



**Retail Sales Index -  
Volume  
Annual % Change**



**Retail Sales Index**  
February 2008 (First Estimates)  
January 2008 (Final Figures)

**Seasonally Adjusted Retail Sales Index – All Businesses**

(Base year 2000 = 100)

	Volume Index	Value Index
February 2007	121.6	137.9
February 2008	121.5	142.3
% change	-0.1%	+3.2%

**First fall in Retail Sales since January 2004**

The volume of retail sales (i.e. excluding price effects) decreased by 0.1% in February 2008 compared to February 2007 which is the first year-on-year fall in Retail Sales since January 2004. There was a monthly decrease of 1.9%. If Motor Trades are excluded there was an annual increase of 2.3% and the monthly change was -0.3%.

The value of retail sales increased by 3.2% in February 2008 compared to February 2007 and decreased by 1.3% in the month. However, if Motor Trades are excluded, the annual increase was 5.9% and the monthly change was +0.4%.

January 2008 is the latest month for which final detailed figures are available. The three-month November 2007 – January 2008 volume figures show that, compared with the three months ending October 2007:

- The largest increase in the volume of sales was in the Electrical Goods (+6.0%) sector.
- The largest decrease in the volume of sales was in the Other Retail Sales (-2.0%) sector.

**Correction of Retail Sales Index**

The Retail Sales volume indices have been revised to incorporate a correction in the base weights used for calculating the aggregate deflators. The value series and the majority of the individual volume sub-indices are unaffected by this correction. However, the following aggregate volume indices have been adjusted; All Business, All Business Excluding Motor Trades, All Business Excluding Motor Trades & Bars and Non Food. New seasonally adjusted factors have been applied to all series. See overleaf for further information. Revised series are available on our Database Direct on [www.cso.ie](http://www.cso.ie).

All figures in this release are trading day and seasonally adjusted. The seasonal factors are based on unadjusted indices up to February 2008.

For more information contact Richard McMahon 021 453 5503, Patrick Foley 021 453 5012 or Alan Finlay 021 453 5211.

Published by the Central Statistics Office, Ireland.

Ardee Road Skehard Road  
Dublin 6 Cork  
Ireland Ireland

LoCall: 1890 313 414 (ROI)  
0870 876 0256 (UK/NI)

Tel: +353 1 498 4000 Tel: +353 21 453 5000  
Fax: +353 1 498 4229 Fax: +353 21 453 5555

Both offices may be contacted through any of these telephone numbers.

CSO on the Web: [www.cso.ie](http://www.cso.ie)  
and go to  
Business Sectors: Services

Director General: Gerard O'Hanlon

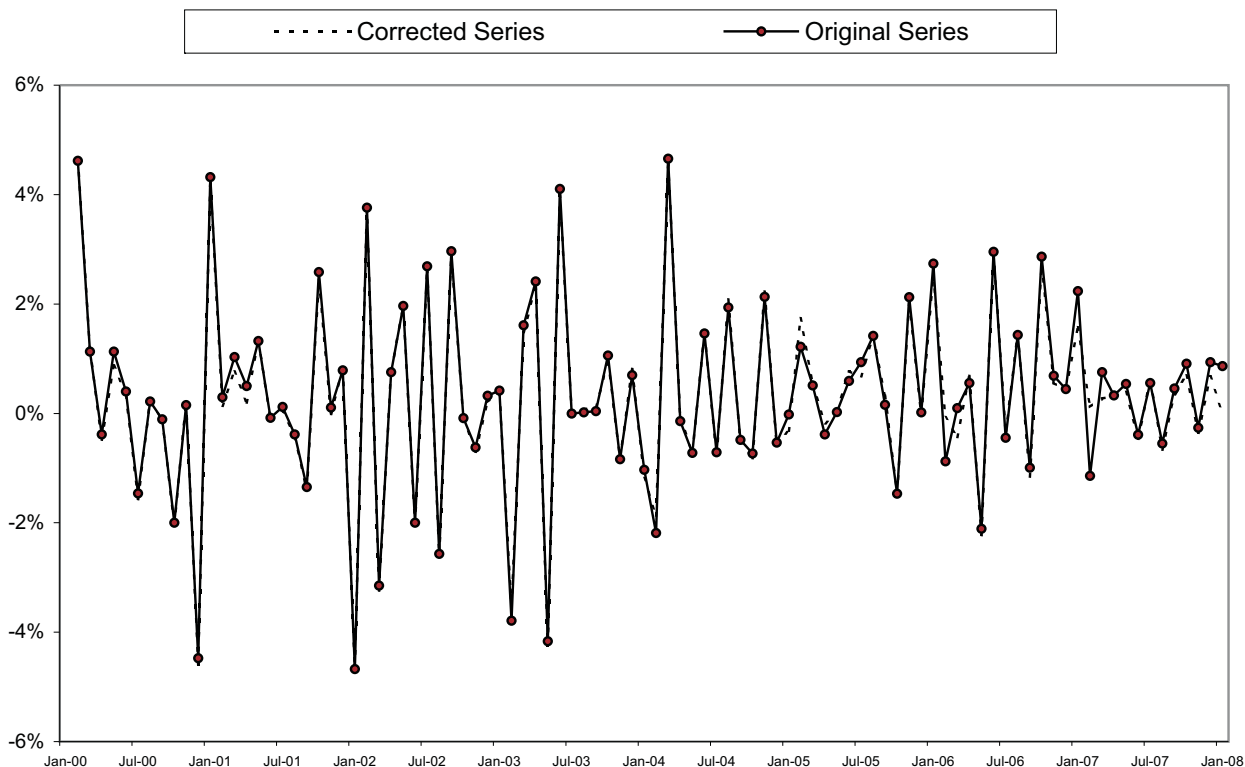
Enquiries:

Retail Statistics Retail Sales Section, ext 5012  
[r\\_sales@cso.ie](mailto:r_sales@cso.ie)  
Queries and Sales Information Section, ext 5021  
[information@cso.ie](mailto:information@cso.ie)

The primary purpose of the retail sales index is to provide a short-term indicator of the changes in the value and volume of retail sales in Ireland. Consequently the year-on-year and month-on-month changes are the most important lead indicators from the index. The original and corrected annual and monthly changes are presented in figures A.1 and A.2 for comparison purposes. Although the levels have been affected there has been very little impact on the overall trends.

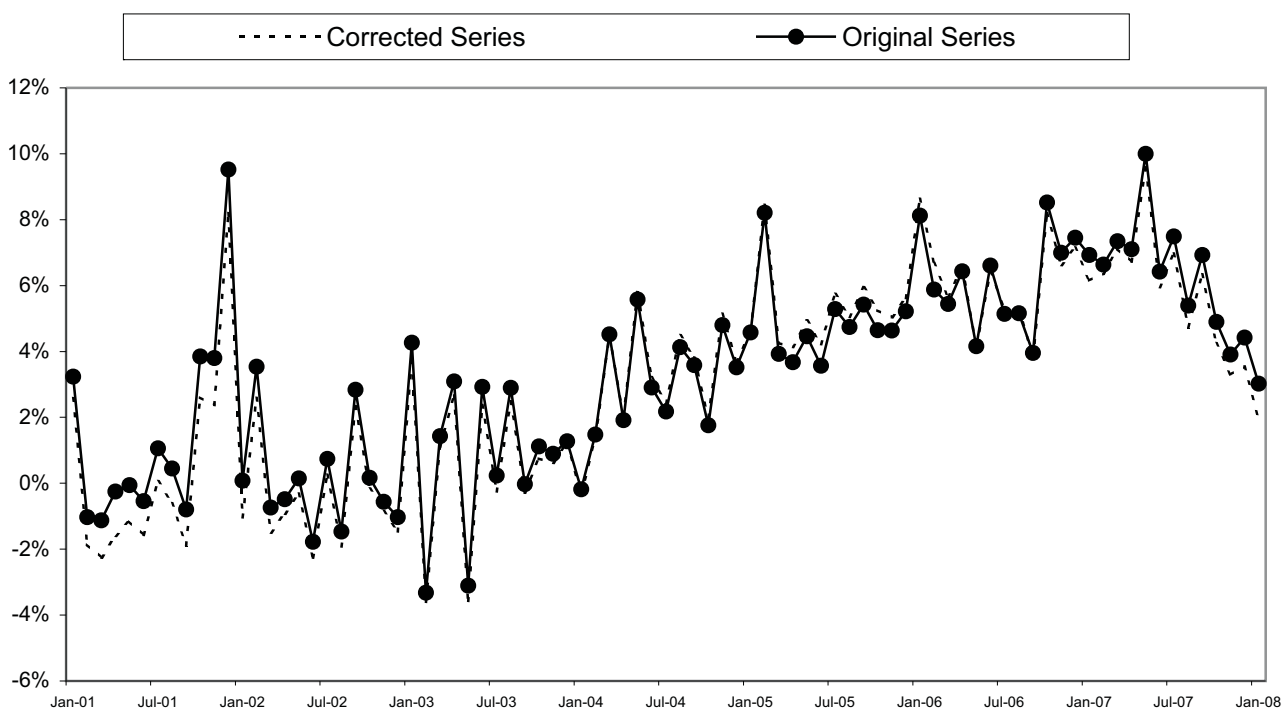
**Figure A.1**

**Monthly Changes In The  
All Businesses Seasonal Adjusted Volume Series**



**Figure A.2**

**Annual Changes In The  
All Businesses Seasonal Adjusted Volume Series**



**Table 1 Seasonally Adjusted Indices of Total Retail Sales<sup>1</sup>****Base Year: 2000 = 100**

Total Retail Sales for all Businesses Combined						
Period	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
2003 Year	109.3	3.2	3.2	100.5	0.5	0.5
2004 Year	114.1	4.4	4.4	103.7	3.2	3.2
2005 Year	121.2	6.2	6.2	109.2	5.3	5.3
2006 Year	130.7	7.8	7.8	116.0	6.2	6.2
2007 Year	140.6	7.6	7.6	122.8	5.9	5.9
2006 1st quarter	128.0	3.1	8.7	114.1	2.9	6.8
2nd quarter	128.6	0.5	8.0	114.1	0.0	5.7
3rd quarter	130.6	1.6	6.2	115.6	1.3	4.7
4th quarter	134.5	3.0	8.4	119.1	3.0	7.4
2007 1st quarter	138.0	2.6	7.8	121.7	2.2	6.7
2nd quarter	139.6	1.2	8.6	122.4	0.6	7.3
3rd quarter	140.5	0.6	7.6	122.6	0.2	6.1
4th quarter	143.0	1.8	6.3	123.4	0.7	3.6
2006 September	130.4	-1.1	4.8	115.3	-1.2	3.8
October	133.8	2.6	9.0	118.4	2.7	8.2
November	134.1	0.2	7.4	119.1	0.6	6.6
December	135.3	0.9	8.6	119.6	0.4	7.2
2007 January	137.4	1.6	7.6	121.5	1.6	6.2
February	137.9	0.4	7.3	121.6	0.1	6.4
March	138.5	0.4	8.3	121.9	0.3	7.1
April	139.2	0.5	8.0	122.3	0.3	6.7
May	140.0	0.6	10.7	122.8	0.4	9.6
June	139.6	-0.3	7.3	122.2	-0.5	6.0
July	140.8	0.8	8.6	123.0	0.6	7.0
August	139.9	-0.7	6.1	122.1	-0.7	4.7
September	140.8	0.7	8.0	122.6	0.3	6.3
October	142.5	1.2	6.5	123.4	0.7	4.2
November	142.6	0.1	6.3	123.0	-0.4	3.3
December	143.8	0.9	6.3	123.8	0.7	3.5
2008 January	144.2	0.3	5.0	123.8	0.0	1.9
February <sup>2</sup>	142.3	-1.3	3.2	121.5	-1.9	-0.1

<sup>1</sup> Based on Seasonal Patterns up to February 2008<sup>2</sup> Provisional value and volume of sales indices based on early returns from sample retailers

**Table 2 Seasonally Adjusted Indices of Total Retail Sales (Excluding Motor Trades)<sup>1</sup>****Base Year: 2000 = 100**

Period	Total Retail Sales for all Businesses Combined (Excl Motor Trades)					
	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
2003 Year	119.2	3.8	3.8	107.8	1.0	1.0
2004 Year	123.7	3.8	3.8	111.1	3.1	3.1
2005 Year	130.5	5.5	5.5	116.8	5.1	5.1
2006 Year	141.1	8.1	8.1	124.6	6.7	6.7
2007 Year	151.6	7.4	7.4	131.5	5.5	5.5
2006 1st quarter	135.8	2.4	7.3	120.8	2.3	6.2
2nd quarter	138.9	2.3	8.7	122.7	1.6	6.7
3rd quarter	141.2	1.7	7.6	124.5	1.5	6.3
4th quarter	144.2	2.1	8.7	126.8	1.8	7.4
2007 1st quarter	146.6	1.7	8.0	128.5	1.3	6.4
2nd quarter	149.8	2.2	7.8	130.4	1.5	6.3
3rd quarter	151.7	1.3	7.4	131.4	0.8	5.5
4th quarter	154.0	1.5	6.8	132.1	0.5	4.2
2006 September	141.5	-0.4	6.8	124.5	-0.6	5.6
October	143.5	1.4	9.1	126.4	1.6	8.0
November	143.9	0.3	8.4	126.8	0.3	7.3
December	145.0	0.7	8.8	127.2	0.3	7.1
2007 January	145.8	0.6	7.4	128.3	0.8	5.7
February	146.8	0.7	7.7	128.7	0.4	6.4
March	147.0	0.1	8.4	128.5	-0.2	7.0
April	149.0	1.4	8.3	130.0	1.2	6.8
May	152.3	2.2	9.8	132.7	2.1	8.4
June	148.4	-2.5	5.9	129.0	-2.7	4.3
July	152.1	2.5	8.6	131.8	2.2	6.6
August	150.7	-0.9	6.1	130.7	-0.8	4.4
September	152.1	0.9	7.5	131.7	0.7	5.8
October	153.4	0.9	6.9	132.2	0.4	4.6
November	154.1	0.5	7.1	132.0	-0.2	4.1
December	154.5	0.2	6.6	132.2	0.1	3.9
2008 January	154.8	0.2	6.2	132.1	-0.1	3.0
February <sup>2</sup>	155.4	0.4	5.9	131.6	-0.3	2.3

<sup>1</sup> Based on Seasonal Patterns up to February 2008<sup>2</sup> Provisional value and volume of sales indices based on early returns from sample retailers

**Table 3 Seasonally Adjusted<sup>1</sup> Value and Volume Indices of Retail Sales for 13 Retail Businesses  
(Preliminary Estimates) Base Year: 2000 = 100**

Retail Business - NACE REV 1	February 2008					
	Value of Sales			Volume of Sales		
	Index	% change on previous month	Annual % change	Index	% change on previous month	Annual % change
Motor Trades - NACE 50	118.1	-4.4	-1.9	102.5	-4.2	-4.5
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	176.6	2.2	13.2	143.7	2.2	6.7
Department Stores - NACE 52.12	146.1	0.2	4.8	152.9	-0.1	3.8
of which:-						
Clothing and Footwear	135.3	-4.0	-1.2			
Furniture, Soft Furnishing, etc.	96.0	5.8	-5.6			
Other Goods and Services	169.0	-1.0	10.7			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	127.1	-2.4	1.1	102.9	-3.0	-3.4
Pharmaceutical, Medical & Cosmetic Articles	173.9	-2.0	0.5	147.9	-2.1	0.5
Textiles and Clothing	150.5	-0.8	0.3	185.6	-1.5	2.8
Footwear and Leather	133.3	-4.0	-5.6	175.9	-4.8	-2.7
Furniture and Lighting	127.7	0.8	0.1	118.2	0.3	0.2
Electrical Goods	132.6	-5.3	-6.9	123.3	-5.4	-6.7
Hardware, Paints and Glass	198.9	1.4	6.4	158.4	0.8	3.7
Books, Newspapers and Stationery	127.0	-1.4	2.4	102.5	-1.5	-0.4
Other Retail Sales	144.4	-2.4	2.5	120.5	-2.7	-0.3
Bars - NACE 55.4	112.8	0.2	-1.8	86.6	-0.2	-5.3
All Businesses excl. Motor Trades	155.4	0.4	5.9	131.6	-0.3	2.3
<b>All Businesses</b>	142.3	-1.3	3.2	121.5	-1.9	-0.1
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	148.0	-1.2	-0.4	184.8	-1.6	2.4
Household Equipment	161.7	0.0	0.9	139.6	-0.3	-0.3
Books, Newspapers, Stationery & Other Goods	141.2	-2.1	2.5	117.6	-2.1	-0.2
Food Businesses	172.0	2.0	12.1	139.5	1.4	5.8
All Non-Food	152.7	-1.2	1.2	141.0	-1.3	0.3
All Businesses excl. Motor Trades & Bars	162.5	0.6	7.0	140.2	-0.1	3.3

<sup>1</sup> Based on Seasonal Patterns up to February 2008, individual series are independently adjusted

**Table 4 Seasonally Adjusted<sup>1</sup> Value and Volume Indices of Retail Sales for 13 Retail Businesses**  
**Base Year: 2000 = 100**

Retail Business - NACE REV 1	January 2008					
	Value of Sales			Volume of Sales		
	Index	% change on previous month	Annual % change	Index	% change on previous month	Annual % change
Motor Trades - NACE 50	123.5	1.3	3.0	107.0	0.8	0.1
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	172.9	0.0	9.9	140.7	-0.7	4.4
Department Stores - NACE 52.12	145.7	-2.0	11.0	153.1	-2.9	10.6
of which:-						
Clothing and Footwear	141.0	1.1	10.1			
Furniture, Soft Furnishings, etc.	90.8	-4.3	-13.2			
Other Goods and Services	170.7	-1.3	18.3			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	130.2	-0.1	5.4	106.1	-0.7	1.4
Pharmaceutical, Medical & Cosmetic Articles	177.5	-0.5	5.0	151.0	-0.7	5.0
Textiles and Clothing	151.6	-0.6	2.7	188.4	-1.6	6.6
Footwear and Leather	138.8	4.1	3.1	184.7	3.1	9.5
Furniture and Lighting	126.6	2.0	-2.5	117.8	2.1	-1.4
Electrical Goods	140.0	-3.9	-0.5	130.3	-3.8	0.1
Hardware, Paints and Glass	196.3	5.3	3.3	157.1	5.4	1.2
Books, Newspapers and Stationery	128.7	2.1	1.1	104.1	2.2	-1.4
Other Retail Sales	147.9	2.5	6.8	123.9	1.7	3.7
Bars - NACE 55.4	112.6	-3.6	-0.9	86.7	-3.9	-4.0
All Businesses excl. Motor Trades	154.8	0.2	6.2	132.1	-0.1	3.0
<b>All Businesses</b>	144.2	0.3	5.0	123.8	0.0	1.9
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	149.8	-0.1	2.8	187.8	-0.9	6.9
Household Equipment	161.7	1.2	1.3	140.0	1.2	0.7
Books, Newspapers, Stationery & Other Goods	144.2	2.2	5.8	120.1	1.8	2.7
Food Businesses	168.7	-0.1	9.6	137.6	-0.5	4.2
All Non-Food	154.5	0.6	4.2	142.8	0.3	3.5
All Businesses excl. Motor Trades & Bars	161.6	0.7	7.0	140.3	0.4	3.8

<sup>1</sup> Based on Seasonal Patterns up to February 2008, individual series are independently adjusted

**Table 5 Seasonally Adjusted<sup>1</sup> Value and Volume Indices of Retail Sales for 13 Retail Businesses**  
**Base Year: 2000 = 100**

Retail Business - NACE REV 1	November - January 2008					
	Value of Sales			Volume of Sales		
	Index	% change on previous period	Annual % change	Index	% change on previous period	Annual % change
Motor Trades - NACE 50	121.4	1.9	3.8	105.6	0.4	0.8
Non-Specialised Stores (excluding Department Stores) - NACE 52.11	172.6	3.4	9.5	141.5	1.3	4.4
Department Stores - NACE 52.12	146.2	6.0	9.5	154.1	5.7	9.7
of which:-						
Clothing and Footwear	139.1	1.5	7.7			
Furniture, Soft Furnishings, etc.	94.8	-0.3	-8.2			
Other Goods and Services	169.6	11.6	15.1			
<u>Specialised Stores - NACE 52 (remainder)</u>						
Food, Beverages and Tobacco	128.9	1.2	4.3	105.5	-0.1	0.6
Pharmaceutical, Medical & Cosmetic Articles	176.9	1.5	5.2	150.7	1.2	5.5
Textiles and Clothing	152.8	-1.4	4.3	190.4	0.0	8.6
Footwear and Leather	134.7	-2.3	1.0	179.4	-0.8	6.8
Furniture and Lighting	125.6	-0.1	-0.2	116.6	0.0	0.4
Electrical Goods	141.3	5.9	5.2	131.7	6.0	5.7
Hardware, Paints and Glass	192.2	0.6	6.5	153.8	0.1	4.1
Books, Newspapers and Stationery	127.4	-1.0	0.2	103.1	-1.6	-2.4
Other Retail Sales	145.7	-0.7	5.4	122.8	-2.0	2.6
Bars - NACE 55.4	114.7	-0.9	2.1	88.5	-1.9	-1.0
All Businesses excl. Motor Trades	154.5	1.6	6.6	132.1	0.5	3.7
<b>All Businesses</b>	143.6	1.8	5.9	123.6	0.7	3.0
Of which:-						
<u>Combined Groups</u>						
Clothing & Footwear in specialised stores	150.5	-1.5	3.9	189.0	-0.4	8.3
Household Equipment	161.1	1.6	5.2	139.6	1.4	4.3
Books, Newspapers, Stationery & Other Goods	142.5	-0.6	4.5	118.9	-2.1	1.7
Food Businesses	168.4	3.2	9.1	138.0	1.2	4.1
All Non-Food	153.8	0.6	5.1	142.4	0.1	4.6
All Businesses excl. Motor Trades & Bars	160.8	1.7	7.1	139.9	0.5	4.2

<sup>1</sup> Based on Seasonal Patterns up to February 2008, individual series are independently adjusted

## Background Notes

<b>Retail Sales Index</b>	<p><b>Introduction of updated series with base year 2000 = 100.</b></p> <p>An updated Retail Sales Index (RSI) was introduced in the November 2003 release. The underlying methodology remains unchanged. The index is primarily intended to measure short-term trends. For long term analysis allowance must be made for the fact that the series does not reflect changes in retail structures between updatings.</p>
<b>Reference Period</b>	<p>The January 2008 period covers the 4 weeks from 30/12/07 to 26/01/08 and the February 2008 period covers the 4 weeks from 27/01/08 to 23/02/08.</p>
<b>New Base Year</b>	<p>The set of new monthly retail sales indices has been compiled with reference to base year 2000 = 100. The underlying structural weighting system is mainly based on the 2000 Annual Services Inquiry. Weights are updated from year to year using ratios of average weekly turnover by size class within business type.</p>
<b>Scope and Coverage</b>	<p>The Retail Sales Index covers, on a sample basis, the retail sales of retail businesses, wholesale businesses with sizeable retailing activity and the separate sales establishments of non-distribution enterprises. Excluded from the index coverage are the direct retail sales from non-distribution establishments together with the incidental retail sales of wholesale businesses. Also excluded are sales by hawkers, street stalls and other retailing activities not conducted from permanent business premises. The statistical unit used for reporting sales figures in this inquiry is the enterprise (i.e. complete business covering all branches).</p>
<b>Methodology</b>	<p>The business categories are based mainly on the Statistical Classification of Economic Activities in the European Community (NACE Rev. 1). The index system is structured on the retailing enterprises covered in the 2000 Annual Services Inquiry classified by 13 retail business categories and four turnover (excluding VAT) ranges<sup>1</sup>.</p> <p>The value indices are calculated by updating the aggregate 2000 retail turnover (including VAT) of these enterprises in these fifty one cells using the monthly retail sales data provided by the enterprise respondent panel from 2000 onwards.</p> <p>The compilation of the index for a current month is based on the percentage change in average weekly sales in these cells over the corresponding monthly period of the previous year. The monthly volume indices are calculated by deflating the seasonally unadjusted value indices by specially constructed retail price indices derived from the Consumer Price Index (CPI). A copy of the Retail Sales Index methodology is available on our website (<a href="http://www.cso.ie">www.cso.ie</a>).</p>
<b>Seasonal Adjustment</b>	<p>The seasonally adjusted series are updated twice yearly using patterns up to and including the preceding month. The present seasonally adjusted monthly value and volume series are based on seasonal patterns from January 1999 to February 2008. The duration is just sufficient for seasonal adjustment; the process will improve as the series is extended. The adjustments are completed by applying the X-11 Variant of the US Bureau of the Census Method 11 Seasonal Adjustment program based on individually selected multiplicative models. The unadjusted series, from which trading day variations have been eliminated, are available on our website (<a href="http://www.cso.ie">www.cso.ie</a>).</p>
<b>References</b>	<p>A detailed description of the Retail Sales Index is available on the cso website <a href="http://www.cso.ie">www.cso.ie</a>. Retrospective details covering three years are provided for all series on both a seasonally adjusted and an unadjusted basis in each issue of the Statistical Bulletin.</p>

<sup>1</sup> The Department Stores business category is not classified by annual turnover but is sub-divided into three retail activity categories.