

Consumer Buying Trends

February 9, 2011

Which consumer buying habits increased last year? According to Sageworks' data on privately-held companies, the only retail industries that saw growth of over 5% in 2010 were auto and other vehicle dealerships. While used dealers saw growth of 14%, new car dealers saw their sales grow by an average of 19%. A list of other retailers that saw growth over the last 12 months is below as well.

Annual Performance of Car Dealerships

Industry	Financial Metric	2008	2009	2010
4411 - New Car Dealers (private)	Sales Pct Change	-10.90%	-9.13%	18.88%
4412 - Used Car Dealers (private)	Sales Pct Change	-4.12%	-6.34%	14.02%

*Source: Sageworks, a financial information company.

Retailers Seeing Sales Growth in the Last 12 Months

Industry	Sales % Change
4411 - Automobile Dealers	20.3%
4412 - Other Motor Vehicle Dealers	5.2%
4461 - Health and Personal Care Stores	3.2%
4453 - Beer, Wine, and Liquor Stores	2.6%
4481 - Clothing Stores	1.5%
4451 - Grocery Stores	1.5%
4532 - Office Supplies, Stationery, and Gift Stores	0.5%
4421 - Furniture Stores	0.3%

*Source: Sageworks, a financial information company.

About Sageworks' Data

Sageworks' data is aggregated in real time at a rate of approximately 1,000 financial statements per day in a shared data model with thousands of financial professionals. The majority of the data is sourced directly from audited and reviewed financial statements prepared by accounting firms. It is scrubbed through a rigorous process to remove extreme outliers and duplicate datasets. Sageworks' adherence to these and other strict guidelines for data integrity makes this information the most accurate and credible of its kind. The data is segmented and can be queried by 1,200 industry codes, 70 financial metrics, company size, and geographic location.

About Sageworks, Inc.

Raleigh, NC-based Sageworks, Inc. is a financial information company and developer of the financial analysis software suites, ProfitCents and Sageworks Analyst. Sageworks' data and applications are used by thousands of accounting firms and banks across North America. The company has been named to the Inc. 500 list of the fastest growing privately-held companies in the US and to the Deloitte Technology Fast 500.

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