

## Retailers' Revenues

November 18, 2010

How are independent retailers faring? With the holidays quickly approaching, Sageworks took a look at the retail environment in an effort to see how privately-held retailers have been performing over the last few years. The latest data shows only four of 15 retail industries have seen positive sales growth over the last 12 months, while the rest have seen their sales decline:

<b>Annual Sales Growth for Privately-Held Retailers</b>				
<b>Industry</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>Last 12 Months</b>
4453 - Beer, Wine, and Liquor Stores	6.28%	3.69%	1.73%	3.48%
4452 - Specialty Food Stores	7.84%	4.48%	0.21%	1.37%
4461 - Health and Personal Care Stores	4.09%	4.06%	1.29%	0.73%
4483 - Jewelry, Luggage, and Leather Goods Stores	2.96%	-3.92%	-7.31%	0.10%
4451 - Grocery Stores	5.65%	5.26%	-0.78%	-1.18%
4481 - Clothing Stores	2.65%	-0.26%	-3.91%	-1.93%
4413 - Automotive Parts, Accessories, and Tire Stores	2.80%	2.71%	-1.78%	-2.07%
4442 - Lawn and Garden Equipment and Supplies Stores	4.70%	2.23%	-5.22%	-2.86%
4511 - Sporting Goods, Hobby, and Musical Instrument Stores	4.42%	3.33%	0.62%	-4.45%
4421 - Furniture Stores	-0.04%	-4.76%	-10.07%	-7.13%
4431 - Electronics and Appliance Stores	3.17%	-1.38%	-10.02%	-10.67%
4441 - Building Material and Supplies Dealers	-2.07%	-4.56%	-14.31%	-13.97%
4422 - Home Furnishings Stores	-0.41%	-5.81%	-16.07%	-15.35%
4412 - Other Motor Vehicle Dealers	0.40%	-5.90%	-16.23%	-15.87%
4471 - Gasoline Stations	6.27%	12.87%	-19.00%	-18.63%
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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