

Estimated Annual Sales of U.S. Retail Firms by Kind of Business: 1992-2016, per the U.S. Census Bureau Retail Trade Survey (Tip Sheet)

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using final results of the 2012 Economic Census.]

NAICS Code	Kind of business	2016	2015 ^f	2014 ^f	2013 ^f	2012 ^f	2011 ^f	2010 ^f	2009 ^f
	Retail sales, total	4,856,334	4,725,993	4,639,440	4,458,450	4,302,229	4,102,952	3,818,048	3,612,471
	Retail sales, total	3,711,915	3,631,881	3,618,589	3,499,156	3,415,735	3,290,014	3,075,135	2,940,699
	GAFO¹	1,263,474	1,258,154	1,238,694	1,212,493	1,191,843	1,155,666	1,114,374	1,088,197
441	Motor vehicle a	1,144,419	1,094,112	1,020,851	959,294	886,494	812,938	742,913	671,772
4411	Automobile de	984,433	940,450	875,566	819,290	752,778	684,505	621,180	551,996
44111	New car de	877,743	842,120	785,142	735,374	672,550	608,788	549,473	486,565
44112	Used car de	106,690	98,330	90,424	83,916	80,228	75,717	71,707	65,431
4412	Other motor v	69,480	64,382	59,531	54,996	49,581	45,469	43,794	45,550
4413	Automotive p	90,506	89,280	85,754	85,008	84,135	82,964	77,939	74,226
442	Furniture and h	111,468	106,570	99,718	95,349	91,542	87,586	85,205	84,749
4421	Furniture stor	59,534	57,309	53,276	50,886	49,752	47,658	46,664	45,810
4422	Home furnish	51,934	49,261	46,442	44,463	41,790	39,928	38,541	38,939
44221	Floor cover	20,254	19,006	17,703	16,746	15,483	14,758	14,573	15,302
44229	Other home	31,680	30,255	28,739	27,717	26,307	25,170	23,968	23,637
442299	All other	29,758	28,617	27,248	26,431	25,195	24,080	22,868	22,468
443	Electronics and	98,780	103,658	105,197	104,699	103,882	101,978	99,589	97,899
4431	Electronics an	98,780	103,658	105,197	104,699	103,882	101,978	99,589	97,899
44314	Electronics	98,780	103,658	105,197	104,699	103,882	101,978	99,589	97,899
443141	Househo	17,199	17,122	17,089	17,140	16,415	15,807	15,456	15,289
443142	Electron	81,581	86,536	88,108	87,559	87,467	86,171	84,133	82,610
444	Building mat. a	349,285	331,611	318,352	301,797	281,533	269,480	260,566	261,637
4441	Building mat.	304,622	287,582	274,116	259,545	242,176	232,649	225,712	227,474
44412	Paint and w	11,449	10,711	10,300	9,451	9,134	8,423	7,972	7,956
44413	Hardware s	23,616	23,087	22,597	21,030	20,747	20,041	18,706	18,667
445	Food and bever	700,816	685,381	669,165	640,847	628,205	609,137	580,530	568,418
4451	Grocery stores	625,295	613,159	599,603	574,547	563,645	547,476	520,750	510,033
44511	Supermark	598,240	587,804	573,790	549,062	539,180	523,371	498,006	489,028
4452	Specialty food	22,266	21,672	21,276	20,224	20,195	19,269	18,379	18,140

4453	Beer, wine, an	53,255	50,550	48,286	46,076	44,365	42,392	41,401	40,245
446	Health and pers	326,879	315,244	299,263	281,840	274,000	271,612	260,435	252,794
4461	Health and pe	326,879	315,244	299,263	281,840	274,000	271,612	260,435	252,794
44611	Pharmacies	271,881	263,469	250,546	235,548	229,951	231,249	222,230	217,260
44613	Optical god	10,968	10,847	10,643	10,316	9,957	10,033	9,346	8,757
447	Gasoline station	418,700	444,027	538,790	549,613	555,419	533,457	448,349	391,234
448	Clothing and cl	259,617	255,798	250,409	244,722	239,493	228,606	213,286	204,475
4481	Clothing store	189,501	187,149	183,125	178,993	176,131	168,095	158,276	151,370
44811	Men's cloth	8,495	8,810	8,870	8,670	8,272	7,860	7,285	7,353
44812	Women's c	40,951	41,065	41,575	41,787	41,794	40,048	37,690	36,055
44814	Family clot	103,622	101,363	98,201	95,406	92,631	88,272	84,508	80,924
44819	Other cloth	17,583	16,764	15,459	14,486	13,941	12,671	11,704	11,356
4482	Shoe stores ..	36,231	34,513	33,451	32,516	31,039	29,260	27,233	25,646
4483	Jewelry, lugga	33,885	34,136	33,833	33,213	32,323	31,251	27,777	27,459
44831	Jewelry sto	31,029	31,461	31,212	30,451	29,862	29,050	25,909	25,698
451	Sporting goods,	86,596	85,701	83,787	82,877	81,159	78,647	78,227	77,678
4511	Sporting good	74,902	73,732	71,423	70,286	67,743	63,820	61,901	60,831
45111	Sporting go	47,451	46,326	44,723	44,401	42,142	38,995	37,407	36,574
45112	Hobby, toy,	18,291	18,009	17,409	16,907	16,620	16,119	15,805	15,530
4512	Book stores at	11,694	11,969	12,364	12,591	13,416	14,827	16,326	16,847
45121	Book stores	11,694	11,969	12,364	12,591	13,416	14,827	16,326	16,847
451211	Book sto	10,622	10,998	11,325	11,489	12,269	13,716	15,238	15,802
452	General mercha	676,554	674,889	667,163	651,874	642,313	624,766	603,757	588,918
4521	Department st	152,800	164,031	168,068	170,194	177,313	183,361	184,755	186,583
45211	Departmen	152,800	164,031	168,068	170,194	177,313	183,361	184,755	186,583
452111	Departm	54,963	58,939	60,543	60,616	62,961	65,738	64,901	63,340
452112	Discoun	97,837	105,092	107,525	109,578	114,352	117,623	119,854	123,243
4529	Other general	523,754	510,858	499,095	481,680	465,000	441,405	419,002	402,335
45291	Warehouse	450,333	441,741	433,303	419,365	406,309	386,343	367,993	354,529
45299	All other ge	73,421	69,117	65,792	62,315	58,691	55,062	51,009	47,806
453	Miscellaneous s	122,467	119,350	115,878	112,412	110,018	108,401	104,234	101,745

4531	Florists	6,152	6,044	5,971	5,778	5,578	5,580	5,891	5,868
4532	Office supplies	30,459	31,538	32,420	32,972	33,454	34,083	34,310	34,478
45321	Office supplies	13,724	14,735	15,839	16,641	17,401	18,117	18,774	19,397
45322	Gift, novelty	16,735	16,803	16,581	16,331	16,053	15,966	15,536	15,081
4533	Used merchandise	17,490	16,992	16,193	15,423	14,728	13,248	11,800	10,872
4539	Other miscellaneous	68,366	64,776	61,294	58,239	56,258	55,490	52,233	50,527
45399	All other miscellaneous	34,870	32,723	30,237	29,724	29,678	29,765	27,611	26,689
454	Nonstore retailers	560,753	509,652	470,867	433,126	408,171	376,344	340,957	311,152
4541	Electronic stores	487,782	433,987	386,065	350,487	328,655	294,697	263,488	235,625
4542	Vending machines	7,174	6,764	6,501	6,438	6,642	6,293	6,456	6,694
4543	Direct selling	65,797	68,901	78,301	76,201	72,874	75,354	71,013	68,833
45431	Fuel dealers	23,986	29,752	39,590	37,677	35,935	39,469	35,524	33,459

Footnotes:

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

²Revised data

Note: Estimated measures of sample variability can be found at http://www2.census.gov/programs-surveys/retail/tables/2016/arts/reliability_tables.xls.

Note: Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, source definitions can be found on the Internet at <http://www.census.gov/programs-surveys/arts/technical-documentation/methodology.html>.

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2008 ^f	2007 ^f	2006 ^f	2005 ^f	2004 ^f	2003 ^f	2002 ^f	2001 ^f	2000 ^f	1999 ^f
3,935,315	3,995,182	3,871,573	3,689,283	3,473,048	3,262,731	3,128,552	3,062,268	2,983,276	2,803,090
3,149,450	3,085,043	2,971,576	2,800,976	2,606,676	2,421,143	2,309,741	2,246,689	2,187,066	2,038,886
1,136,376	1,143,426	1,110,155	1,059,599	1,003,891	946,114	912,707	882,700	862,739	815,665
785,865	910,139	899,997	888,307	866,372	841,588	818,811	815,579	796,210	764,204
649,505	767,403	760,798	753,071	738,074	722,260	706,682	707,676	687,782	661,820
575,593	687,707	685,622	681,947	670,553	659,205	645,759	649,413	630,123	606,167
73,912	79,696	75,176	71,124	67,521	63,055	60,923	58,263	57,659	55,653
60,042	68,001	66,924	65,171	61,515	55,112	49,507	46,811	44,989	39,735
76,318	74,735	72,275	70,065	66,783	64,216	62,622	61,092	63,439	62,649
98,720	111,144	112,795	109,120	103,757	96,736	94,438	91,484	91,170	84,294
52,708	59,288	60,122	58,745	55,849	51,719	51,264	50,572	50,617	47,022
46,012	51,856	52,673	50,375	47,908	45,017	43,174	40,912	40,553	37,272
18,764	22,071	23,154	22,125	20,907	19,543	19,025	19,208	19,519	18,409
27,248	29,785	29,519	28,250	27,001	25,474	24,149	21,704	21,034	18,863
25,696	28,063	27,724	26,579	25,579	24,213	22,897	20,547	19,916	17,761
108,384	110,341	110,091	106,122	100,013	92,850	91,208	88,493	90,422	87,363
108,384	110,341	110,091	106,122	100,013	92,850	91,208	88,493	90,422	87,363
108,384	110,341	110,091	106,122	100,013	92,850	91,208	88,493	90,422	87,363
16,988	17,799	17,745	16,792	15,608	14,464	14,205	13,479	12,630	12,082
91,396	92,542	92,346	89,330	84,405	78,386	77,003	75,014	77,792	75,281
301,833	320,854	334,130	320,802	295,274	263,463	248,539	239,379	228,994	218,290
263,082	283,847	299,382	286,604	261,200	230,971	217,184	207,020	197,649	187,916
9,415	10,166	10,332	9,842	8,880	8,478	8,096	8,589	8,863	8,713
20,072	20,509	19,983	18,881	18,300	17,674	16,962	16,539	16,179	15,586
569,276	547,837	525,232	508,484	490,380	474,385	464,856	462,429	444,764	433,699
511,222	491,360	471,699	457,667	441,136	427,987	419,813	418,127	402,515	394,250
488,540	468,364	448,692	435,523	418,805	406,274	397,272	396,538	381,441	375,401
18,550	18,349	17,517	17,250	17,055	15,929	15,149	14,681	13,742	12,973

39,504	38,128	36,016	33,567	32,189	30,469	29,894	29,621	28,507	26,476
246,573	237,164	223,336	210,085	199,290	192,426	179,983	166,533	155,234	142,699
246,573	237,164	223,336	210,085	199,290	192,426	179,983	166,533	155,234	142,699
210,857	202,284	191,018	179,170	169,231	165,524	153,936	141,772	130,857	121,282
8,353	8,231	7,581	7,499	7,156	6,912	6,818	6,487	7,228	6,973
503,639	451,822	421,976	378,923	324,006	275,187	250,619	251,383	249,816	212,524
215,583	221,205	213,189	200,969	190,253	178,694	172,304	167,287	167,674	159,751
157,702	161,622	154,546	145,575	137,289	128,361	122,834	119,208	118,097	111,681
8,351	8,772	8,844	8,737	8,566	8,249	8,112	8,625	9,507	9,667
38,402	40,294	38,809	37,075	34,954	32,565	31,246	31,453	31,447	29,549
82,799	84,592	81,712	77,292	72,444	67,494	64,289	60,150	58,913	55,318
11,764	12,003	11,042	10,144	9,983	9,223	8,766	8,888	8,815	8,247
26,975	26,811	26,682	25,263	23,685	23,167	23,201	22,884	22,875	22,690
30,906	32,772	31,961	30,131	29,279	27,166	26,269	25,195	26,702	25,380
28,993	30,820	30,103	28,421	27,623	25,493	24,638	23,561	24,821	23,691
80,561	80,909	78,534	75,228	73,167	70,359	69,212	68,583	67,592	64,072
62,463	62,457	60,229	56,965	55,000	53,012	52,652	52,278	51,444	48,613
36,777	35,804	33,869	30,713	28,640	27,000	26,219	26,158	25,308	23,699
16,107	16,344	16,020	16,255	16,314	16,582	16,909	16,820	16,947	16,651
18,098	18,452	18,305	18,263	18,167	17,347	16,560	16,305	16,148	15,459
18,098	18,452	18,305	18,263	18,167	17,347	16,560	16,305	16,148	15,459
16,801	17,171	16,978	16,992	16,881	16,219	15,437	15,098	14,879	14,172
595,041	578,582	554,256	528,385	497,382	468,771	446,520	427,468	404,228	380,179
198,236	209,392	213,155	215,266	215,691	214,470	220,743	228,377	232,475	230,304
198,236	209,392	213,155	215,266	215,691	214,470	220,743	228,377	232,475	230,304
71,149	76,887	80,297	84,751	84,466	85,146	86,857	90,782	96,282	96,652
127,087	132,505	132,858	130,515	131,225	129,324	133,886	137,595	136,193	133,652
396,805	369,190	341,101	313,119	281,691	254,301	225,777	199,091	171,753	149,875
351,226	324,963	297,956	271,920	242,330	216,286	191,252	164,716	139,614	118,809
45,579	44,227	43,145	41,199	39,361	38,015	34,525	34,375	32,139	31,066
110,688	116,418	113,694	107,279	104,177	101,913	102,783	103,087	106,719	104,218

6,710	7,244	7,329	7,078	6,730	6,945	7,494	7,859	8,171	7,804
38,087	41,245	41,290	39,775	39,319	38,704	39,025	39,385	41,653	40,006
21,272	23,204	22,788	22,162	21,685	21,017	20,961	20,885	22,748	21,600
16,815	18,041	18,502	17,613	17,634	17,687	18,064	18,500	18,905	18,406
11,242	10,930	10,413	9,320	9,271	9,214	9,500	9,527	9,832	9,377
54,649	56,999	54,662	51,106	48,857	47,050	46,764	46,316	47,063	47,031
27,279	27,213	27,332	25,777	25,270	24,666	24,040	22,643	22,132	20,770
319,152	308,767	284,343	255,579	228,977	206,359	189,279	180,563	180,453	151,797
229,242	223,681	202,251	175,900	154,157	134,304	122,214	114,749	113,790	94,282
7,684	7,866	8,088	7,979	8,127	7,738	7,968	7,853	8,572	8,217
82,226	77,220	74,004	71,700	66,693	64,317	59,097	57,961	58,091	49,298
43,575	37,436	35,480	34,311	30,345	28,414	23,981	26,093	26,692	19,912

ampling error, nonsampling error, sample design, and

1998 ^f	1997 ^f	1996 ^f	1995 ^f	1994 ^f	1993 ^f	1992 ^f
2,581,762	2,468,767	2,361,549	2,217,616	2,105,235	1,937,628	1,811,237
1,893,347	1,814,950	1,734,042	1,637,901	1,564,094	1,464,712	1,392,844
757,936	713,387	682,613	650,040	616,347	570,782	533,388
688,415	653,817	627,507	579,715	541,141	472,916	418,393
593,501	564,658	543,949	501,684	468,100	407,126	358,444
542,559	518,972	502,340	464,642	435,661	379,522	333,801
50,942	45,686	41,609	37,042	32,439	27,604	24,643
34,915	30,615	27,994	26,128	23,801	20,980	18,026
59,999	58,544	55,564	51,903	49,240	44,810	41,923
77,412	72,715	67,707	63,470	60,416	55,456	52,336
44,110	41,877	39,168	36,977	35,503	33,299	31,552
33,302	30,838	28,539	26,493	24,913	22,157	20,784
16,961	16,050	14,639	13,704	12,765	11,460	10,597
16,341	14,788	13,900	12,789	12,148	10,697	10,187
15,288	13,791	12,851	11,763	11,189	9,787	9,303
82,731	77,657	76,060	72,379	64,370	55,132	48,691
82,731	77,657	76,060	72,379	64,370	55,132	48,691
82,731	77,657	76,060	72,379	64,370	55,132	48,691
11,099	10,374	10,215	9,980	9,045	9,137	8,437
71,632	67,283	65,845	62,399	55,325	45,995	40,254
202,423	191,063	176,683	164,561	157,228	140,964	130,989
172,201	162,068	150,453	141,028	135,099	120,426	110,315
8,513	7,691	7,038	6,455	5,751	5,153	4,714
14,965	13,952	13,907	13,718	13,778	13,000	12,670
416,525	409,373	401,073	390,386	384,340	374,516	370,513
378,188	372,570	365,547	356,409	350,523	341,318	337,370
359,920	354,112	346,947	337,784	331,708	322,511	318,277
12,955	12,722	12,369	11,970	11,716	11,660	11,456

25,382	24,081	23,157	22,007	22,101	21,538	21,687
129,583	118,672	109,557	101,635	96,363	92,594	89,705
129,583	118,672	109,557	101,635	96,363	92,594	89,705
108,415	98,823	91,810	85,840	81,994	79,707	77,791
6,943	6,563	5,859	5,262	5,286	4,906	4,907
191,727	199,700	194,425	181,113	171,222	162,376	156,324
149,151	140,293	136,581	131,333	129,083	124,749	120,103
104,128	97,722	93,712	90,708	90,161	88,127	85,370
10,196	10,069	9,546	9,315	10,032	9,962	10,179
28,332	27,822	28,238	28,696	30,585	32,350	31,815
50,154	45,243	42,259	39,999	38,103	35,297	33,146
7,470	7,321	7,110	6,610	5,992	5,521	5,295
22,238	21,450	21,235	20,341	19,907	19,028	18,616
22,785	21,121	21,634	20,284	19,015	17,594	16,117
21,271	19,629	20,169	19,007	17,852	16,429	15,045
60,441	57,692	56,071	53,033	50,145	45,573	42,966
45,810	43,682	42,913	40,631	38,932	35,453	33,663
22,284	21,167	20,810	19,869	18,825	16,791	15,583
15,833	15,021	14,502	13,714	12,850	11,651	11,251
14,631	14,010	13,158	12,402	11,213	10,120	9,303
14,631	14,010	13,158	12,402	11,213	10,120	9,303
13,282	12,742	11,905	11,196	10,107	9,108	8,327
351,081	331,363	315,305	300,498	285,190	265,996	247,876
223,290	220,108	212,203	205,920	198,945	187,685	177,089
223,290	220,108	212,203	205,920	198,945	187,685	177,089
94,308	93,985	92,172	89,300	89,402	86,325	85,153
128,982	126,123	120,031	116,620	109,543	101,360	91,936
127,791	111,255	103,102	94,578	86,245	78,311	70,787
98,493	81,919	73,079	65,101	57,756	46,628	40,025
29,298	29,336	30,023	29,477	28,489	31,683	30,762
98,369	90,232	82,819	75,977	69,457	61,545	54,840

7,585	7,316	7,122	6,636	6,587	6,429	6,397
37,120	33,667	30,889	29,327	27,143	23,876	21,416
19,522	17,334	15,592	14,824	13,235	11,127	9,184
17,598	16,333	15,297	14,503	13,908	12,749	12,232
9,023	8,058	7,256	6,617	6,125	6,136	5,567
44,641	41,191	37,552	33,397	29,602	25,104	21,460
19,366	18,044	16,314	14,465	13,063	11,316	10,071
133,904	126,190	117,761	103,516	96,280	85,811	78,501
80,297	70,067	61,106	52,680	47,037	40,677	35,210
7,859	7,772	7,466	6,753	6,958	6,850	7,028
45,748	48,351	49,189	44,083	42,285	38,284	36,263
18,925	21,941	22,563	19,820	18,700	17,566	16,665