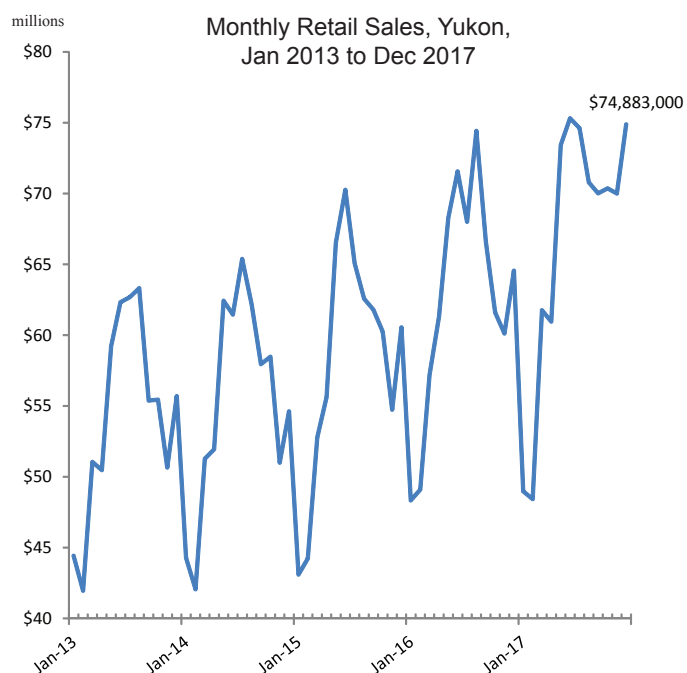


### Highlights:

- Yukon's retail sales totalled \$799.5 million in 2017, an increase of \$48.4 million, or 6.4%, compared to the revised 2016 figure of \$751.1 million.
- Comparing 2017 to 2016, *Gasoline stations'* sales increased by \$31.9 million (26.9%) and *Motor vehicle and parts dealers'* sales increased by \$6.8 million (5.1%).



### 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% revised).

The annual value (sum of monthly values) of retail sales in 2017 was \$799.5 million, a 6.4% increase over the revised annual value of sales in 2016 (\$751.1 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 the peak in the summer months had an overall upward trend, the December peak went down in 2013 and 2014 before increasing substantially in 2015 through 2017. Unlike recent previous years, the value of December sales in 2017 almost matched the value of June sales, the peak value for 2017.

Yukon's total retail sales is broken down by industry in this publication. Retail sales by industry are arranged according to their NAICS (North American Industry Classification System) categories.

### 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 2018 data release, unadjusted monthly data were revised back to January 2012 and seasonally adjusted data were revised back to January 2009. 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](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](http://www.eco.gov.yk.ca/stats/stats_princ.html)

## Monthly Sales, Yukon, January to December 2017

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	(\$'000)											
<b>Total Retail trade</b>	<b>48,981</b>	<b>48,432</b>	<b>61,753</b>	<b>60,952</b>	<b>73,426</b>	<b>75,309</b>	<b>74,622</b>	<b>70,786</b>	<b>70,008</b>	<b>70,362</b>	<b>70,005</b>	<b>74,883</b>
Motor vehicle and parts dealers	8,710	8,054	12,222	12,540	16,589	14,844	13,083	11,964	11,492	11,525	10,521	8,535
Furniture and home furnishings stores	1,221	x	x	x	x	x	x	x	x	x	x	x
Electronics and appliance stores	500	430	648	579	623	617	542	477	x	x	x	x
Building material and garden equipment and supplies dealers	2,661	3,058	3,953	4,186	7,154	6,890	7,122	7,844	6,904	6,169	5,011	x
Food and beverage stores	x	x	x	x	x	x	x	x	x	x	x	x
Health and personal care stores	3,436	3,193	3,531	3,416	3,803	3,751	3,902	3,696	3,469	3,477	3,175	3,705
Gasoline stations	8,815	8,827	10,630	9,905	11,107	12,560	12,837	12,348	12,706	16,560	16,496	17,889
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 <sup>1</sup>	1,913	2,345	3,411	1,738	2,631	2,823	3,157	2,679	3,064	2,726	3,366	3,656

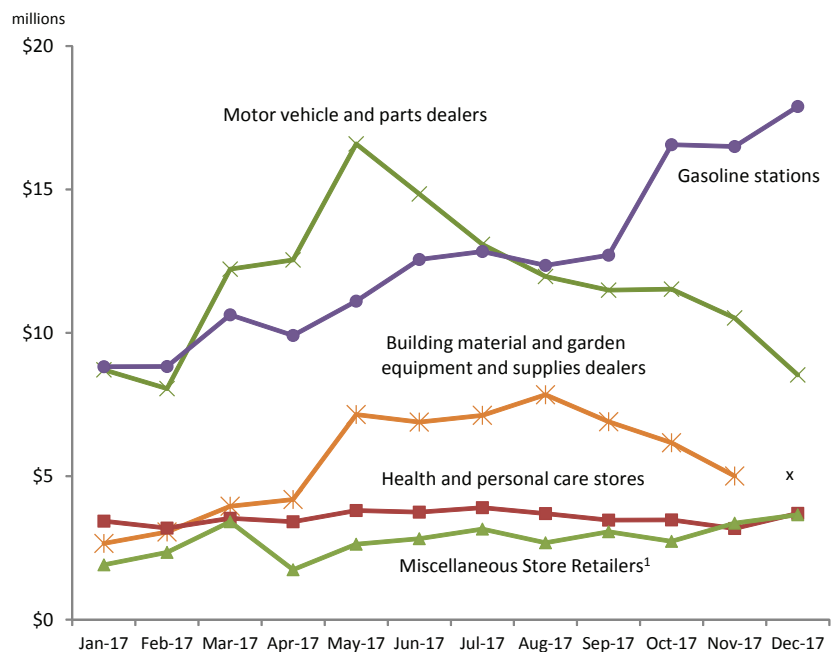
<sup>1</sup> Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included.

x = data suppressed

Yukon data on retail sales, categorized by industry, were available on a monthly basis for five industry subsectors in 2017: *Motor vehicle and parts dealers*; *Building material and garden equipment and supplies 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 shown in the graph:

- *Motor vehicle and parts dealers'* sales increased almost steadily during the first 5 months of the year, then started decreasing to return close to the January level. In 2017, the highest monthly sales was in May at \$16.6 million.
- *Building material and garden equipment and supplies dealers'* sales normally show marked seasonality, with increases in the summer months. In 2017, the highest amount was in August at \$7.8 million. (Data not available for December 2017).
- *Health and personal care stores'* sales registered slight fluctuations over the months with small increases in March, May, July and December.
- *Gasoline stations'* sales value increased considerably during the last three months in 2017, reaching the peak of \$17.9 million in December.
- *Miscellaneous store<sup>2</sup> retailers'* sales were strong in March, July, September, November and December of 2017.



<sup>2</sup> 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.

Of the data available, the annual sales for *Gasoline stations* totalled \$150.7 million in 2017, representing 18.8% of the total retail sales in 2017. This was followed by: *Motor vehicle and parts dealers'* annual sales at \$140.1 million (17.5% of the total retail sales); *Health and personal care stores* at \$42.6 million (5.3%); and *Miscellaneous store retailers* at \$33.5 million (4.2%).

## Annual Sales and Growth, Yukon, 2013 to 2017

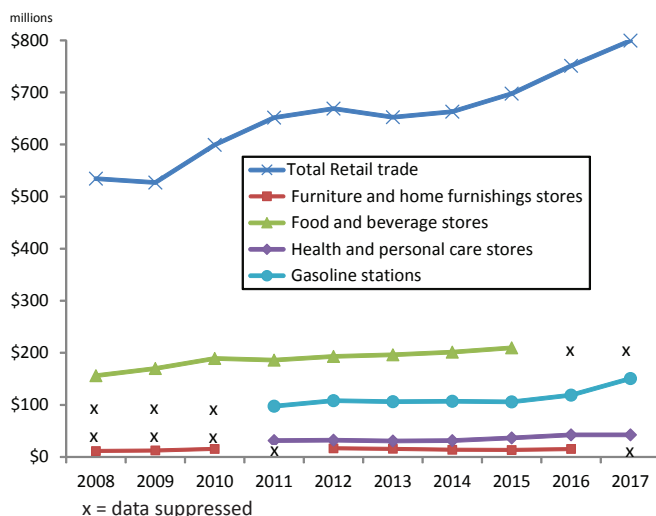
For 2017, annual data for four retail subsectors in Yukon were available. The four subsectors accounted for 45.9% of the total Yukon retail sales in 2017. The table below displays all annual data available for the years from 2013 to 2017.

	2013 <sup>f</sup>	2014 <sup>f</sup>	2015 <sup>f</sup>	2016 <sup>f</sup>	2017
<b>Sum of sales (\$'000)</b>					
<b>Total Retail trade</b>	<b>652,606</b>	<b>663,034</b>	<b>697,538</b>	<b>751,087</b>	<b>799,519</b>
Motor vehicle and parts dealers	x	x	x	133,244	140,079
Furniture and home furnishings stores	15,677	13,811	13,437	15,151	x
Electronics and appliance stores	9,942	x	x	x	x
Building material and garden equipment and supplies dealers	48,515	x	x	58,526	x
Food and beverage stores	196,294	201,225	209,691	x	x
Grocery Stores	x	x	x	x	x
Supermarkets and other grocery (except convenience) stores	149,869	153,866	160,681	168,003	x
Specialty food stores	3,384	3,374	x	x	x
Health and personal care stores	30,547	31,304	36,631	42,354	42,554
Gasoline stations	106,285	106,832	105,719	118,755	150,680
Clothing and clothing accessories stores	x	x	x	x	x
Clothing stores	10,874	10,638	x	x	x
Jewellery, luggage and leather goods stores	3,067	x	x	x	x
Miscellaneous store retailers <sup>1</sup>	x	x	x	x	33,509
<b>Year-over-year change</b>					
<b>Total Retail trade</b>	<b>-2.5%</b>	<b>1.6%</b>	<b>5.2%</b>	<b>7.7%</b>	<b>6.4%</b>
Motor vehicle and parts dealers	...	...	...	...	5.1%
Furniture and home furnishings stores	-5.4%	-11.9%	-2.7%	12.8%	...
Electronics and appliance stores	...	...	...	...	...
Building material and garden equipment and supplies dealers	-10.1%	...	...	...	...
Food and beverage stores	1.6%	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	-4.6%	2.5%	17.0%	15.6%	0.5%
Gasoline stations	-1.8%	0.5%	-1.0%	12.3%	26.9%
Clothing and clothing accessories stores	...	...	...	...	...
Clothing stores	-4.1%	-2.2%	...	...	...
Jewellery, luggage and leather goods stores	...	...	...	...	...
Miscellaneous store retailers <sup>1</sup>	...	...	...	...	...

x = data suppressed

... not applicable

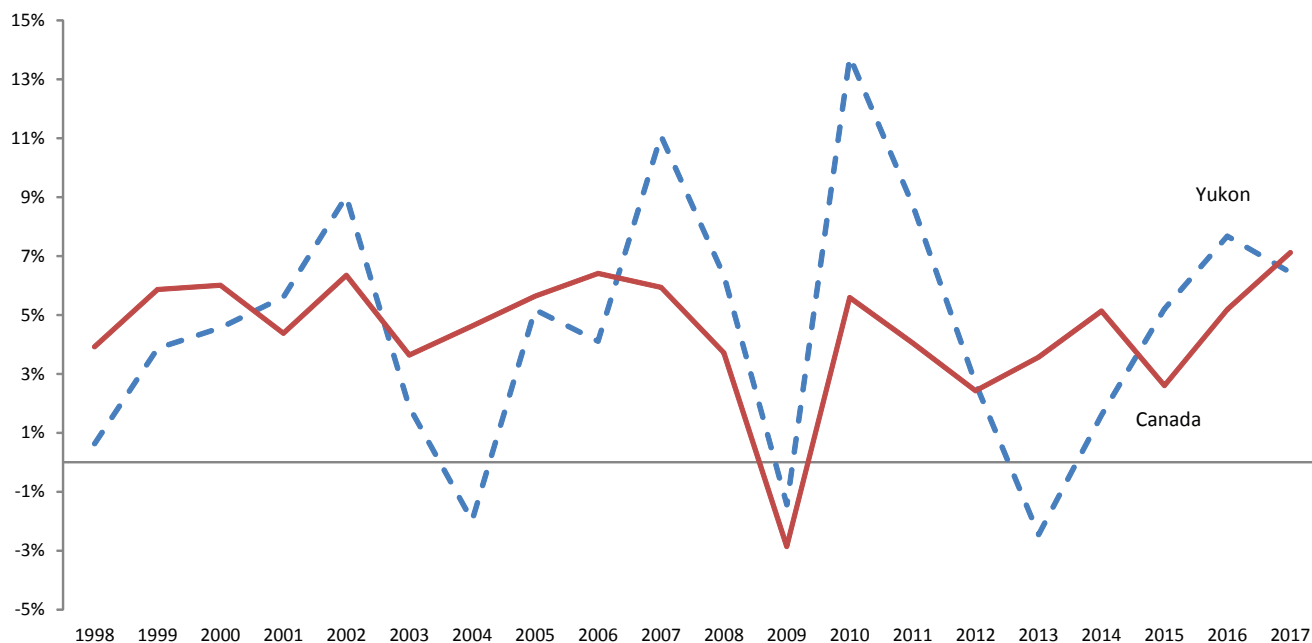
<sup>1</sup> *Miscellaneous store retailers* is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included.



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 and 2017) and *Furniture and home furnishings stores* (with the exceptions of 2011 and 2017).

- The *Food and beverage stores* subsector's contribution to the total retail sales has averaged 30.1% over the years from 2008 through 2015 (2016 and 2017 data are not available). This industry has seen increasing sales in seven of the last nine years (2008 to 2015). The 2015 sales for this subsector is the highest since the data became available in 2004.
- *Furniture and home furnishings stores'* sales accounted for 2.0% of total retail sales in 2016 (2017 value is not available). Comparing 2016 to 2015, sales in this subsector increased by \$1.7 million, or 12.8%.

## Retail Sales Growth, Canada and Yukon, 1998 to 2017



- 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 growth trend in 2014 that continued up to 2016 (+1.6% in 2014; +5.2% 2015; and +7.7% in 2016). The 6.4% growth rate in 2017 was slightly lower than the rate in 2016.
- The 2017, Yukon retail sales growth (6.4%) was 0.7 percentage points lower than the national growth of 7.1%.
- 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 1998 and 2017, Yukon's growth rates averaged at 4.6%, while Canada's rates averaged at 4.5%.

## Annual Sales, Territories, 2017

	Yukon	NWT	Nunavut
	Sum of Sales (\$000s)		
<b>Total Retail trade</b>	<b>799,519</b>	<b>768,868</b>	<b>442,146</b>
Motor vehicle and parts dealers	140,079	162,764	5,849
Furniture and home furnishings stores	x	10,579	..
Food and beverage stores	x	311,824	x
Supermarkets and other grocery (except convenience) stores	x	x	351,070
Health and personal care stores	42,554	36,218	8,952
Gasoline stations	150,680	x	x
General merchandise stores	x	x	51,847
Miscellaneous store retailers <sup>1</sup>	33,509	32,883	x

<sup>1</sup> 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.

x = data suppressed  
.. not available

Publication source: Statistics Canada, CANSIM 080-0020 monthly data.



Department of Finance  
Yukon Bureau of Statistics

Info sheet no. 61  
May 2018

Additional information  
Government of Yukon  
Department of Finance  
Yukon Bureau of Statistics (B-4)  
Box 2703, Whitehorse, Yukon Y1A 2C6  
Telephone: (867) 667-5640; Fax: (867) 393-6203  
email: [ybsinfo@gov.yk.ca](mailto:ybsinfo@gov.yk.ca)  
website: <http://www.eco.gov.yk.ca/stats/ybs.html>