

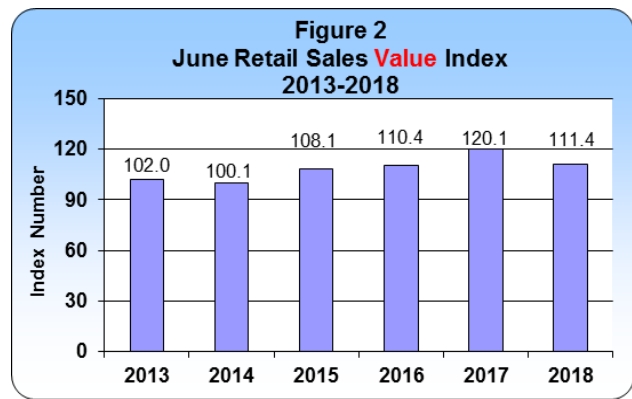
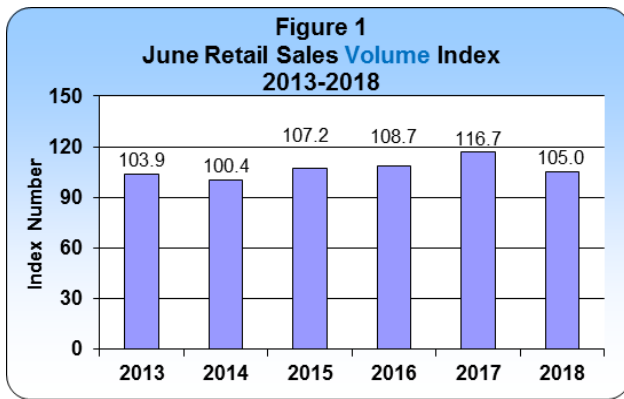


SALES VOLUME FELL 10.0 PER CENT

After adjusting for the retail sales rate of inflation, measured at 3.1 per cent in June, the overall volume of retail sales fell 10.0 per cent. All retail sectors recorded declines in sales volume with apparel stores experiencing the largest sales volume decrease of 28.6 per cent.

In value terms, retail sales declined 7.2 per cent to an estimated \$104.0 million. Returning residents declared overseas purchases valued at \$4.2 million, which was 10.5 per cent higher than June 2017. This contributed to a combined local and overseas spending of \$108.2 million.

Excluding Sundays, there were 25 shopping days during the month, the same as in June 2017.



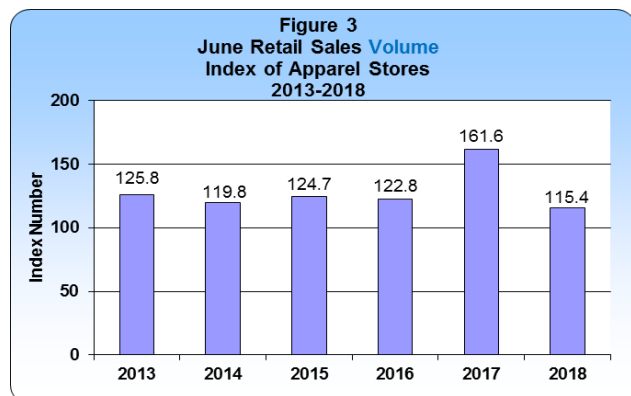
The Retail Sales Index (RSI) is currently based on a matched sample of reporting retail stores. The sales data are collected from these stores through a monthly mail survey. The Department of Statistics wishes to acknowledge the continuous support of the business community in supplying the required sales data.

SUMMARY STATISTICS

Period	Total Retail Sales Volume Index	Annual % Change in Retail Sales		Total Retail Sales Estimate Value (\$M)	Overseas Purchases Declared by Returning Residents		Combined Retail Sales (Local + Overseas)	
		Volume	Value		Value (\$M)	% Change	Value (\$M)	% Change
2017								
Jun	116.7 ^R	+7.4 ^R	+8.8 ^R	112.1 ^R	3.8	-7.3	115.9	+8.2 ^R
Jul	110.8	+0.7	+2.2	106.3	3.4	-22.7	109.7	+1.2
Aug	102.2	+2.5	+4.7	98.5	6.6	+3.1	105.1	+4.6
Sep	99.1	-0.8	+1.9	96.3	4.8	+4.3	101.1	+2.0
Oct	96.2	-0.2	+1.4	92.9	5.1	+21.4	98.0	+2.3
Nov	99.0	-3.1	-0.7	95.9	6.4	+3.3	102.3	-0.4
Dec	115.8	+0.3	+2.7	111.8	7.3	+17.2	119.1	+3.2
2018								
Jan	89.5	+1.0	+3.0	87.1	4.4	0.0	91.5	+2.8
Feb	83.8	+0.5	+2.7	81.8	3.3	+6.5	85.1	+2.9
Mar	95.3	-5.4	-3.2	93.0	3.4	-8.1	96.4	-3.4
Apr	91.7	-7.9	-5.4	90.0	5.2	+8.3	95.2	-4.8
May	105.4	-4.4	-1.9	104.0	5.3	+6.0	109.3	-1.5 ^R
Jun	105.0	-10.0	-7.2	104.0	4.2	+10.5	108.2	-6.6

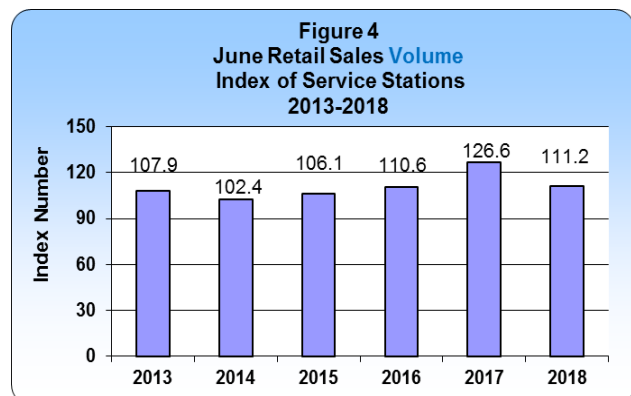
Apparel Stores

The sales volume of apparel stores decreased 28.6 per cent. Retailers attributed the decline in sales to the absence of the America’s Cup during 2018. In value terms, sales revenue for apparel stores was 28.2 per cent lower year-over-year.



Service Stations

The sales volume of fuel sales for service stations contracted 12.2 cent due partly to lower demand for fuel which experienced an 8.3 per cent increase in price. The value of fuel sales declined 4.8 per cent during June 2018.



Building Material Stores

In June 2018, the sale of building materials decreased 2.3 per cent in volume terms due mostly to lower demand for construction goods. The decline in volume sales reflected fewer residential projects compared to an increase in renovations leading up to the hosting of the America’s

Cup in 2017. In value terms, sales receipts declined 2.3 per cent.

All Other Store Types

In volume terms, sales for the all other store types sector weakened 9.0 per cent. In value terms, the sector recorded a decrease in sales of 5.8 per cent. Revenue for marine and boat suppliers, pharmacies and retailers of miscellaneous goods decreased 49.1 per cent, 4.5 per cent and 2.7 per cent, respectively. In contrast, sales of furniture, appliances and electronics increased 2.3 per cent.

Liquor and Food Stores

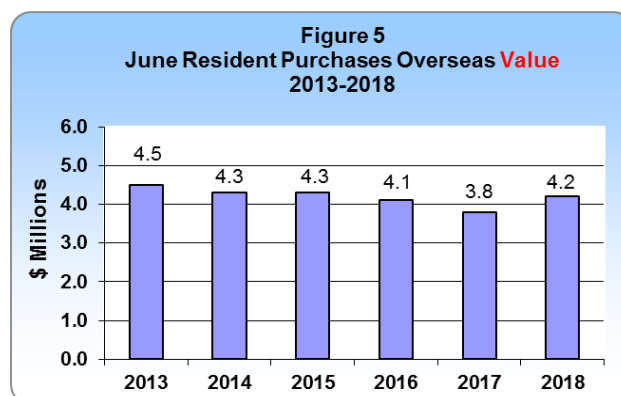
The volume of sales for liquor stores and food stores declined 8.3 per cent and 5.0 per cent, respectively. Some retailers noted depressed sales when compared to revenue earned during the hosting of America’s Cup last year. In value terms, sales at liquor stores declined 4.4 per cent while food sales contracted 3.3 per cent during June 2018.

Motor Vehicle Stores

Fewer vehicles were sold in June 2018, which led to a 4.5 per cent decline in sales volume for retailers of motor vehicles. In value terms, sales receipts slipped 3.8 per cent below the level reached during June 2017.

Resident Purchases Overseas (Value)

Residents declared \$4.2 million in overseas purchases during the month, 10.5 per cent higher than in June 2017.



BERMUDA RETAIL SALES INDEX — June 2018

Table 1
Average Monthly Sales Volume (1)
2015=100

Period	Total Retail Stores		Food Stores (2)		Liquor Stores (3)		Motor Vehicle Stores		Service Stations		Building Material Stores		Apparel Stores		All Other Store Types	
2017																
Jun	116.7 ^R	+7.4 ^R	109.0 ^R	+6.5 ^R	122.4 ^R	+11.1 ^R	84.6 ^R	-24.6 ^R	126.6 ^R	+14.4 ^R	112.4 ^R	+6.3 ^R	161.6 ^R	+31.6 ^R	116.0 ^R	+3.8 ^R
Jul	110.8	+0.7	105.2	-1.7	114.0	-14.5	107.2	+14.4	132.2	+2.2	108.6	-3.3	99.9	-0.2	112.0	0.0
Aug	102.2	+2.5	98.1	-0.9	102.2	+4.6	118.3	+28.0	107.5	-0.7	124.7	+29.0	89.2	-4.5	98.7	-3.5
Sep	99.1	-0.8	100.7	+1.0	92.9	-4.0	102.8	-10.1	96.8	-3.3	117.4	+12.6	94.0	+2.3	93.0	-4.7
Oct	96.2	-0.2	97.3	-5.4	86.9	-13.6	101.6	+15.8	101.0	+1.6	110.2	+10.0	76.5	-1.9	93.7	+0.6
Nov	99.0	-3.1	96.5	-1.8	85.1	-3.1	94.6	-14.2	95.2	-2.2	116.0	-4.1	106.3	-7.2	98.7	-2.8
Dec	115.8	+0.3	105.2	-2.3	114.0	-3.5	88.8	+12.0	94.2	-0.3	106.6	+13.7	179.5	-3.8	126.9	+1.4
2018																
Jan	89.5	+1.0	94.1	-0.1	64.6	-5.3	92.3	-6.8	87.0	-3.1	109.8	+3.8	70.1	+16.4	85.7	+0.5
Feb	83.8	+0.5	88.1	-1.6	70.7	-4.8	84.8	-3.6	84.2	+1.1	115.6	+15.8	51.3	+2.4	83.6	+2.3
Mar	95.3	-5.4	103.9	+3.6	88.1	+2.8	70.7	-44.7	94.8	-4.0	113.9	-19.0	73.9	-3.7	93.6	-2.0
Apr	91.7	-7.9	90.9	-10.2	77.1	-19.4	95.9 ^R	+3.2	91.4	-6.4	124.0	+2.7	76.0	-10.6	91.8	-9.9
May	105.4	-4.4	102.5	-3.2	100.5	-5.2	88.2	-3.5	104.7	-5.8	122.9	-4.4	100.2	-10.6	113.4	-2.4
Jun	105.0	-10.0	103.6	-5.0	112.2	-8.3	80.8	-4.5	111.2	-12.2	109.8	-2.3	115.4	-28.6	105.6	-9.0

Table 2
Average Monthly Sales Value (1)
2015=100

Period	Total Retail Stores		Food Stores (2)		Liquor Stores (3)		Motor Vehicle Stores		Service Stations		Building Material Stores		Apparel Stores		All Other Store Types	
2017																
Jun	120.1 ^R	+8.8 ^R	114.6 ^R	+10.2 ^R	135.5 ^R	+16.4 ^R	84.1 ^R	-25.8 ^R	134.6 ^R	+16.2 ^R	113.9 ^R	+6.0	164.2 ^R	+33.6	117.5 ^R	+4.4 ^R
Jul	113.9	+2.2	111.0	+2.0	127.7	-9.5	106.5	+14.9	139.3	+6.1	110.0	-3.3	101.7	+2.0	113.5	+0.2
Aug	105.5	+4.7	103.7	+3.1	114.5	+10.7	117.6	+28.4	116.8	+7.0	126.3	+29.0	90.9	-2.3	99.9	-3.5
Sep	103.2	+1.9	106.3	+4.5	104.2	+1.7	102.0	-10.0	112.2	+9.8	118.9	+12.6	95.7	+4.5	94.3	-4.6
Oct	99.5	+1.4	102.9	-2.0	97.7	-8.3	101.3	+16.7	110.0	+5.8	111.6	+10.0	78.1	+1.6	94.9	+0.7
Nov	102.8	-0.7	102.3	+2.1	95.8	+2.9	94.3	-13.6	105.4	+7.0	117.5	-4.2	108.4	-5.5	101.5	-1.4
Dec	119.8	+2.7	110.2	+2.5	128.5	+3.1	88.4	+6.7	102.9	+4.2	108.0	+13.7	183.1	-1.9	130.7	+2.5
2018																
Jan	93.3	+3.0	100.5	+3.4	73.1	+0.7	91.9	-6.3	96.7	+2.5	111.2	+3.7	71.5	+16.8	88.1	+2.0
Feb	87.7	+2.7	92.9	+0.5	80.0	+1.3	85.3	-2.7	92.7	+5.8	117.2	+15.9	52.4	+2.9	86.4	+4.2
Mar	99.6	-3.2	110.1	+5.8	99.8	+9.3	71.0	-44.0	104.6	+1.4	112.1	-21.4	75.4	-3.2	96.9	+0.5
Apr	96.5	-5.4	96.8	-6.2	87.8	-14.8	95.9	+3.9	103.6	-3.1	125.7	+2.8	77.7	-10.1	95.9	-6.9
May	111.4	-1.9	109.8	-1.2	114.7	-2.2	88.1	-3.0	120.7	-1.5	124.5	-4.5	102.3	-10.2	118.4	+0.8
Jun	111.4	-7.2	110.8	-3.3	129.6	-4.4	80.9	-3.8	128.1	-4.8	111.3	-2.3	117.9	-28.2	110.7	-5.8

(1) Index numbers are subject to revisions

(3) Does not include sales to bars, clubs, hotels and restaurants

(2) Includes household supplies but excludes alcoholic beverages

(R) represents revised

EXPLANATORY NOTES

The **RSI** was first developed in 1982. It is a key economic indicator used to assess the current performance of sales activity in the retail sector of the economy.

The RSI is a self-weighting index. This means that stores reporting a large value of sales have a greater impact on the movement of the index than stores reporting a low level of sales activity.

The RSI serves to:

- 1) measure monthly and annual movements of retail sales
- 2) provide an estimated gross turnover of sales in the local retail sector
- 3) act as a barometer of change in the level of demand for both the domestic and tourist markets

The index is structured into seven broad sectors:

- Food Stores
- Liquor Stores
- Motor Vehicle Dealers
- Service Stations
- Building Materials
- Apparel Stores
- All Other Store Types

Total retail stores across the seven sectors represent roughly 70% of all retail activity on the Island. The base period 2015 recorded a gross turnover in retail sales of \$1.1 billion.

Retail outlets that participate in the retail sales survey and trade in similar types of goods are grouped into these seven sectors. It is important to note that sector classifications are not interchangeable with commodity classifications. This is because most retail outlets sell several kinds of commodities. The sector classification reflects generally the individual commodity or the commodity group, which is the primary source of the establishment's receipts, or some mixture of commodities, which characterizes the establishment's business.

CONCEPTS AND DEFINITIONS

Retail Trade

Retail trade is the sector of the economy that includes establishments that are engaged in the sale of merchandise for personal or household consumption

and in the rendering of services that are incidental to the sale of the merchandise.

Retail Establishment

A retail establishment is one that operates at a fixed place of business and is engaged in sales activities to attract the general public to buy merchandise.

Value Sales

The dollar value of a quantity of goods and services sold for cash or credit. Sales include the amounts received from customers for: immediate and layaway purchases; rentals; installations; maintenance; repairs and alterations.

Gross Sales

Gross sales are sales for which no deductions have been made for the return of merchandise, allowances and discounts.

Volume Sales

The dollar value of a quantity of goods and services sold at current retail market prices adjusted to eliminate the effect of price change.

Estimated Gross Turnover

Estimated gross turnover is the total value of retail sales generated in the retail sector. It is calculated by applying the all-items index number for the current month to the average monthly sales figure determined in the base year.

Base Period

This is the time period used as a reference point for measuring the shift in the value of retail sales. The base period for the Bermuda RSI is 2015.

Overseas Purchases

Overseas purchases reflect the value of goods declared by residents through HM Customs while travelling on vacation or business trips.

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