

Highlights:

- Yukon's retail sales totalled \$837.5 million in 2018, an increase of \$37.9 million, or 4.7%, compared to the 2017 figure of \$799.5 million.
- Comparing 2018 to 2017, *Motor vehicle and parts dealers' sales* increased by \$13.5 million (9.6%), while *Gasoline stations' sales* decreased by \$1.7 million (1.1%).

Retail Sales

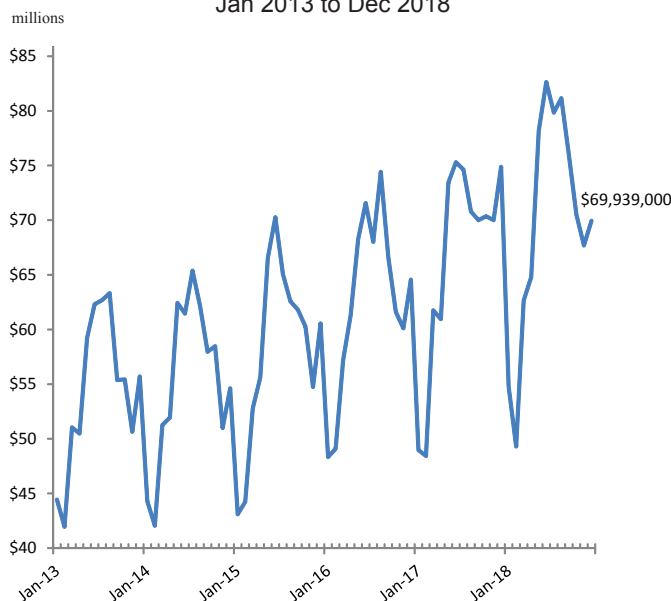
The annual value of Yukon's retail sales increased each year since Yukon data became available in 1991, with the exception of three years: 2004 (-2.0%), 2009 (-1.4%) and 2013 (-2.5%).

The annual value (sum of monthly values) of retail sales in 2018 was \$837.5 million, a 4.7% increase over the annual value of sales in 2017 (\$799.5 million).

Retail sales show a marked seasonal pattern in Yukon with high peaks in June through August and then a smaller peak in December. While sales in the summer months had an overall upward trend, December sales went down in 2013 and 2014 before increasing substantially in 2015 through 2017. In 2018, sales in May through September were record-highs for the respective months, while the value of December sales decreased compared to that in 2017.

Yukon's total retail sales is broken down by industry and arranged according to their NAICS (North American Industry Classification System) categories. Exclusions include: vending machine operators; fuel dealers; and other direct selling establishments. As of October 17, 2018, the date of legalization, the monthly retail trade survey now collects and disseminates sales of licensed cannabis stores. This includes both in-store and internet-based sales.

Monthly Retail Sales, Yukon,
Jan 2013 to Dec 2018



About Retail Trade

Retail trade figures are estimates of the sum of retail sales in an area. Canada's sales levels are published on a monthly basis, both seasonally adjusted and unadjusted, for all provinces and territories and for three census metropolitan areas. The monthly results are typically released by Statistics Canada 50 days after the end of the reference month.

This publication includes unadjusted data from the monthly Retail Trade Survey. With February 2019 data release, unadjusted monthly data were revised back to January 2018 and seasonally adjusted data were revised back to January 2015. Factors influencing revisions include late receipt of respondent information, corrections to the information provided, the replacement of estimated figures with actual values (once available), the re-classification of companies within, into and out of the retail trade industry, and updates to seasonal factors. Of note this year is the re-classification of businesses providing telecommunications and/or video entertainment services over network facilities. These businesses have been reclassified from the retail sector to the information and cultural industries sector.

Related Links

- Retail sales on our website: http://www.eco.gov.yk.ca/stats/stats_retail.html
- Yukon Monthly Statistical Review - including the most recent monthly retail and wholesale trade figures: <http://www.eco.gov.yk.ca/stats/monthlyreview.html>
- Monthly Yukon Fuel Price Survey: http://www.eco.gov.yk.ca/stats/stats_princ.html

Monthly Sales, Yukon, January to December 2018

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	(\$'000)											
Total Retail trade	54,781	49,306	62,662	64,798	78,190	82,633	79,839	81,153	75,969	70,494	67,686	69,939
Motor vehicle and parts dealers	9,703	8,652	12,885	14,274	18,029	16,396	13,191	12,615	13,729	12,819	11,207	10,096
Furniture and home furnishings stores	x	x	x	x	x	x	x	x	x	x	x	x
Electronics and appliance stores	x	x	x	x	x	x	x	x	x	x	x	x
Building material and garden equipment and supplies dealers	x	x	x	x	x	x	x	x	x	x	x	x
Food and beverage stores	x	x	x	x	x	x	x	x	x	x	x	x
Health and personal care stores	3,664	3,336	3,836	3,298	4,086	3,839	3,347	3,483	3,613	3,960	3,270	x
Gasoline stations	9,279	8,084	9,776	9,837	12,850	15,633	16,174	17,298	15,692	12,671	11,216	10,458
Clothing and clothing accessories stores	x	x	x	x	x	x	x	x	x	x	x	x
Sporting goods, hobby, book and music stores	x	x	x	x	x	x	x	x	x	x	x	x
General merchandise stores	x	x	x	x	x	x	x	x	x	x	x	x
Miscellaneous store retailers ¹	2,683	1,867	2,586	1,939	2,173	2,608	2,657	3,121	3,232	2,536	3,322	4,539
Cannabis stores	..	..	..	..	..	..	..	..	..	x	x	403

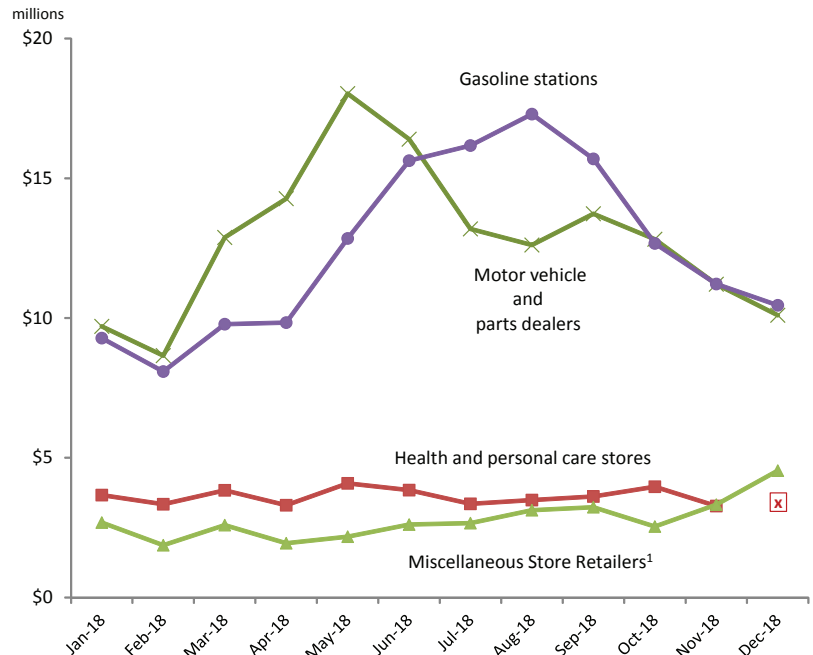
x = data suppressed

¹ Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

Yukon data on retail sales, categorized by industry, were available on a monthly basis for four industry subsectors in 2018: *Motor vehicle and parts dealers*; *Health and personal care stores*; *Gasoline stations*; and *Miscellaneous store retailers*. The seasonal variations in sales of these categories are captured in the graph.

As monthly retail sales data shown in the graph:

- *Motor vehicle and parts dealers'* sales decreased in February; increased steadily during March through May; decreased in June and July; fluctuated within a small range from August to October; and then started a slow decline to return close to the January level. In 2018, the highest monthly sales was in May at \$18.0 million.
- *Gasoline stations'* sales decreased in February; increased during February through August at a varying pace; then started decreasing to return close to the January level. In 2018, a peak of \$17.3 million was reached in August.
- *Health and personal care stores'* sales registered slight fluctuations over the months with small peaks in May and October. (December data not available)
- *Miscellaneous store² retailers'* sales were strongest in December of 2018 at \$4.5 million.



x = data suppressed

¹ Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

Of the data available, the annual sales for *Motor vehicle and parts dealers'* totalled \$153.6 million in 2018, representing 18.3% of the total retail sales in 2018. This was followed by: *Gasoline stations'* annual sales at \$149.0 million (17.8% of the total retail sales); and *Miscellaneous store retailers* at \$33.3 million (4.0%).

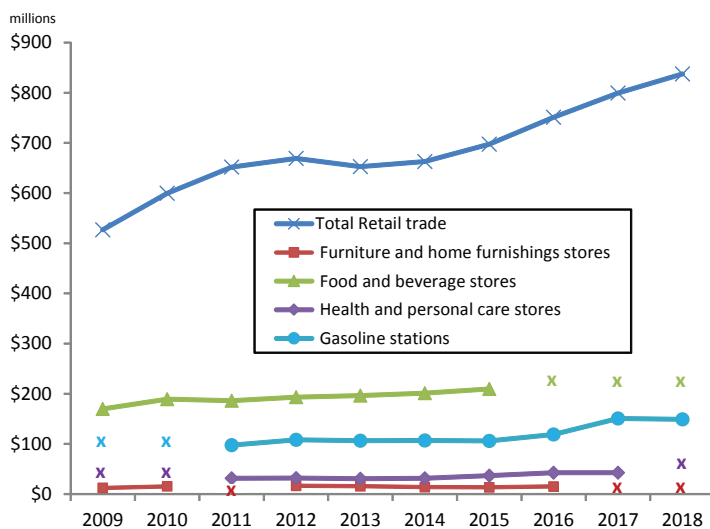
Annual Sales and Growth, Yukon, 2014 to 2018

For 2018, annual data for three retail subsectors in Yukon were available. The three subsectors accounted for 40.1% of the total Yukon retail sales in 2018. The table below displays all annual data available for the years from 2014 to 2018.

	2014	2015	2016	2017	2018
	Sum of Sales (\$'000)				
Total Retail trade	663,034	697,538	751,087	799,519	837,450
Motor vehicle and parts dealers	x	x	133,244	140,079	153,596
Furniture and home furnishings stores	13,811	13,437	15,151	x	x
Electronics and appliance stores	x	x	x	x	x
Building material and garden equipment and supplies dealers	x	x	58,526	x	x
Food and beverage stores	201,225	209,691	x	x	x
Grocery Stores	x	x	x	x	x
Supermarkets and other grocery (except convenience) stores	153,866	160,681	168,003	x	x
Specialty food stores	3,374	x	x	x	x
Health and personal care stores	31,304	36,631	42,354	42,554	x
Gasoline stations	106,832	105,719	118,755	150,680	148,968
Clothing and clothing accessories stores	x	x	x	x	x
Clothing stores	10,638	x	x	x	x
Jewellery, luggage and leather goods stores	x	x	x	x	x
Miscellaneous store retailers ¹	x	x	x	33,509	33,263
Total Retail trade	1.6%	5.2%	7.7%	6.4%	4.7%
Motor vehicle and parts dealers	...	...	...	5.1%	9.6%
Furniture and home furnishings stores	-11.9%	-2.7%	12.8%	...	...
Electronics and appliance stores	...	...	...	...	...
Building material and garden equipment and supplies dealers	...	...	...	...	...
Food and beverage stores	2.5%	4.2%	...	...	...
Grocery Stores	...	...	...	...	...
Supermarkets and other grocery (except convenience) stores	2.7%	4.4%	4.6%	...	...
Specialty food stores	-0.3%	...	...	...	...
Health and personal care stores	2.5%	17.0%	15.6%	0.5%	...
Gasoline stations	0.5%	-1.0%	12.3%	26.9%	-1.1%
Clothing and clothing accessories stores	...	...	...	...	...
Clothing stores	-2.2%	...	...	...	...
Jewellery, luggage and leather goods stores	...	...	...	...	...
Miscellaneous store retailers ¹	...	...	...	...	-0.7%

x = data suppressed ... not applicable

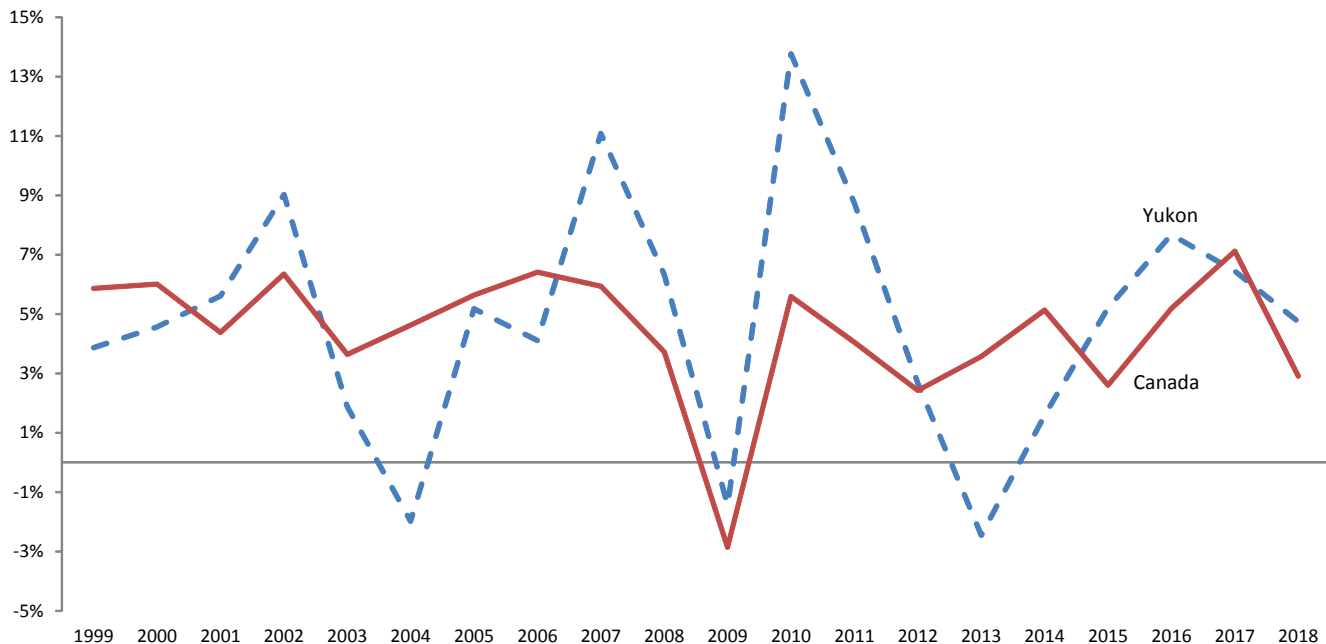
¹ *Miscellaneous store retailers* is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).



x = data suppressed

Retail trade industry subsectors' data first became available in 2004. However, for most of the subsectors, the analysis of trend is not possible due to intermittent suppressions. Only two subsectors have Yukon data going back for more than ten years — *Food and beverage stores* (with the exceptions of 2016 to 2018) and *Furniture and home furnishings stores* (with the exceptions of 2011, 2017 and 2018)

Retail Sales Growth, Canada and Yukon, 1999 to 2018



- Following a 13.8% increase in 2010, Yukon's year-over-year growth in retail sales steadily declined up to 2013 before regaining an increasing trend in 2014 that continued up to 2016 (+1.6% in 2014; +5.2% 2015; and +7.7% in 2016). In 2017 and 2018, growth rates were +6.4% and +4.7%, respectively.
- The 2018, Yukon retail sales growth (4.7%) was 1.8 percentage points higher than the national growth of 2.9%.
- In the past 20 years, Yukon's growth rates of retail sales ranged from a high of 13.8% in 2010 to a low of -2.5% in 2013, while Canada's growth rates ranged from a high of 7.1% in 2017 to a low of -2.9% in 2009.
- Between 1999 and 2018, Yukon's growth rates averaged at 4.4%, while Canada's rates averaged at 4.8%.

Annual Sales, Territories, 2018

	Yukon	NWT	Nunavut
Sum of Sales (\$000s)			
Total Retail trade	837,450	788,176	451,718
Motor vehicle and parts dealers	153,596	165,989	6,143
Other motor vehicle dealers	x	13,169	x
Furniture and home furnishings stores	x	11,018	x
Electronics and appliance stores	x	x	..
Building material and garden equipment and supplies dealers	x	x	x
Food and beverage stores	x	315,041	x
Supermarkets and other grocery (except convenience) stores	x	x	361,162
Health and personal care stores	x	39,224	x
Gasoline stations	148,968	x	x
Clothing and clothing accessories stores	x	x	x
Sporting goods, hobby, book and music stores	x	x	x
General merchandise stores	x	x	50,176
Miscellaneous store retailers ¹	33,263	24,860	x

¹Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

x = data suppressed
.. not available

Publication source: Statistics Canada, Table 20-10-0008-01 (monthly data).



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