4 percent) from the same period a year ago. The January 2023 to February 2023 percent change was revised from down 0.4 percent (± 0.5 percent)* to down 0.2 percent (± 0.1 percent).

Retail trade sales were down 1.2 percent (± 0.5 percent) from February 2023, but up 1.5 percent (± 0.5 percent) above last year. Nonstore retailers were up 12.3 percent (± 1.2 percent) from last year, while food services and drinking places were up 13.0 percent (± 2.6 percent) from March 2022.

General Information

The April 2023 Advance Monthly Retail report is scheduled for release on May 16, 2023 at 8:30 a.m. EDT.

Data Inquiries

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View the full schedule in the Economic Briefing Room: <<https://www.census.gov/economic-indicators/>>. The full text and tables of this release can be found at <www.census.gov/retail/>.

EXPLANATORY NOTES

The advance estimates are based on a subsample of the Census Bureau's full retail and food services sample. A stratified random sampling method is used to select approximately 4,800 retail and food services firms whose sales are then weighted and benchmarked to represent the complete universe of over three million retail and food services firms. For more information on how data is collected for the Advance Monthly Retail Trade Survey, see our methodology page at: <https://www.census.gov/retail/marts/how_surveys_are_collected.html>.

Survey Description

The U.S. Census Bureau conducts the Advance Monthly Retail Trade and Food Services Survey to provide an early estimate of monthly sales by kind of business for retail and food service firms located in the United States. Each month, questionnaires are mailed to a probability sample of approximately 4,800 employer firms selected from the larger Monthly Retail Trade Survey. Advance sales estimates are computed using a link relative estimator. For each detailed industry, we compute a ratio of current-to-previous month weighted sales using data from units for which we have obtained usable responses for both the current and previous month. For each detailed industry, the advance total sales estimates for the current month is computed by multiplying this ratio by the preliminary sales estimate for the previous month (derived from the larger MRTS) at the appropriate industry level. Total estimates for broader industries are computed as the sum of the detailed industry estimates. The link relative estimate is used because imputation is not performed for most nonrespondents in MARTS. For a limited number of nonresponding companies that have influential effects on the estimates, sales may be estimated based on historical performance of that company. The monthly estimates are benchmarked to the annual survey estimates from the Annual Retail Trade Survey once available. The estimates are adjusted for seasonal variation and holiday and trading day differences. Additional information on MARTS and MRTS can be found on the Census Bureau website at: <www.census.gov/retail/>.

Reliability of Estimates

Because the estimates presented in this report are based on a sample survey, they contain sampling error and nonsampling error.

Sampling error is the difference between the estimate and the result that would be obtained from a complete enumeration of the sampling frame conducted under the same survey conditions. This error occurs because only a subset of the entire sampling frame is measured in a sample survey. Standard errors

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and coefficients of variation (CV), as given in Table 3 of this report, are estimated measures of sampling variation.

The margin of sampling error, as used on page 1, gives a range about the estimate which is a 90 percent confidence interval. If, for example, the percent change estimate is +1.2 percent and its estimated standard error is 0.9 percent, then the margin of sampling error is $\pm 1.753 \times 0.9$ percent or ± 1.6 percent, and the 90 percent confidence interval is -0.4 percent to +2.8 percent. If the interval contains 0, then one does not have sufficient evidence to conclude at the 90 percent confidence level that the change is different from zero and therefore the change is not statistically significant. Estimated changes shown in the text are statistically significant unless otherwise noted. For a monthly total, the median estimated coefficient of variation is given. The resulting confidence interval is the estimated value $\pm 1.753 \times CV \times$ (the estimated monthly total). The Census Bureau recommends that individuals using estimates in this report incorporate this information into their analyses, as sampling error could affect the conclusions drawn from the estimates.

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. This type of error can occur because of nonresponse, insufficient coverage of the universe of retail businesses, mistakes in the recording and coding of data, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

Statement Regarding COVID-19 Impact

The Census Bureau continues to monitor response and data quality and has determined that estimates in this release meet publication standards. For more information, see [COVID-19 FAQs](#).

Weather Information

For information on the impact of weather events on the compilation of this report, please see the Frequently Asked Questions (FAQs) on our website at:

[<www.census.gov/retail/marts_weather_faqs.html>](http://www.census.gov/retail/marts_weather_faqs.html)

RESOURCES

The Rest of the Consumer Spending Story

Retail and services together represent what's commonly referred to as consumer spending. Quarterly Services Survey (QSS) revenue comprises roughly 2/3 of the personal consumption expenditures component of the U.S. Gross Domestic Product (GDP) measured by the Bureau of Economic Analysis (BEA).

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The fourth quarter 2022 Quarterly Services Report was released on March 14, 2023 at 10:00 AM. Learn about historical revenue trends for certain industries going back 15 years and other data, such as inpatient days and discharges for hospitals, by visiting <<https://www.census.gov/services/index.html>>

API

The Census Bureau's application programming interface lets developers create custom apps to reach new users and makes key demographic, socio-economic and housing statistics more accessible than ever before. <www.census.gov/developers/>

FRED Mobile App



Receive the latest updates on the nation's key economic indicators by downloading the FRED App <<https://fred.stlouisfed.org/fred-mobile/>> for both Apple and Android devices. FRED, the signature database of the Federal Reserve Bank of St. Louis, now incorporates the Census Bureau's 13 economic indicators.

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Table 1. Estimated Monthly Sales for Retail and Food Services, by Kind of Business

(Total sales estimates are shown in millions of dollars and are based on data from the Advance Monthly Retail Trade Survey, Monthly Retail Trade Survey, and administrative records.)

NAICS ¹ code	Kind of Business	Not Adjusted								Adjusted ²				
		3 Month Total		2023			2022		2023			2022		
		2023	% Chg. 2022	Mar. ³ (a)	Feb. (p)	Jan. (r)	Mar.	Feb.	Mar. ³ (a)	Feb. (p)	Jan. (r)	Mar. (r)	Feb. (r)	
	Retail & food services,													
	total	1,952,454	5.6	703,200	614,327	634,927	681,854	579,139	691,671	698,572	700,052	671,904	659,782	
	Total (excl. motor vehicle & parts) ...	1,575,318	6.6	562,500	495,644	517,174	541,746	462,148	562,810	567,564	567,341	543,189	529,848	
	Total (excl. gasoline stations)	1,796,684	6.6	647,979	565,372	583,333	617,457	529,564	636,505	640,223	641,688	607,571	600,694	
	Total (excl. motor vehicle & parts & gasoline stations)	1,419,548	7.9	507,279	446,689	465,580	477,349	412,573	507,644	509,215	508,977	478,856	470,760	
	Retail	1,685,756	4.0	606,673	530,024	549,059	597,077	506,400	598,588	605,625	605,588	589,516	579,585	
	GAFO⁴	(*)	(*)	(*)	110,097	112,462	124,548	103,278	(*)	131,072	131,526	127,600	122,974	
441	Motor vehicle & parts dealers	377,136	1.8	140,700	118,683	117,753	140,108	116,991	128,861	131,008	132,711	128,715	129,934	
4411, 4412	Auto & other motor veh. dealers ..	346,342	1.3	129,443	108,995	107,904	129,327	108,112	118,321	120,171	122,063	118,649	119,991	
44111	New car dealers	(*)	(*)	(*)	87,253	88,744	101,277	86,147	(NA)	(NA)	(NA)	(NA)	(NA)	
4413	Auto parts, acc. & tire stores.....	(*)	(*)	(*)	9,688	9,849	10,781	8,879	(*)	10,837	10,648	10,066	9,943	
442	Furniture & home furn. stores	34,146	1.5	12,297	10,712	11,137	12,533	10,685	11,835	11,982	12,320	12,121	11,992	
4421	Furniture stores	(*)	(*)	(*)	5,944	6,109	6,978	5,996	(NA)	(NA)	(NA)	(NA)	(NA)	
4422	Home furnishings stores	(*)	(*)	(*)	(S)	(S)	(S)	(S)	(NA)	(NA)	(NA)	(NA)	(NA)	
443	Electronics & appliance stores	19,666	-5.3	6,870	6,175	6,621	7,627	6,426	6,891	7,041	7,150	7,681	7,369	
444	Building material & garden eq. & supplies dealers.....	111,472	-0.3	42,552	33,918	35,002	44,478	33,529	41,532	42,437	42,392	43,028	42,068	
4441	Building mat. & sup. dealers	(*)	(*)	(*)	29,466	30,625	38,803	29,463	(*)	36,787	36,809	37,783	36,875	
445	Food & beverage stores.....	232,415	5.3	80,590	73,493	78,332	76,325	69,315	81,266	81,345	80,697	77,382	76,677	
4451	Grocery stores	210,125	5.6	72,627	66,326	71,172	68,614	62,339	72,919	72,886	72,183	69,237	68,429	
4453	Beer, wine & liquor stores	(*)	(*)	(*)	5,169	5,181	5,590	5,057	(*)	6,103	6,183	5,872	5,985	
446	Health & personal care stores	102,757	7.2	36,095	32,401	34,261	33,648	29,947	35,010	34,915	34,537	32,700	32,270	
44611	Pharmacies & drug stores	(*)	(*)	(*)	26,426	28,370	27,579	24,847	(*)	28,293	28,061	27,118	26,574	
447	Gasoline stations	155,770	-4.5	55,221	48,955	51,594	64,397	49,575	55,166	58,349	58,364	64,333	59,088	
448	Clothing & clothing accessories stores	65,759	2.4	25,051	21,038	19,670	25,622	20,509	25,893	26,346	26,888	26,367	25,476	
44811	Men's clothing stores	(*)	(*)	(*)	(S)	(S)	(S)	(S)	(*)	(S)	(S)	(S)	(S)	
44812	Women's clothing stores	(*)	(*)	(*)	2,628	2,444	3,658	2,729	(*)	3,257	3,307	3,504	3,386	
44814	Family clothing stores	(*)	(*)	(*)	7,822	7,634	9,583	7,054	(NA)	(NA)	(NA)	(NA)	(NA)	
4482	Shoe stores	(*)	(*)	(*)	2,723	2,375	3,515	2,639	(*)	3,408	3,477	3,329	3,266	
451	Sporting goods, hobby, musical instrument, & book stores	24,253	4.7	9,040	7,355	7,858	8,748	7,142	9,387	9,369	9,433	9,113	9,041	
452	General merchandise stores.....	197,401	6.6	69,640	62,760	65,001	67,648	56,575	71,353	73,592	72,957	69,670	66,543	
4521	Department stores	28,934	2.2	10,562	9,226	9,146	10,541	8,983	11,305	11,589	12,032	11,448	11,302	
4529	Other general merch. stores.....	(*)	(*)	(*)	53,534	55,855	57,107	47,592	(*)	62,003	60,925	58,222	55,241	
45291	Warehouse clubs & supercenters.....	(*)	(*)	(*)	45,897	48,303	49,023	40,730	(*)	53,060	52,051	50,023	47,196	
45299	All oth. gen. merch. stores.....	(*)	(*)	(*)	7,637	7,552	8,084	6,862	(*)	8,943	8,874	8,199	8,045	
453	Miscellaneous store retailers	42,634	5.2	15,333	13,436	13,865	15,191	12,836	15,827	15,788	16,129	15,527	15,202	
454	Nonstore retailers	322,347	10.3	113,284	101,098	107,965	100,752	92,870	115,567	113,453	112,010	102,879	103,925	
4541	Elect. shopping & m/o houses	(*)	(*)	(*)	89,871	96,066	88,881	82,090	(*)	102,710	101,335	92,488	93,924	
722	Food services & drinking places	266,698	17.3	96,527	84,303	85,868	84,777	72,739	93,083	92,947	94,464	82,388	80,197	

(*) Advance estimates are not available for this kind of business.

(NA) Not available (a) Advance estimate (p) Preliminary estimate (r) Revised estimate

(S) Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%), poor response quality (total quantity response rate is less than 50%), or other concerns about the estimate's quality.

(1) For a full description of the NAICS codes used in this table, see <<https://www.census.gov/naics/>>.

(2) Estimates are concurrently adjusted for seasonal variation and for holiday and trading day differences, but not for price changes. Concurrent seasonal adjustment uses all available unadjusted estimates as input to the X-13ARIMA-SEATS program. The factors derived from the program are used in calculating all seasonally adjusted estimates shown in this table. Year-to-date seasonally adjusted sales estimates are not tabulated. Adjustment factors and explanatory material can be found on the Internet at <<http://www.census.gov/retail/>>.

(3) Advance estimates are based on early reports obtained from a small sample of firms selected from the larger Monthly Retail Trade Survey (MRTS) sample. All other estimates are from the MRTS sample.

(4) GAFO represents firms which specialize in department store types of merchandise and is comprised of furniture & home furnishings (442), electronics & appliances (443), clothing & accessories (448), sporting goods, hobby, musical instrument, and book (451), general merchandise (452), office supply, stationery, and gift stores (4532).

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, April 14, 2023. Table 3 provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <www.census.gov/retail/how_surveys_are_collected.html>.

Table 2. Estimated Change in Monthly Sales for Retail and Food Services, by Kind of Business

(Estimates are shown as percents and are based on data from the Advance Monthly Retail Trade Survey, Monthly Retail Trade Survey, and administrative records.)

NAICS code	Kind of Business	Percent Change ¹					
		Mar. 2023 Advance from --		Feb. 2023 Preliminary from --		Jan. 2023 through Mar. 2023 from --	
		Feb. 2023 (p)	Mar. 2022 (r)	Jan. 2023 (r)	Feb. 2022 (r)	Oct. 2022 through Dec. 2022	Jan. 2022 through Mar. 2022
	Retail & food services,						
	total	-1.0	2.9	-0.2	5.9	1.7	5.4
	Total (excl. motor vehicle & parts)	-0.8	3.6	0.0	7.1	1.4	6.4
	Total (excl. gasoline stations)	-0.6	4.8	-0.2	6.6	2.6	6.4
	Total (excl. motor vehicle & parts & gasoline stations)	-0.3	6.0	0.0	8.2	2.4	7.7
	Retail	-1.2	1.5	0.0	4.5	1.3	3.8
441	Motor vehicle & parts dealers	-1.6	0.1	-1.3	0.8	3.3	1.5
4411, 4412	Auto & other motor veh. dealers ...	-1.5	-0.3	-1.6	0.2	3.5	1.0
442	Furniture & home furn. stores	-1.2	-2.4	-2.7	-0.1	1.3	0.9
443	Electronics & appliance stores	-2.1	-10.3	-1.5	-4.5	1.7	-5.7
444	Building material & garden eq. & supplies dealers.....	-2.1	-3.5	0.1	0.9	-1.3	-0.6
445	Food & beverage stores.....	-0.1	5.0	0.8	6.1	0.0	5.5
4451	Grocery stores	0.0	5.3	1.0	6.5	0.0	5.8
446	Health & personal care stores	0.3	7.1	1.1	8.2	3.1	6.8
447	Gasoline stations	-5.5	-14.2	0.0	-1.3	-7.3	-4.0
448	Clothing & clothing accessories stores	-1.7	-1.8	-2.0	3.4	0.5	3.3
451	Sporting goods, hobby, musical instrument, & book stores	0.2	3.0	-0.7	3.6	0.3	4.8
452	General merchandise stores.....	-3.0	2.4	0.9	10.6	3.5	6.5
4521	Department stores	-2.5	-1.2	-3.7	2.5	7.9	2.4
453	Miscellaneous store retailers	0.2	1.9	-2.1	3.9	3.3	5.2
454	Nonstore retailers	1.9	12.3	1.3	9.2	3.7	9.8
722	Food services & drinking places	0.1	13.0	-1.6	15.9	4.6	17.5

(p) Preliminary estimate (r) Revised estimate

(1) Estimates shown in this table are derived from adjusted estimates provided in Table 1 of this report.

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, April 14, 2023. Table 3 provides estimated measures of sampling variability.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at

<www.census.gov/retail/how_surveys_are_collected.html>.

Table 3. Estimated Measures of Sampling Variability and Revision to Advance Estimates Mar. 2023

(Estimates are shown as percents and are based on data from the Advance Monthly Retail Trade Survey and Monthly Retail Trade Survey)

NAICS Code	Kind of Business	Median CV Current Mo. (%)	Median standard error Percent change			Revision for month-to-month change	
			Previous Mo. to Current Mo.	Previous Qtr. to Current Qtr.	Current Mo. to same Mo. Last Yr.	Average revision	Median absolute revision
	Retail & food services, total	0.8	0.3	0.2	0.4	0.0	0.2
	Total (excl. motor vehicle & parts)	0.9	0.2	0.2	0.3	-0.1	0.2
	Total (excl. gasoline stations)	0.9	0.3	0.2	0.4	0.0	0.3
	Total (excl. motor vehicle & parts & gasoline stations)	1.0	0.3	0.2	0.4	0.0	0.3
	Retail, total	0.7	0.3	0.2	0.3	0.0	0.1
441	Motor vehicle & parts dealers	1.6	0.9	0.4	1.1	0.1	0.4
4411, 4412	Auto & other motor veh. dealers	1.7	1.0	0.4	1.2	0.1	0.4
442	Furniture & home furn. stores.....	2.7	1.1	0.7	1.7	0.4	0.9
443	Electronics & appliance stores	2.1	0.7	0.5	0.9	0.1	0.6
444	Building material & garden eq. & supplies dealers.....	2.5	0.7	0.5	1.1	0.1	0.2
445	Food & beverage stores.....	0.7	0.2	0.2	0.4	0.0	0.2
4451	Grocery stores	0.7	0.2	0.2	0.5	0.0	0.1
446	Health & personal care stores	3.3	0.4	0.3	0.8	0.2	0.5
447	Gasoline stations	1.2	0.4	0.4	0.8	-0.4	1.0
448	Clothing & clothing accessories stores	2.7	0.9	0.7	1.3	-0.1	0.4
451	Sporting goods, hobby, musical instrument, & book stores	2.5	1.1	0.9	1.6	0.2	0.2
452	General merchandise stores.....	1.1	0.1	0.1	0.1	0.1	0.1
4521	Department stores	0.0	0.0	0.0	0.0	0.0	0.1
453	Miscellaneous store retailers	5.1	2.7	1.3	2.9	-0.2	2.3
454	Nonstore retailers	1.6	0.5	0.4	0.7	-0.2	0.5
722	Food services & drinking places	3.6	0.8	0.7	1.5	-0.1	0.6

(1) Estimated measures of sampling variability are based on estimates not adjusted for seasonal variation or holiday or trading day variation. Medians are based on estimates for the most recent 12 months.

(2) These columns provide measures of the difference between the advance-to-preliminary and preliminary-to-final estimates of month-to-month change for the same pair of months as measured by the Advance sample and MRTS sample. The average and median revisions are based on estimates for the most recent 12 months.

Source: U.S. Census Bureau, Advance Monthly Retail Trade Survey, April 14, 2023. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions may be found at <www.census.gov/retail/how_surveys_are_collected.html>.