

## RETAIL SALES: UNITED STATES

### **1.1 The U.S. Retail Sector**

The U.S. retail industry encompasses more than 1.6 million retail establishments and employs more than 24 million people (about 1 in 5 American workers), according to the National Retail Federation (NRF, [www.nrf.com](http://www.nrf.com)).

### **1.2 Retail Sales**

According to the Census Bureau ([www.census.gov](http://www.census.gov)) of the U.S. Department of Commerce, total U.S. retail sales were \$5.75 trillion in 2017, a 4.2% gain from 2016.

Sales at GAFO (general merchandise, apparel, furnishings, and other) stores were \$1.28 trillion in 2017, a 1.6% gain from 2016.

Total retail and GAFO sales have been as follows:

	<b>Total Retail</b>	<b>GAFO</b>
• 2008:	\$4.39 trillion	\$1.14 trillion
• 2009:	\$4.07 trillion	\$1.09 trillion
• 2010:	\$4.29 trillion	\$1.11 trillion
• 2011:	\$4.60 trillion	\$1.16 trillion
• 2012:	\$4.83 trillion	\$1.19 trillion
• 2013:	\$5.01 trillion	\$1.21 trillion
• 2014:	\$5.21 trillion	\$1.24 trillion
• 2015:	\$5.35 billion	\$1.26 billion
• 2016:	\$5.52 billion	\$1.26 billion
• 2017:	\$5.75 billion	\$1.28 billion

GAFO sales were distributed by month in 2017 as follows:

• January:	\$ 89.4 billion
• February:	\$ 91.2 billion
• March:	\$103.1 billion
• April:	\$100.8 billion
• May:	\$104.9 billion
• June:	\$103.0 billion
• July:	\$102.5 billion
• August:	\$108.8 billion
• September:	\$100.9 billion
• October:	\$103.1 billion

- November: \$120.3 billion
- December: \$151.4 billion

### **1.3 Sales by Category**

Retail sales in 2017 for stores in the GAFO categories were as follows (change from previous year in parenthesis):

- General merchandise stores, including leased departments (NAICS 452): \$691.9 billion (2.4%)
  - Superstores and warehouse clubs (NAICS 45291): \$465.2 billion (3.2%)
  - Discount department stores, including leased departments (NAICS 452112): \$ 98.2 billion (-2.1%)
  - Variety stores and miscellaneous (NAICS 45299): \$ 74.9 billion (6.2%)
  - Conventional and national chain department stores, including leased departments (NAICS 452111): \$ 55.2 billion (-5.8%)
- Apparel and accessories stores (NAICS 448): \$260.7 billion (0.9%)
  - Family clothing (NAICS 44814): \$102.1 billion (1.6%)
  - Women's ready-to-wear (NAICS 44812): \$ 39.4 billion (-2.7%)
  - Shoe stores (NAICS 4482): \$ 35.6 billion (-1.4%)
  - Jewelry stores (NAICS 44831): \$ 34.6 billion (5.2%)
  - Men's and boy's clothing (NAICS 44811): \$ 9.1 billion (5.8%)
- Furniture and home furnishings (NAICS 442): \$115.7 billion (4.7%)
- Electronics and appliance stores (NAICS 443): \$ 97.3 billion (-0.3%)
- Sporting goods stores (NAICS 45111): \$ 43.4 billion (-6.2%)
- Hobby, toy, and game stores (NAICS 45112): \$ 19.2 billion (2.7%)
- Used merchandise stores (NAICS 4533): \$ 19.1 billion (11.0%)
- Gift, novelty, and souvenir stores (NAICS 45322): \$ 16.1 billion (-5.8%)
- Office supplies and stationary stores (NAICS 45321): \$ 12.8 billion (-6.6%)
- Book stores (NAICS 451211): \$ 10.7 billion (-3.6%)

Retail sales in non-GAFO retail categories in 2017 were as follows:

- Motor vehicles and parts stores (NAICS 441): \$1.187 trillion (4.1%)
- Food and beverage stores, not including restaurants (NAICS 445): \$ 718.6 billion (2.4%)
- Restaurants and drinking places (NAICS 722): \$ 678.6 billion (2.8%)
- Non-store retailers (NAICS 454): \$ 624.0 billion (10.2%)
- Gasoline stations (NAICS 447): \$ 455.9 billion (8.9%)
- Building materials, home improvement and gardening equipment, and supplies dealers (NAICS 444): \$ 378.4 billion (8.0%)
- Health and personal care stores, including pharmacies and drug stores (NAICS 446): \$ 330.8 billion (0.5%)

#### **1.4 Market Resources**

*Estimates Of Monthly Retail and Food Services Sales By Kind Of Business*, U.S. Department of Commerce. ([www.census.gov/retail/marts/www/marts\\_current.pdf](http://www.census.gov/retail/marts/www/marts_current.pdf))

*Monthly and Annual Retail Trade*, U.S. Department of Commerce. ([www.census.gov/retail](http://www.census.gov/retail))

National Retail Federation, 1101 New York Avenue NW, Washington, DC 20005. (202) 783-7971. ([www.nrf.com](http://www.nrf.com))

## RETAIL SALES: STATE-BY-STATE

### **2.1 Retail Sales By State**

According to the National Retail Federation (NRF, [www.nrf.com](http://www.nrf.com)), retail sales in 2017 were distributed by state as follows:

	Retail Sales	Pct. of National Total
• Alabama:	\$ 52.69 billion	1.50%
• Alaska:	\$ 9.13 billion	0.26%
• Arizona:	\$ 78.69 billion	2.24%
• Arkansas:	\$ 31.96 billion	0.91%
• California:	\$418.06 billion	11.90%
• Colorado:	\$ 59.72 billion	1.70%
• Connecticut:	\$ 43.91 billion	1.25%
• Delaware:	\$ 12.99 billion	0.37%
• District of Columbia:	\$ 5.26 billion	0.15%
• Florida:	\$256.46 billion	7.30%
• Georgia:	\$105.74 billion	3.01%
• Hawaii:	\$ 17.56 billion	0.50%
• Idaho:	\$ 17.91 billion	0.51%
• Illinois:	\$142.28 billion	4.05%
• Indiana:	\$ 69.91 billion	1.99%
• Iowa:	\$ 32.32 billion	0.92%
• Kansas:	\$ 27.75 billion	0.79%
• Kentucky:	\$ 44.26 billion	1.26%
• Louisiana:	\$ 46.72 billion	1.33%
• Maine:	\$ 17.91 billion	0.51%
• Maryland:	\$ 69.91 billion	1.99%
• Michigan:	\$108.90 billion	3.10%
• Minnesota:	\$ 63.23 billion	1.80%
• Mississippi:	\$ 31.26 billion	0.89%
• Missouri:	\$ 69.20 billion	1.97%
• Montana:	\$ 12.64 billion	0.36%
• Nebraska:	\$ 21.78 billion	0.62%
• Nevada:	\$ 40.05 billion	1.14%
• New Hampshire:	\$ 23.53 billion	0.67%
• New Jersey:	\$109.61 billion	3.12%
• New Mexico:	\$ 21.78 billion	0.62%

• New York:	\$208.33 billion	5.93%
• North Carolina:	\$101.53 billion	2.89%
• North Dakota:	\$ 8.78 billion	0.25%
• Ohio:	\$119.09 billion	3.39%
• Oklahoma:	\$ 35.13 billion	1.00%
• Oregon:	\$ 44.61 billion	1.27%
• Pennsylvania:	\$142.98 billion	4.07%
• Rhode Island:	\$ 11.94 billion	0.34%
• South Dakota:	\$ 11.24 billion	0.32%
• Tennessee:	\$ 73.77 billion	2.10%
• Texas:	\$263.13 billion	7.49%
• Utah:	\$ 29.51 billion	0.84%
• Vermont:	\$ 8.78 billion	0.25%
• Virginia:	\$ 92.39 billion	2.63%
• Washington:	\$ 79.39 billion	2.26%
• West Virginia:	\$ 18.97 billion	0.54%
• Wisconsin:	\$ 63.23 billion	1.80%
• Wyoming:	\$ 7.37 billion	0.21%

## **2.2 Market Resources**

National Retail Federation, 1101 New York Avenue NW, Washington, DC 20005.  
 (202) 783-7971. ([www.nrf.com](http://www.nrf.com))

## RETAIL SALES: CANADA

### 3.1 Retail Sales

Statistics Canada ([www.statcan.gc.ca](http://www.statcan.gc.ca)) reports retail sales in Canada as follows:

- 2013: \$485.50 billion
- 2014: \$510.47 billion
- 2015: \$523.92 billion
- 2016: \$550.79 billion
- 2017: \$587.56 billion

### 3.2 Retail Sales by Sector

Retail sales in 2017 by sector in Canada were as follows (change from 2016 in parenthesis):

- Motor vehicle and parts dealers: \$156.24 billion (9.1%)
  - New car dealers: \$126.37 billion (9.4%)
  - Automotive parts, accessories and tire stores: \$ 9.14 billion (9.7%)
  - Used car dealers: \$ 10.75 billion (6.2%)
  - Other motor vehicle dealers: \$ 9.98 billion (6.4%)
- Food and beverage stores: \$120.75 billion (1.6%)
  - Supermarkets and other grocery stores: \$ 82.46 billion (0.8%)
  - Beer, wine and liquor stores: \$ 22.92 billion (1.3%)
  - Convenience stores: \$ 7.94 billion (0.8%)
  - Specialty food stores: \$ 7.42 billion (2.4%)
- General merchandise stores (incl. department stores): \$ 67.82 billion (4.7%)
- Gasoline stations: \$ 62.03 billion (13.0%)
- Health and personal care stores: \$ 46.69 billion (5.7%)
- Building material/garden supplies dealers: \$ 36.99 billion (12.7%)
- Clothing and clothing accessories stores: \$ 33.45 billion (4.4%)
  - Clothing stores: \$ 25.78 billion (4.0%)
  - Shoe stores: \$ 4.17 billion (4.4%)
  - Jewelry, luggage and leather goods stores: \$ 3.49 billion (7.9%)
- Furniture and home furnishings stores: \$ 18.55 billion (3.0%)
  - Furniture stores: \$ 11.55 billion (4.3%)
  - Home furnishings stores: \$ 7.00 billion (0.9%)
- Electronics and appliance stores: \$ 17.34 billion (12.6%)

- Miscellaneous store retailers: \$ 14.60 billion (2.7%)
- Sporting goods, hobby, book and music stores: \$ 13.12 billion (5.8%)

### **3.3 E-Commerce**

eMarketer ([www.emarketer.com](http://www.emarketer.com)) assesses e-commerce sales in Canada as follows:

	Sales (CAD)	Pct. of Total Retail
• 2014:	\$25.4 billion	5.0%
• 2015:	\$29.6 billion	5.8%
• 2016:	\$34.0 billion	6.5%
• 2017:	\$38.7 billion	7.3%

Canadian e-commerce sales as follows are projected as follows (source: eMarketer):

	Sales (CAD)	Pct. of Total Retail
• 2018:	\$43.95 billion	8.1%
• 2019:	\$49.67 billion	9.0%
• 2020:	\$55.78 billion	9.9%

### **3.4 Market Resources**

Statistics Canada, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6. (800) 263-1136. ([www.statcan.gc.ca](http://www.statcan.gc.ca))

## RETAIL SALES: PROVINCE-BY-PROVINCE

### **4.1 Retail Sales by Province**

According to the Statistics Canada ([www.statcan.gc.ca](http://www.statcan.gc.ca)), Canadian retail sales in 2017 were distributed by province as follows:

	Retail Sales	Pct. of National Total
• Alberta:	\$ 80.75 billion	15.5%
• British Columbia:	\$ 84.31 billion	13.1%
• Manitoba:	\$ 19.83 billion	3.5%
• New Brunswick:	\$ 12.79 billion	2.2%
• Newfoundland and Labrador:	\$ 9.24 billion	1.7%
• Nova Scotia:	\$ 15.63 billion	2.7%
• Ontario:	\$215.12 billion	35.0%
• Prince Edward Island:	\$ 2.39 billion	0.4%
• Quebec:	\$125.60 billion	21.4%
• Saskatchewan:	\$ 19.90 billion	3.8%

### **4.2 General Merchandise Store Sales**

General merchandise store sales in Canada in 2017 were as follows (source: Statistics Canada):

• Alberta:	\$10.13 billion
• British Columbia:	\$ 8.75 billion
• Manitoba:	\$ 2.73 billion
• New Brunswick:	\$ 1.70 billion
• Newfoundland and Labrador:	\$ 1.24 billion
• Nova Scotia:	\$ 1.87 billion
• Ontario:	\$24.87 billion
• Prince Edward Island:	\$ 214 million
• Quebec:	\$12.68 billion
• Saskatchewan:	\$ 3.42 billion

### **4.3 Market Resources**

Statistics Canada, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6.  
(800) 263-1136. ([www.statcan.gc.ca](http://www.statcan.gc.ca))



# 5

## RETAIL CENSUS

### 5.1 Overview

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. The NAICS codes for retail establishments are as follows:

- 441 Motor Vehicle and Parts Dealers
- 442 Furniture and Home Furnishings Stores
- 443 Electronics and Appliance Stores
- 444 Building Material and Garden Equipment and Supplies Dealers
- 445 Food and Beverage Stores
- 446 Health and Personal Care Stores
- 447 Gasoline Stations
- 448 Clothing and Clothing Accessories Stores
- 451 Sporting Goods, Hobby, Musical Instrument, and Book Stores
- 452 General Merchandise Stores
- 453 Miscellaneous Store Retailers
- 454 Nonstore Retailers

### 5.2 Employment And Establishment Counts

By NAICS code, the numbers of employees and establishments in the retail sector are as follows (source: *County Business Patterns 2016*, U.S. Census Bureau, April 2018):

NAICS		Establishments	Employ ees
44-45	Retail trade:	1,069,096	15,967,893
441	Motor vehicle and parts dealers:	118,201	1,972,103
4411	Automobile dealers:	46,790	1,298,850
44111	New car dealers:	21,427	1,149,789
44112	Used car dealers:	25,363	149,061
4412	Other motor vehicle dealers:	13,689	144,025
44121	Recreational vehicle dealers:	2,617	42,060
44122	Motorcycle, boat, and other motor vehicle dealers:	11,072	101,965
441222	Boat dealers:	4,274	31,791
441228	Motorcycle, ATV, other motor vehicle dealers:	6,798	70,174

4413	Automotive parts, accessories, and tire stores:	57,722	529,228
44131	Automotive parts and accessories stores:	37,259	350,555
44132	Tire dealers:	20,463	178,673
442	Furniture and home furnishings stores:	50,033	453,251
4421	Furniture stores:	23,278	210,429
4422	Home furnishings stores:	26,755	242,822
44221	Floor covering stores:	11,031	68,883
44229	Other home furnishings stores:	15,724	173,939
442291	Window treatment stores:	1,893	7,237
442299	All other home furnishings stores:	13,831	166,702
443	Electronics and appliance stores:	40,481	378,632
443141	Household appliance stores:	7,467	62,282
443142	Electronics stores:	33,014	316,350
444	Building material, garden equipment dealers:	75,737	1,330,599
4441	Building material and supplies dealers:	58,105	1,175,490
44411	Home centers:	6,552	721,943
44412	Paint and wallpaper stores:	6,943	33,943
44413	Hardware stores:	15,264	146,187
44419	Other building material dealers:	29,346	273,417
4442	Lawn and garden equipment and supplies stores:	17,632	155,109
44421	Outdoor power equipment stores:	3,797	25,909
44422	Nursery, garden center, and farm supply stores:	13,835	129,200
445	Food and beverage stores:	152,787	3,176,122
4451	Grocery stores:	95,387	2,829,847
44511	Supermarkets and other grocery stores:	65,399	2,690,541
44512	Convenience stores:	29,988	139,306
4452	Specialty food stores:	23,442	178,989
44521	Meat markets:	5,279	42,802
44522	Fish and seafood markets:	2,067	12,114
44523	Fruit and vegetable markets:	2,777	20,691
44529	Other specialty food stores:	13,319	103,382
445291	Baked goods stores:	3,531	28,173
445292	Confectionery and nut stores:	3,430	24,297
445299	All other specialty food stores:	6,358	50,912
4453	Beer, wine, and liquor stores:	33,958	167,286
446	Health and personal care stores:	96,841	1,057,314
44611	Pharmacies and drug stores:	48,184	707,760
44612	Cosmetics, beauty supplies, and perfume stores:	16,608	154,865
44613	Optical goods stores:	12,024	82,021

44619	Other health and personal care stores:	20,025	112,668
446191	Food (health) supplement stores:	10,201	49,227
446199	All other health and personal care stores:	9,824	63,441
447	Gasoline stations:	111,076	947,656
44711	Gasoline stations with convenience stores:	96,859	796,565
44719	Other gasoline stations:	14,217	151,091
448	Clothing and clothing accessories stores:	143,870	1,738,095
4481	Clothing stores:	96,465	1,372,827
44811	Men's clothing stores:	6,930	52,354
44812	Women's clothing stores:	33,681	340,149
44813	Children's and infants' clothing stores:	7,065	69,065
44814	Family clothing stores:	28,951	737,274
44815	Clothing accessories stores:	8,274	56,206
44819	Other clothing stores:	11,564	117,779
4482	Shoe stores:	24,693	238,361
4483	Jewelry, luggage, and leather goods stores:	22,712	126,907
44831	Jewelry stores:	21,693	120,767
44832	Luggage and leather goods stores:	1,019	6,140
451	Sporting goods, hobby, musical instrument, book stores:	45,931	568,730
4511	Sporting goods, hobby, and musical instrument stores:	38,383	477,387
45111	Sporting goods stores:	22,015	273,335
45112	Hobby, toy, and game stores:	8,260	136,020
45113	Sewing, needlework, and piece goods stores:	4,468	39,903
45114	Musical instrument and supplies stores:	3,640	28,129
4512	Book stores and news dealers:	7,548	91,343
451211	Book stores:	6,448	83,319
451212	News dealers and newsstands:	1,100	8,024
452	General merchandise stores:	54,539	2,927,434
4521	Department stores:	7,930	970,007
452111	Department stores (except discount department stores):	3,238	390,548
452112	Discount department stores:	4,692	579,459
4529	Other general merchandise stores:	46,609	1,957,427
45291	Warehouse clubs and supercenters:	5,601	1,556,821
45299	All other general merchandise stores:	41,008	400,606
453	Miscellaneous store retailers:	109,494	781,114
4531	Florists:	13,188	59,614
4532	Office supplies, stationery, and gift stores:	28,706	227,321
45321	Office supplies and stationery stores:	6,141	74,822
45322	Gift, novelty, and souvenir stores:	22,565	152,499

4533	Used merchandise stores:	20,079	208,500
4539	Other miscellaneous store retailers:	47,521	285,679
45391	Pet and pet supplies stores:	9,751	117,215
45392	Art dealers:	4,973	17,082
45393	Manufactured (mobile) home dealers:	2,075	10,662
45399	All other miscellaneous store retailers:	30,722	140,720
453991	Tobacco stores:	11,327	43,928
453998	All other miscellaneous store retailers (except tobacco):	19,395	96,792
454	Nonstore retailers:	70,106	636,843
4541	Electronic shopping and mail-order houses:	37,206	434,749
454111	Electronic shopping:	31,112	256,924
454112	Electronic auctions:	445	9,498
454113	Mail-order houses:	5,649	168,327
4542	Vending machine operators:	3,735	35,097
4543	Direct selling establishments:	29,165	166,997
45431	Fuel dealers:	8,210	72,013
45439	Other direct selling establishments:	20,955	94,984

## 6

### **PUBLICLY TRADED RETAIL CORPORATIONS**

#### **6.1 Overview**

Stocks for 125 retail corporations are traded on the New York Stock Exchange and NASDAQ. The combined market capitalization for these 125 companies was \$1.9 trillion as of Second Quarter 2018.

#### **6.2 Retail Stocks and Market Capitalization**

Publicly traded retail corporations and their market capitalization are as follows:

<b>Company</b>	<b>Ticker</b>	<b>Market Cap</b>
• Amazon	AMZN	\$702.8 billion
• Walmart	WMT	\$259.1 billion
• Home Depot	HD	\$207.3 billion
• Costco	COST	\$ 81.7 billion
• Lowe's	LOW	\$ 73.3 billion
• CVS Health Corp.	CVS	\$ 65.6 billion
• Walgreen	WBA	\$ 64.1 billion
• TJX Companies	TJX	\$ 53.3 billion
• Target	TGT	\$ 39.0 billion
• Ross Stores	ROST	\$ 30.2 billion
• Dollar General	DG	\$ 25.9 billion
• Dollar Tree	DLTR	\$ 23.5 billion
• The Kroger Co	KR	\$ 20.6 billion
• Best Buy Co	BBY	\$ 20.4 billion
• O'Reilly Automotive	ORLY	\$ 20.4 billion
• Autozone	AZO	\$ 17.1 billion
• Gap	GPS	\$ 12.5 billion
• Ulta Salon Cosmetics and Fragrance	ULTA	\$ 12.5 billion
• Tiffany & Co	TIF	\$ 12.2 billion
• QVC/Qurate Retail Group	QVCA	\$ 11.9 billion
• Carmax	KMX	\$ 11.3 billion
• Kohls Corp	KSS	\$ 11.3 billion
• Lululemon Athletica	LULU	\$ 11.5 billion
• L Brands	LB	\$ 10.8 billion
• Macy's	M	\$ 9.4 billion
• Burlington	BURL	\$ 9.3 billion

• Advance Auto Parts	AAP	\$	8.6 billion
• Nordstrom	JWN	\$	8.4 billion
• Tractor Supply Co	TSCO	\$	7.7 billion
• Five Below	FIVE	\$	5.7 billion
• Foot Locker	FL	\$	5.7 billion
• Carter's	CRI	\$	4.9 billion
• AutoNation	AN	\$	4.4 billion
• Williams-Sonoma	WSM	\$	4.3 billion
• Urban Outfitters	URBN	\$	4.2 billion
• Casey's General Stores	CASY	\$	4.0 billion
• Wayfair	W	\$	3.9 billion
• American Eagle Outfitters	AEO	\$	3.8 billion
• Penske Automotive Group	PAG	\$	3.8 billion
• Ollie's Bargain Outlet Holdings	OLLI	\$	3.7 billion
• Michaels Companies	MIK	\$	3.6 billion
• Sprouts Farmers Market	SFM	\$	3.2 billion
• Bed Bath & Beyond	BBBY	\$	3.1 billion
• Dick's Sporting Goods	DKS	\$	2.8 billion
• RN/Restoration Hardware	RH	\$	2.8 billion
• Lithia Motors	LAD	\$	2.5 billion
• PriceSmart	PSMT	\$	2.5 billion
• Murphy USA	MUSA	\$	2.4 billion
• Childrens Place	PLCE	\$	2.3 billion
• Signet Jewelers Ltd	SIG	\$	2.2 billion
• Dillard's	DDS	\$	2.0 billion
• Sally Beauty Holdings	SBH	\$	2.0 billion
• Big Lots	BIG	\$	1.9 billion
• Monro Muffler Brake	MNRO	\$	1.9 billion
• Abercrombie & Fitch Co	ANF	\$	1.8 billion
• Rite Aid Corp	RAD	\$	1.8 billion
• DSW	DSW	\$	1.6 billion
• Party City	PRTY	\$	1.5 billion
• Asbury Automotive Group	ABG	\$	1.4 billion
• GameStop Corp	GME	\$	1.4 billion
• Chico's FAS	CHS	\$	1.3 billion
• Group 1 Automotive	GPI	\$	1.3 billion
• Rush Enterprises	RUSHA	\$	1.3 billion
• Medifast	MED	\$	1.2 billion
• Office Depot	ODP	\$	1.2 billion
• Weis Markets	WMK	\$	1.2 billion
• Buckle	BKE	\$	1.1 billion
• JC Penney	JCP	\$	1.1 billion
• Stein Mart	SMRT	\$	1.1 billion
• Overstock.com	OSTK	\$	1.0 billion

• Conns	CONN	\$	969 million
• Genesco	GCO	\$	873 million
• Petmed Express	PETS	\$	860 million
• Lands End	LE	\$	715 million
• Lumber Liquidators Holdings	LL	\$	674 million
• Systemax	SYX	\$	674 million
• Zumiez	ZUMZ	\$	631 million
• Sonic Automotive	SAH	\$	595 million
• Express	EXPR	\$	569 million
• Finish Line	FINL	\$	546 million
• Hibbett Sports	HIBB	\$	509 million
• MarineMax	HZO	\$	506 million
• Winmark Corp	WINA	\$	500 million
• Boot Barn Holdings	BOOT	\$	475 million
• Ingles Markets	IMKTA	\$	475 million
• 1-800-Flowers.com	FLWS	\$	459 million
• Citi Trends	CTRN	\$	437 million
• Ascena Retail Group	ASNA	\$	435 million
• Smart & Final Stores	SFS	\$	397 million
• Shoe Carnival	SCVL	\$	391 million
• Haverty Furniture Companies	HVT	\$	386 million
• Cato Corp	CATO	\$	377 million
• Barnes & Noble	BKS	\$	367 million
• America's Car-Mart	CRMT	\$	353 million
• Barnes & Noble Education	BNED	\$	331 million
• Tile Shop Holdings	TTS	\$	320 million
• Sears Holdings Corp	SHLD	\$	320 million
• GNC Holdings	GNC	\$	308 million
• Pier 1 Imports	PIR	\$	285 million
• Container Store Group	TCS	\$	281 million
• Village Super Market	VLGEA	\$	267 million
• New York & Company	NWY	\$	248 million
• Sportsmans Warehouse Holdings	SPWH	\$	204 million
• Tuesday Morning Corp	TUES	\$	178 million
• Tillys	TLYS	\$	177 million
• Francesca's Holdings Corp	FRAN	\$	175 million
• Kirkland's	KIRK	\$	172 million
• Big 5 Sporting Goods Corp	BGFV	\$	159 million
• Natural Grocers By Vitamin Cottage	NGVC	\$	157 million
• Gaia	GAIA	\$	152 million
• Build-A-Bear Workshop	BBW	\$	138 million
• FTD Companies	FTD	\$	125 million
• Fred's	FRED	\$	118 million
• Vitamin Shoppe	VSI	\$	100 million

• Destination XL Group	DXLG	\$	82 million
• Stage Stores	SSI	\$	76 million
• bebe stores	BEBE	\$	71 million
• US Auto Parts Network	PRTS	\$	68 million
• Sears Hometown and Outlet Stores	SHOS	\$	67 million
• Evine Live	EVLV	\$	61 million
• Trans World Entertainment	TWMC	\$	47 million
• Christopher & Banks Corp	CBK	\$	42 million
• Destination Maternity Corp	DEST	\$	37 million
• CafePress	PRSS	\$	24 million
• DGSE Companies	DGSE	\$	22 million