

June 2019

Retail by the Numbers

Retail by the Numbers

Retail statistics for April 2019

From Statistics Canada's June 2019 retail trade release

YUKON

Total Retail Sales: \$ 799.8 million
 Core-Retail Sales: \$ 508.8 million
 Number of Stores: 186
 Jobs in Retail: 3,630

NORTHWEST TERRITORIES

Total Retail Sales: \$ 768.9 million
 Core-Retail Sales: \$ n/a
 Number of Stores: 182
 Jobs in Retail: 3,345

NUNAVUT

Total Retail Sales: \$ 442.1 million
 Core-Retail Sales: \$ n/a
 Number of Stores: 80
 Jobs in Retail: 1,645

**BRITISH COLUMBIA**

Total Retail Sales: \$ 84.3 billion
 Core-Retail Sales: \$ 54.0 billion
 Number of Stores: 20,398
 Jobs in Retail: 290,290

ALBERTA

Total Retail Sales: \$ 80.3 billion
 Core-Retail Sales: \$ 47.2 billion
 Number of Stores: 17,219
 Jobs in Retail: 263,630

SASKATCHEWAN

Total Retail Sales: \$ 19.6 billion
 Core-Retail Sales: \$ 11.3 billion
 Number of Stores: 4,882
 Jobs in Retail: 67,455

MANITOBA

Total Retail Sales: \$ 20.4 billion
 Core-Retail Sales: \$ 12.5 billion
 Number of Stores: 4,712
 Jobs in Retail: 65,960



RETAILERS DRIVE THE ECONOMY IN EVERY COMMUNITY.

CANADA 2018 NUMBERS

Retail Sales: \$ 605.9 billion
Core-Retail Sales: \$ 376.9 billion
Number of Stores: 145,274
Jobs in Retail: 2,057,645

NEWFOUNDLAND & LABRADOR

Total Retail Sales: \$ 9.2 billion
Core-Retail Sales: \$ 5.4 billion
Number of Stores: 2,718
Jobs in Retail: 28,235

PRINCE EDWARD ISLAND

Total Retail Sales: \$ 2.3 billion
Core-Retail Sales: \$ 1.4 billion
Number of Stores: 833
Jobs in Retail: 9,195

NOVA SCOTIA

Total Retail Sales: \$ 15.9 billion
Core-Retail Sales: \$ 9.3 billion
Number of Stores: 4,103
Jobs in Retail: 65,635

NEW BRUNSWICK

Total Retail Sales: \$ 12.8 billion
Core-Retail Sales: \$ 7.4 billion
Number of Stores: 3,398
Jobs in Retail: 42,060

ONTARIO

Total Retail Sales: \$ 216.3 billion
Core-Retail Sales: \$ 137.4 billion
Number of Stores: 51,460
Jobs in Retail: 843,170

QUEBEC

Total Retail Sales: \$ 125.7 billion
Core-Retail Sales: \$ 79.4 billion
Number of Stores: 32,932
Jobs in Retail: 497,840

FAST FACTS: RETAIL IN CANADA



\$376.9 Billion in 2018 Core Retail Sales (i.e., excluding automotive and gasoline)



\$9.0 Billion in capital expenditures



66% of retail jobs are full-time



\$24.12/HR average worker compensation



10.8% of Canada's workforce That's **2,057,645** people



\$76.1 Billion in total annual compensation



MEMBER EXCLUSIVE BENEFITS

Participate in Industry-Leading Retail Advisory Councils

Animal Welfare

Atlantic Member Council

Canadian Environmental Protection Act

CFO Network

eCommerce

Environment

Food Safety & Regulatory

Health & Wellness

Human Resources

Legal Affairs

Loss Prevention

Ontario Safety Group

Product Safety

Product Stewardship / EPR

Public Affairs

Quebec Board of Directors

Responsible Sourcing

Retail Marketing

Supply Chain

Textile

**Did you know...
if your company is a member of RCC,
then SO ARE YOU!**

To find out more contact
membership@RetailCouncil.org
RetailCouncil.org
1 888 373-8245

Table of Contents

1 NATIONAL HIGHLIGHTS.....	1
Retail Sales Numbers (updated monthly).....	1
Retail’s Economic Importance (updated annually).....	2
Employee Compensation Numbers (updated annually).....	3
Margins in Retail (updated annually).....	4
2 PROVINCIAL NUMBERS	5
Alberta’s Sales Numbers (updated monthly).....	5
British Columbia’s Sales Numbers (updated monthly).....	6
Manitoba’s Sales Numbers (updated monthly).....	7
New Brunswick’s Sales Numbers (updated monthly).....	8
Newfoundland and Labrador’s Sales Numbers (updated monthly).....	9
Nova Scotia’s Sales Numbers (updated monthly).....	10
Ontario’s Sales Numbers (updated monthly).....	11
Prince Edward Island’s Sales Numbers (updated monthly).....	12
Quebec’s Sales Numbers (updated monthly).....	13
Saskatchewan’s Sales Numbers (updated monthly).....	14

This report builds on Statistics Canada data

While this report is heavily reliant on Statistics Canada data, there are a few key ways that RCC supplements Statistics Canada’s data in order to support the reader. RCC’s value-add here is:

- **Retail Trend Numbers:** Statistics Canada has a method that they report online for calculating trend numbers, but they do not apply it to retail sales. RCC adds that trend calculation to its numbers.
- **Core-Retail Sales:** This category captures the types of retail sales most common among RCC members. Specifically, Core-Retail does not include gasoline station and motor vehicle and parts sales.

1 | NATIONAL HIGHLIGHTS

Retail Sales Numbers












(updated monthly)

StatCan's numbers for April 2019 indicate a healthy **3.79%** increase in overall Core-Retail sales compared to last April.

RCC has heard from retailers across Canada about cold, wet weather affecting sales. Perhaps unsurprisingly, Building Mats & Garden Equipment had the largest subcategory sales decline between March and April 2019: -2.63%



TABLE 1: Canada's Retail Growth; Seasonally Adjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	April 2019	Trend Value	April 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Canada - Seasonally Adjusted Sales					
 Total Retail Sales	\$51,493.2	\$32,546.6	\$49,633.6	+ 0.12%	+ 3.75%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$32,101.6	\$20,321.8	\$30,930.5	- 0.07%	+ 3.79%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$865.4	\$559.1	\$816.6	- 2.57%	+ 5.97%
 Furniture & Home Furnishings	\$1,631.2	\$1,024.8	\$1,571.2	+ 0.65%	+ 3.82%
 Electronics & Appliances	\$1,140.9	\$723.3	\$1,273.1	- 1.11%	- 10.38%
 Building Mats. & Garden Equip	\$3,129.7	\$2,002.1	\$3,032.1	- 2.63%	+ 3.22%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$10,774.2	\$6,820.4	\$10,427.2	+ 0.41%	+ 3.33%
 Health & Personal Care (Including Pharmacy)	\$4,026.9	\$2,547.8	\$3,886.9	+ 0.09%	+ 3.60%
 Clothing & Accessories	\$2,947.8	\$1,873.5	\$2,832.2	- 1.47%	+ 4.08%
 Sporting, hobby, book & music	\$1,065.8	\$665.9	\$1,038.5	+ 3.21%	+ 2.63%
 General Merchandise	\$5,992.3	\$3,794.5	\$5,623.0	- 0.20%	+ 6.57%

Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

Retail's Economic Importance

(updated annually)

Cities and towns across Canada vary greatly. Some are agricultural hubs, mining towns, or manufacturing centres. In each of those diverse communities, there are stores. Retail is the critical final link in the supply chain process, connecting producers to households.

Often in the news, we'll hear about cities and towns focused on their specific industry, and a specific decision's impact on job numbers. It might surprise some to know that the median number of retail jobs per federal riding is 6,342 according to the [most recent census \(2016\)](#).

In terms of employment, retail as a sector is a juggernaut: 2,057,645 Canadians worked in retail in 2018, 10.8% of Canada's workforce.¹

Of that workforce:

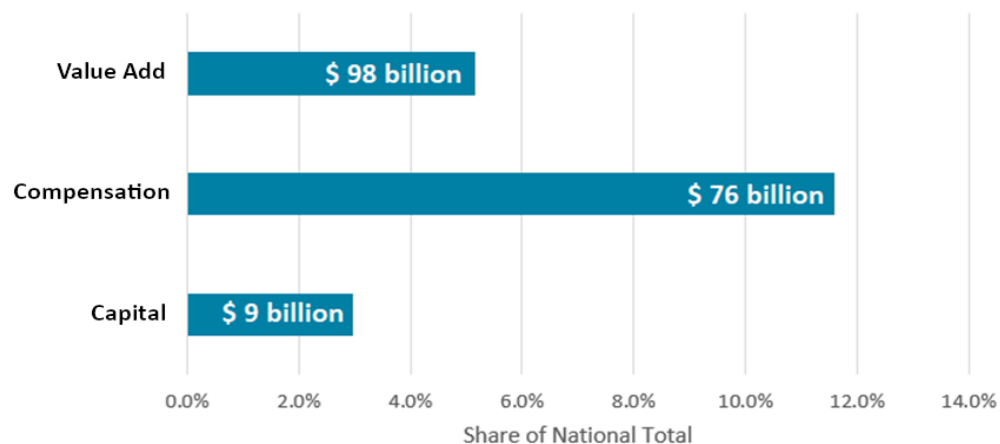
- 66.0% of retail jobs were full-time jobs.²
- The Canada-wide compensation per hour for retail workers was \$24.12/hour.³

Investment in the retail sector is an important driver of the Canadian Economy. In 2017, the retail sector invested \$9.0B in capital across the country, with \$6.6B in non-repair capital spending.

- Spending on new fixed structures, such as stores, totalled just short of \$3.4 Billion
- Capital spending on new machinery and equipment within retail was over \$3.2 Billion
- Total expenditures by retailers to repair and maintain existing construction, machinery and equipment totalled \$2.4 Billion⁴

Finally, retailers are an important final step of the supply chain, adding \$98 Billion dollars in value-add to the Canadian economy each year.⁵

FIGURE 1: Retail's contribution to Canada's economy



Source: For Value-Add: Statistics Canada. Table 36-10-0434-03 Gross domestic product (GDP) at basic prices, by industry, annual average (x 1,000,000); For Employment: Statistics Canada. Table 36-10-0489-01 Labour statistics consistent with the System of National Accounts (SNA), by job category and industry; For Capital: Statistics Canada. Table 34-10-0035-01 Capital and repair expenditures, non-residential tangible assets, by industry and geography (x 1,000,000)

¹ Statistics Canada. Table 36-10-0489-01 (formerly CANSIM 383-0031)

² Statistics Canada Table 14-10-0023-01 (formerly CANSIM 282-0008)

³ Statistics Canada. Table 36-10-0489-01 (formerly CANSIM 383-0031)

⁴ Statistics Canada. Table: 34-10-0035-01 (formerly CANSIM 029-0045).

⁵ Measured in chained 2007 dollars.

Employee Compensation Numbers

(updated annually)

This table helps provide insight into how much a full-time retail employee is making, breaking out total average annual compensation, as well as the total hourly compensation by region. Annual and hourly compensation in this table refers to all-in compensation, inclusive of salary, wages and benefits.

The average annual compensation figure is calculated as total compensation over total jobs (inclusive of part-time jobs). The average hourly compensation number is calculated as total compensation over total hours worked. Because only 66.0% of retail jobs are full-time positions, there will always be a flattening effect on total annual numbers. Using the 2018 numbers, if we multiplied the \$24.12 an hour figure, by full-time hours per year (2,000 hours), we can ballpark the average annual compensation rate for a full-time retail employee at \$48,240.

TABLE 3: Compensation in Retail by Region; Annual and Hourly

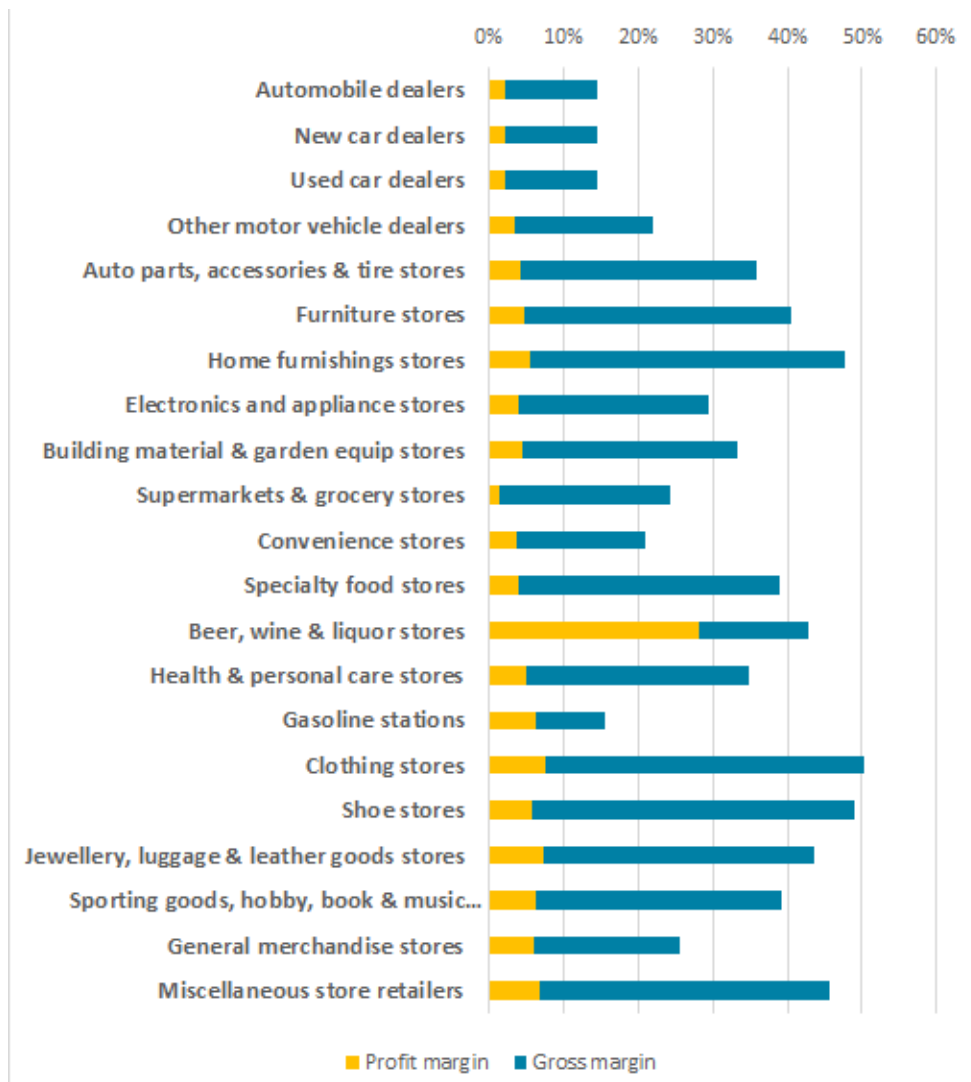
Region	Type	Actuals			Growth	
		2016	2017	2018	Avg 3yr Growth	2017 to 2018
Canada	Annual	34,378	35,253	36,977	1.96%	4.89%
	Hourly	22.36	23.14	24.12	1.85%	4.24%
Newfoundland & Labrador	Annual	39,344	41,661	40,621	0.08%	-2.50%
	Hourly	24.52	25.89	25.3	0.22%	-2.28%
Prince Edward Island	Annual	32,134	31,531	32,823	3.75%	4.10%
	Hourly	20.06	19.89	19.74	1.91%	-0.75%
Nova Scotia	Annual	32,257	32,438	33,189	1.00%	2.32%
	Hourly	20.54	21.04	20.75	0.66%	-1.38%
New Brunswick	Annual	31,134	30,628	32,925	2.84%	7.50%
	Hourly	19.43	18.82	20.73	2.89%	10.15%
Quebec	Annual	30,984	31,679	33,627	3.35%	6.15%
	Hourly	20.1	20.82	21.86	2.81%	5.00%
Ontario	Annual	33,606	34,588	36,239	2.31%	4.77%
	Hourly	21.96	23.03	24.08	2.10%	4.56%
Manitoba	Annual	33,424	34,146	35,224	1.96%	3.16%
	Hourly	22.11	22.42	23.01	1.87%	2.63%
Saskatchewan	Annual	34,146	34,593	34,629	-0.79%	0.10%
	Hourly	21.75	22.63	22.49	-0.61%	-0.62%
Alberta	Annual	39,975	41,034	42,722	-1.26%	4.11%
	Hourly	25.94	26.7	27.35	-1.00%	2.43%
British Columbia	Annual	38,545	39,695	42,201	2.66%	6.31%
	Hourly	25.45	25.71	27.38	3.23%	6.50%

Source: Statistics Canada. Table 36-10-0489-01 Labour statistics consistent with the System of National Accounts (SNA), by job category and industry

Margins vary greatly by the type of store in retail. In some sectors, margins are very small. In the chart below, there are two types of margin numbers shown:

- **Profit Margin.** This represents the share of the total sales that goes to profit. It is shown as the yellow portion of the graph below.
- **Gross Margin.** The overall bar length (Profit Margin, topped up by Gross Margin) indicates a sector's gross margin numbers. Gross Margin represents the amount of revenue left over after the cost of goods sold is removed. Gross Margin is further reduced by labour costs, taxes, building maintenance and other expenses in order to understand what's left over as profit.

FIGURE 2: Gross & Profit Margin, Canada-wide, by Retail Sector














Source: Statistics Canada. Table 20-10-0066-01 Annual retail trade survey, financial estimates by type of store

2 | PROVINCIAL NUMBERS

Alberta's Sales Numbers












(updated monthly)

TABLE 4: Alberta's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Alberta - Unadjusted Sales					
 Total Retail Sales	\$6,954.0	\$4,097.4	\$6,515.3	+ 5.64%	+ 6.73%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$3,889.0	\$2,305.5	\$3,680.9	+ 4.14%	+ 5.65%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$169.8	\$91.8	\$157.9	+ 26.58%	+ 7.58%
 Furniture & Home Furnishings	\$213.9	\$126.0	\$202.9	+ 4.16%	+ 5.45%
 Electronics & Appliances	\$147.3	\$85.9	\$162.9	+ 0.74%	- 9.58%
 Building Mats. & Garden Equip	\$368.0	\$202.8	\$346.6	+ 20.95%	+ 6.16%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$1,206.5	\$748.2	\$1,134.1	- 0.79%	+ 6.38%
 Health & Personal Care (Including Pharmacy)	\$448.1	\$277.6	\$422.8	+ 0.91%	+ 5.98%
 Clothing & Accessories	\$327.1	\$188.7	\$321.9	- 2.11%	+ 1.60%
 Sporting, hobby, book & music	\$127.6	\$73.5	\$131.4	+ 0.75%	- 2.89%
 General Merchandise	\$881.5	\$501.2	\$824.9	+ 11.38%	+ 6.86%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 5: British Columbia's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
British Columbia - Unadjusted Sales					
 Total Retail Sales	\$7,063.8	\$4,272.9	\$7,049.9	+ 1.15%	+ 0.20%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$4,493.8	\$2,712.4	\$4,298.9	+ 1.58%	+ 4.53%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$167.3	\$90.0	\$160.5	+ 23.79%	+ 4.26%
 Furniture & Home Furnishings	\$234.5	\$141.8	\$221.0	+ 2.93%	+ 6.12%
 Electronics & Appliances	\$153.3	\$91.2	\$163.2	+ 1.32%	- 6.05%
 Building Mats. & Garden Equip	\$543.4	\$299.0	\$521.5	+ 20.45%	+ 4.22%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$1,561.8	\$975.5	\$1,487.8	- 1.74%	+ 4.98%
 Health & Personal Care (Including Pharmacy)	\$487.2	\$306.3	\$463.8	- 3.29%	+ 5.04%
 Clothing & Accessories	\$418.9	\$251.0	\$400.6	- 7.46%	+ 4.56%
 Sporting, hobby, book & music	\$149.4	\$87.2	\$149.5	+ 6.91%	- 0.07%
 General Merchandise	\$766.4	\$445.7	\$718.7	+ 7.24%	+ 6.64%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 6: Manitoba's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Manitoba - Unadjusted Sales					
 Total Retail Sales	\$1,758.3	\$1,047.2	\$1,673.4	+ 3.22%	+ 5.07%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$1,030.4	\$613.0	\$974.7	+ 2.32%	+ 5.71%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$46.7	\$25.3	\$38.3	+ 28.63%	+ 21.79%
 Furniture & Home Furnishings	\$48.3	\$28.2	\$50.3	+ 3.78%	- 4.03%
 Electronics & Appliances	\$22.8	\$13.3	\$33.5	- 6.65%	- 32.01%
 Building Mats. & Garden Equip	\$116.7	\$62.4	\$107.5	+ 22.76%	+ 8.49%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$370.4	\$226.8	\$343.2	+ 0.59%	+ 7.92%
 Health & Personal Care (Including Pharmacy)	\$107.7	\$69.3	\$93.6	- 5.67%	+ 15.09%
 Clothing & Accessories	\$66.2	\$37.8	\$65.8	- 1.16%	+ 0.52%
 Sporting, hobby, book & music	\$29.5	\$17.0	\$32.3	- 2.17%	- 8.56%
 General Merchandise	\$231.9	\$133.6	\$214.5	+ 6.25%	+ 8.13%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 7: New Brunswick's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
New Brunswick - Unadjusted Sales					
 Total Retail Sales	\$1,079.7	\$636.6	\$1,020.2	+ 4.49%	+ 5.83%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$578.2	\$348.8	\$562.4	+ 0.51%	+ 2.81%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$30.6	\$15.1	\$29.0	+ 46.31%	+ 5.35%
 Furniture & Home Furnishings	\$21.0	\$13.0	\$21.9	- 8.87%	- 4.26%
 Electronics & Appliances	\$9.7	\$5.8	\$10.8	- 12.76%	- 10.41%
 Building Mats. & Garden Equip	\$53.5	\$30.9	\$55.7	+ 10.57%	- 3.83%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$189.5	\$119.1	\$184.7	- 3.33%	+ 2.60%
 Health & Personal Care (Including Pharmacy)	\$88.5	\$54.9	\$89.9	+ 1.63%	- 1.53%
 Clothing & Accessories	\$33.8	\$19.0	\$34.6	- 2.89%	- 2.42%
 Sporting, hobby, book & music	\$14.5	\$8.5	\$14.9	- 6.77%	- 2.49%
 General Merchandise	\$144.6	\$82.8	\$130.2	+ 7.33%	+ 11.07%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 8: Newfoundland and Labrador's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Newfoundland and Labrador - Unadjusted Sales					
 Total Retail Sales	\$701.8	\$419.9	\$720.6	- 0.21%	- 2.61%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$402.2	\$240.6	\$407.8	- 0.29%	- 1.37%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$12.6	\$6.8	\$12.0	+ 17.21%	+ 5.27%
 Furniture & Home Furnishings	NA	NA	NA	NA	NA
 Electronics & Appliances	\$4.8	\$2.7	\$5.4	- 3.33%	- 10.34%
 Building Mats. & Garden Equip	NA	NA	NA	NA	NA
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$154.4	\$97.3	\$168.4	- 5.61%	- 8.32%
 Health & Personal Care (Including Pharmacy)	\$56.8	\$35.2	\$50.9	- 1.32%	+ 11.50%
 Clothing & Accessories	\$20.9	\$11.0	\$21.9	+ 1.57%	- 4.91%
 Sporting, hobby, book & music	\$7.7	\$4.2	\$7.6	- 1.65%	+ 0.30%
 General Merchandise	\$97.9	\$56.1	\$89.9	+ 4.45%	+ 8.90%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 9: Nova Scotia's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Nova Scotia - Unadjusted Sales					
 Total Retail Sales	\$1,333.1	\$787.6	\$1,297.3	+ 4.20%	+ 2.76%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$745.3	\$447.0	\$724.2	+ 1.35%	+ 2.90%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$27.0	\$14.0	\$25.0	+ 35.81%	+ 8.10%
 Furniture & Home Furnishings	\$31.7	\$19.1	\$32.8	- 5.21%	- 3.41%
 Electronics & Appliances	\$11.8	\$6.5	\$12.4	- 0.17%	- 5.11%
 Building Mats. & Garden Equip	\$79.0	\$44.4	\$90.0	+ 14.90%	- 12.22%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$275.8	\$173.4	\$253.8	- 2.69%	+ 8.67%
 Health & Personal Care (Including Pharmacy)	\$103.1	\$64.3	\$101.0	- 1.25%	+ 2.13%
 Clothing & Accessories	\$41.6	\$23.9	\$41.8	- 6.08%	- 0.48%
 Sporting, hobby, book & music	\$19.0	\$10.8	\$19.2	- 5.09%	- 0.81%
 General Merchandise	\$153.7	\$87.1	\$139.6	+ 8.54%	+ 10.09%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 10: Ontario's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Ontario - Unadjusted Sales					
 Total Retail Sales	\$18,920.9	\$11,114.5	\$17,737.3	+ 5.17%	+ 6.67%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$11,358.2	\$6,739.0	\$10,759.7	+ 3.07%	+ 5.56%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$270.4	\$141.9	\$250.1	+ 25.57%	+ 8.12%
 Furniture & Home Furnishings	\$555.8	\$341.2	\$571.6	- 7.23%	- 2.75%
 Electronics & Appliances	\$430.0	\$247.9	\$515.7	- 1.32%	- 16.61%
 Building Mats. & Garden Equip	\$1,123.1	\$618.4	\$1,064.4	+ 17.44%	+ 5.51%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$3,618.0	\$2,256.5	\$3,450.8	- 2.80%	+ 4.85%
 Health & Personal Care (Including Pharmacy)	\$1,572.1	\$958.2	\$1,475.8	+ 3.13%	+ 6.53%
 Clothing & Accessories	\$1,102.3	\$617.1	\$1,022.1	+ 4.50%	+ 7.84%
 Sporting, hobby, book & music	\$326.3	\$183.0	\$324.4	+ 8.97%	+ 0.60%
 General Merchandise	\$2,134.6	\$1,234.9	\$1,934.0	+ 7.02%	+ 10.37%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 11: Prince Edward Island's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
PEI - Unadjusted Sales					
 Total Retail Sales	\$201.6	\$117.2	\$187.1	+ 6.89%	+ 7.74%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$111.3	\$65.8	\$105.4	+ 4.48%	+ 5.58%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$6.8	\$3.4	\$6.2	+ 48.28%	+ 10.22%
 Furniture & Home Furnishings	\$4.9	\$2.9	\$4.4	+ 2.40%	+ 11.22%
 Electronics & Appliances	\$1.7	\$1.0	\$2.0	- 3.60%	- 11.40%
 Building Mats. & Garden Equip	\$16.2	\$8.9	\$18.1	+ 21.77%	- 10.78%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$40.3	\$25.0	\$36.7	- 0.42%	+ 9.96%
 Health & Personal Care (Including Pharmacy)	\$15.0	\$9.4	\$14.5	- 0.63%	+ 3.58%
 Clothing & Accessories	\$6.1	\$3.3	\$5.8	+ 2.76%	+ 3.92%
 Sporting, hobby, book & music	NA	NA	NA	NA	NA
 General Merchandise	\$17.0	\$9.6	\$15.3	+ 9.51%	+ 11.64%












Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 12: Quebec's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth		
	Quebec - Unadjusted Sales	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
 Total Retail Sales		\$11,045.2	\$6,497.7	\$10,638.7	+ 5.39%	+ 3.82%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)		\$6,614.4	\$3,963.2	\$6,256.5	+ 2.47%	+ 5.72%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)		\$204.3	\$95.6	\$179.9	+ 60.64%	+ 13.54%
 Furniture & Home Furnishings		\$374.3	\$219.0	\$334.2	+ 5.52%	+ 12.01%
 Electronics & Appliances		\$198.7	\$117.8	\$191.0	- 0.43%	+ 3.98%
 Building Mats. & Garden Equip		\$612.2	\$328.0	\$608.6	+ 25.45%	+ 0.60%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)		\$2,343.4	\$1,484.0	\$2,149.9	- 5.16%	+ 9.00%
 Health & Personal Care (Including Pharmacy)		\$978.6	\$614.6	\$963.2	- 3.55%	+ 1.59%
 Clothing & Accessories		\$528.0	\$300.0	\$534.4	+ 2.78%	- 1.19%
 Sporting, hobby, book & music		\$232.3	\$120.5	\$198.2	+ 34.10%	+ 17.22%
 General Merchandise		\$1,078.3	\$622.5	\$1,018.7	+ 7.97%	+ 5.85%

Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

TABLE 13: Saskatchewan's Retail Growth; Unadjusted Sales

Category	Actuals (in millions of \$CAD)			Percent Growth	
	Apr 2019	Trend Value	Apr 2018	MOM: Mar 2019 Apr 2019	YOY: Apr 2018 Apr 2019
Saskatchewan - Unadjusted Sales					
 Total Retail Sales	\$1,651.9	\$978.3	\$1,609.0	+ 4.25%	+ 2.67%
 Core-Retail (Total Retail Sales excl. Total Auto & Gas Sales)	\$937.7	\$549.9	\$900.3	+ 4.58%	+ 4.15%
 Auto Parts (Tires, Parts & Accs.; Total Auto excl. Car sales)	\$43.6	\$24.2	\$38.3	+ 17.58%	+ 13.76%
 Furniture & Home Furnishings	\$37.4	\$22.3	\$37.9	- 4.68%	- 1.33%
 Electronics & Appliances	\$20.9	\$11.9	\$29.0	- 9.59%	- 28.01%
 Building Mats. & Garden Equip	\$94.7	\$55.9	\$98.7	- 0.87%	- 4.10%
 Food & Beverage Stores (Grocery, Alcohol and Convenience Stores)	\$291.5	\$178.1	\$276.7	+ 3.63%	+ 5.36%
 Health & Personal Care (Including Pharmacy)	\$105.9	\$66.5	\$103.7	- 5.30%	+ 2.12%
 Clothing & Accessories	\$51.7	\$29.0	\$52.9	+ 0.78%	- 2.27%
 Sporting, hobby, book & music	\$27.0	\$15.3	\$27.0	+ 0.84%	+ 0.03%
 General Merchandise	\$272.2	\$149.9	\$248.6	+ 17.14%	+ 9.49%

Source: Statistics Canada. Table 20-10-0008-01 Retail trade sales by province and territory (x 1,000)

For additional information, contact:

Kate Skipton

Senior Policy Analyst

Tel: 416 467 3744 | 1.888.373.8245 **Ext.** 225

Email: kskipton@retailcouncil.org



To access additional industry research, tools and information that addresses the interests of retailers in Canada, please visit our website, retailcouncil.org.

And remember...

if your company is a member of RCC, then SO ARE YOU!

To find out more, contact membership@retailcouncil.org or 1 888 373-8245



RCC RETAIL
COUNCIL
OF CANADA

CCCCD CONSEIL CANADIEN
DU COMMERCE
DE DÉTAIL

MAIN OFFICE

1881 Yonge Street, Suite 800
Toronto, Ontario M4S 3C4
Toll Free: (888) 373-8245

PACIFIC OFFICE

410-890 West Pender Street
Vancouver, British Columbia V6C 1J9
Toll Free: (800) 663-5135

QUÉBEC OFFICE

550 Sherbrooke Street West
Suite 1680 – West Tower
Montréal, Québec H3A 1B9
Toll Free: (877) 229-0922

PRAIRIES OFFICE

201 Portage Avenue, 18th Floor
Winnipeg, Manitoba R3B 3K6
Toll Free: (888) 254-1654

OTTAWA OFFICE

222 Queen Street, Suite 1404
Ottawa, Ontario K1P 5V9
Toll Free : (844) 656-7900

ATLANTIC OFFICE

201-5121 Sackville Street
Halifax, Nova Scotia B3J 1K1
Toll Free: (855) 422-4144