

STORE SALES & PERFORMANCE

May 2011					June 2011				
Company	May 2011 Total Sales (000)	% Change vs May 2010	May 2011 % change comp stores	May 2010 % change comp stores	Company	June 2011 Total Sales (000)	% Change vs June 2010	June 2011 % change comp stores	June 2010 % change comp stores
Big Box					Big Box				
BJ's Wholesale Club	\$ 952,912	10.7%	7.4%	6.8%	BJ's Wholesale Club	\$ 1,176,958	10.3%	7.3%	3.8%
Costco Wholesale Corp.	\$ 7,140,000	17.2%	13.0%	9.0%	Costco Wholesale Corp.	\$ 8,690,000	18.6%	14.0%	4.0%
Target Corp.	\$ 4,799,000	3.8%	2.8%	1.3%	Target Corp.	\$ 6,256,000	5.7%	4.5%	1.7%
Drug Store					Drug Store				
Rite Aid Corp.	\$ 2,463,000	1.0%	1.3%	-1.7%	Rite Aid Corp.	\$ 1,928,000	1.0%	1.8%	-2.5%
Specialty Apparel					Specialty Apparel				
Buckle	\$ 68,100	12.7%	8.8%	-5.4%	Buckle	\$ 79,600	15.0%	10.8%	-7.3%
Cato Corp.	\$ 80,700	0.0%	-3.0%	3.0%	Cato Corp.	\$ 90,400	2.5%	1.0%	1.0%
Destination Maternity	\$ 49,400	-5.4%	-8.6%	-3.9%	Destination Maternity	\$ 42,900	4.6%	-0.7%	-2.2%
Gap	\$ 1,060,000	1.0%	-4.0%	1.0%	Gap	\$ 1,380,000	5.3%	1.0%	1.7%
Hot Topic	\$ 42,000	-1.4%	0.4%	-9.0%	Hot Topic	\$ 58,000	-1.7%	0.4%	-2.1%
Limited Brands	\$ 717,400	9.1%	6.0%	5.0%	Limited Brands	\$ 1,080,000	11.9%	12.0%	6.0%
Tandy Leather Factory	\$ 5,000	13.6%	17.0%	7.0%	Tandy Leather Factory	\$ 5,300	6.0%	4.0%	21.0%
Wet Seal	\$ 44,500	10.7%	2.9%	-5.3%	Wet Seal	\$ 57,900	15.1%	7.3%	-3.6%
Zumiez	\$ 30,300	15.2%	7.8%	7.1%	Zumiez	\$ 43,500	16.9%	9.8%	10.9%
Discount Store / Value Grocery					Discount Store / Value Grocery				
Duckwall-ALCO Stores	\$ 39,800	4.2%	3.3%	-9.0%	Duckwall-ALCO Stores	\$ 49,400	12.0%	10.6%	-6.6%
Fred's	\$ 143,500	1.4%	0.2%	3.5%	Fred's	\$ 179,000	0.1%	-0.7%	1.7%
Ross Stores	\$ 661,000	7.7%	4.0%	5.0%	Ross Stores	\$ 793,000	9.4%	5.0%	5.0%
Stein Mart	\$ 98,500	-0.2%	0.7%	-4.5%	Stein Mart	\$ 104,500	-2.5%	-1.5%	0.6%
TJX Cos.	\$ 1,700,000	6.3%	2.0%	4.0%	TJX Cos.	\$ 2,100,000	5.0%	5.0%	3.0%
Department Store					Department Store				
Bon-Ton Stores	\$ 181,000	-2.9%	-2.3%	-1.1%	Bon-Ton Stores	\$ 240,800	-1.5%	-0.9%	1.4%
Dillard's	\$ 434,700	1.9%	2.0%	0.0%	Dillard's	\$ 531,428	4.9%	6.0%	2.0%
J.C. Penney Co.	\$ 1,187,000	-3.3%	-1.0%	-1.8%	J.C. Penney Co.	\$ 1,545,000	-0.3%	2.0%	4.5%
Kohl's Corp.	\$ 1,372,000	2.5%	0.8%	3.5%	Kohl's Corp.	\$ 1,753,000	9.2%	7.5%	5.9%
Macy's	\$ 1,937,000	8.5%	7.4%	1.4%	Macy's	\$ 2,392,000	7.5%	6.7%	6.5%
Neiman Marcus	\$ 301,000	12.7%	12.0%	7.8%	Neiman Marcus	\$ 375,000	12.6%	12.5%	1.9%
Nordstrom	\$ 796,000	12.9%	7.4%	3.7%	Nordstrom	\$ 927,000	12.8%	7.9%	14.1%
Saks	\$ 208,200	17.3%	20.2%	5.8%	Saks	\$ 258,600	8.7%	11.9%	2.5%
Stage Stores	\$ 117,000	0.9%	0.0%	-2.9%	Stage Stores	\$ 134,000	3.9%	1.8%	-1.2%

Retail quarter results continued on next page.

RETAIL QUARTER RESULTS

Company	Quarter	Sales (in millions)	Sales Growth %	Comp Store Sales %	Gross Profit %	Company	Quarter	Sales (in millions)	Sales Growth %	Comp Store Sales %	Gross Profit %
Big Box						Big Box					
Bed Bath & Beyond	4	\$ 2,505,000	11.6%	8.5%		Bed Bath & Beyond	1	\$ 2,110,000	9.7%	7.0%	
Best Buy	4	\$ 16,256,000	-1.8%	-4.6%	24.3%	Best Buy	1	\$ 10,940,000	1.4%	-1.7%	25.3%
hhgregg	3	\$ 653,700	30.6%	-6.2%		hhgregg	4	\$ 507,000	21.5%	-10.8%	
Home Depot	4	\$ 15,100,000	3.8%	3.9%		Home Depot	1	\$ 16,800,000	-0.2%	-0.6%	
Lowe's	4	\$ 10,500,000	3.1%	1.1%		Lowe's	1	\$ 12,200,000	-1.6%	-3.3%	
Office Depot	1	\$ 2,973,000	-3.0%	-1.0%	29.5%	Office Depot	2	Release July 26, 2011			
Office Max	1	\$ 1,863,000	-2.8%	-1.2%	25.5%	Office Max	2	Release August 2, 2011			
Staples	4	\$ 6,400,000	17.0%			Staples	1	\$ 6,200,000	2.0%	-1.0%	
Wal-Mart	4	\$ 115,600,000	2.5%	-1.8%		Wal-Mart	1	\$ 103,400,000	4.4%	-1.1%	
Drug Store						Drug Store					
CVS	4	\$ 24,771,000	-4.1%	1.7%		CVS	1	\$ 14,600,000	4.4%	2.6%	
Walgreens	1	\$ 17,300,000	6.0%	0.4%	28.5%	Walgreens	2	\$ 18,500,000	8.9%	4.1%	28.8%
Automotive / Boating / RV						Automotive / Boating / RV					
Advance Auto Parts	4	\$ 1,270,100	11.1%	8.9%	49.4%	Advance Auto Parts	1	\$ 1,900,000	3.7%	1.4%	50.5%
Auto Zone	2	\$ 1,700,000	10.3%	7.1%	50.9%	Auto Zone	3	\$ 2,000,000	8.6%	5.3%	51.2%
CarMax	4	\$ 2,250,000	23.0%	12.0%	21.0%	CarMax	1	\$ 2,680,000	18.0%	6.0%	
Marine Max	1	\$ 124,400		-36.0%		Marine Max	2	\$ 115,800		5.0%	
O'Reilly Auto Parts	1	\$ 1,380,000	8.0%	5.7%	48.4%	O'Reilly Auto Parts	2	Release July 27, 2011			
Pep Boys	4	\$ 477,400	5.4%	4.3%		Pep Boys	1	\$ 513,500	0.7%	-0.6%	
Tractor Supply	4	\$ 1,003,000	19.7%	13.1%		Tractor Supply	1	\$ 836,600	17.7%	10.7%	
West Marine	4	\$ 107,300	3.3%	1.6%	28.7%	West Marine	1	\$ 113,800	3.9%	2.7%	21.7%
Specialty Apparel						Specialty Apparel					
Abercrombie & Fitch	4	\$ 1,149,396		13.0%	63.6%	Abercrombie & Fitch	1	\$ 836,674	22.0%	10.0%	65.0%
Aeropostale	4	\$ 839,300	5.0%	-3.0%	35.5%	Aeropostale	1	\$ 469,200	1.0%	-7.0%	29.1%
American Eagle Outfitters	4	\$ 916,000	-4.0%	-7.0%	39.4%	American Eagle Outfitters	1	\$ 610,000	-6.0%	-8.0%	38.0%
ANN Inc	4	\$ 515,000		11.0%		ANN Inc	1	\$ 523,600	10.0%	7.8%	
Carter's / Osh Kosh	4	\$ 495,000	17.0%	4.7%		Carter's / Osh Kosh	1	\$ 469,000	14.7%	1.2%	
Charming Shoppes	4	\$ 575,800	7.0%	9.0%	43.0%	Charming Shoppes	1	\$ 504,400	0.0%	2.0%	56.6%
Chico's FAS	4	\$ 475,000	9.0%	1.1%		Chico's FAS	1	\$ 537,200	11.5%	7.7%	
Children's Place	4	\$ 453,200	-2.1%	-5.9%		Children's Place	1	\$ 430,806	2.0%	-3.2%	
Claire's Stores	4	\$ 422,000	2.7%	3.2%		Claire's Stores	1	\$ 346,400	7.6%	3.2%	50.5%
Coach	2	\$ 1,026,000	19.0%	12.6%	19.0%	Coach	3	\$ 951,000	14.0%	10.3%	
Collective Brands	4	\$ 773,800	4.3%	0.4%		Collective Brands	1	\$ 869,000	-1.1%	-7.4%	
dELIA*s	4	\$ 34,900	1.7%	-2.3%	36.8%	dELIA*s	1	\$ 49,100	-1.6%	0.9%	33.5%
Joe's Jeans	1	\$ 21,200	-9.0%			Joe's Jeans	2	Release July 11, 2011			
JoS. A. Bank Clothiers	4					JoS. A. Bank Clothiers	1	\$ 193,300	8.5%	0.1%	
Liz Claiborne	4	\$ 704,000	7.0%		50.6%	Liz Claiborne	1	\$ 513,000	12.2%		52.4%
Men's Wearhouse	4	\$ 542,100	18.6%	4.3%		Men's Wearhouse	1	Release June 8, 2011			
Pacific Sunwear	4	\$ 263,000	-10.0%	-7.0%		Pacific Sunwear	1	\$ 185,754	-2.0%	1.0%	
Quicksilver	1	\$ 426,500	-1.4%			Quicksilver	2	\$ 478,100	2.0%		
rue21	4	\$ 190,100	22.3%	1.5%		rue21	1	\$ 172,900	25.5%	5.2%	
True Religion	4	\$ 110,900	19.5%			True Religion	1	\$ 93,800	20.4%	7.4%	21.6%
Under Armour	4	\$ 301,200	36.0%			Under Armour	1	\$ 313,000	36.0%		46.4%
Urban Outfitters	4	\$ 668,000	14.0%	-2.0%		Urban Outfitters	1	\$ 524,019	9.0%	-1.0%	
Specialty						Specialty					
A.C. Moore	4	\$ 143,200	-4.4%	-4.3%		A.C. Moore	1	\$ 102,700	-2.5%	-2.6%	
Build-A-Bear	4	\$ 123,200	2.2%	-3.7%		Build-A-Bear	1	\$ 94,159	-5.6%	-8.5%	
Fossil	4	\$ 701,100	32.8%			Fossil	1	\$ 537,000	36.6%		
GameStop	4	\$ 3,690,000	4.8%	2.6%	24.5%	GameStop	1	\$ 2,280,000	9.5%	5.3%	27.2%
Jo-Ann Stores	3	\$ 535,300	5.1%	4.1%		Jo-Ann Stores	4	\$ 624,100	3.6%	2.0%	
Michael's	4	\$ 1,331,000	2.4%	0.7%		Michael's	1	\$ 953,000	5.7%	4.3%	
Petsmart	4	\$ 1,500,000	8.1%	6.3%	30.6%	Petsmart	1	\$ 1,500,000	6.8%	5.0%	29.6%
Radio Shack	4	\$ 1,037,000	3.8%	1.3%	41.0%	Radio Shack	1	\$ 1,060,000	2.1%	-0.6%	44.8%

Company	Quarter	Sales (in millions)	Sales Growth %	Comp Store Sales %	Gross Profit %	Company	Quarter	Sales (in millions)	Sales Growth %	Comp Store Sales %	Gross Profit %
Specialty (Continued from previous page)						Specialty (Continued from previous page)					
Tiffany & Co.	4	\$ 1,100,000	12.0%	9.0%	60.9%	Tiffany & Co.	1	\$ 761,000	20.0%	16.0%	58.3%
Ulta	4	\$ 473,700	19.5%	10.4%	33.1%	Ulta	1	\$ 386,000	20.6%	11.1%	34.9%
Vitamin Shoppe	4	\$ 180,300	11.0%	6.5%	15.3%	Vitamin Shoppe	1	\$ 216,900	13.2%	8.1%	15.8%
Zale Corporation	2	\$ 626,000	7.6%	7.9%		Zale Corporation	3	\$ 412,000	14.5%	15.2%	
Footwear						Footwear					
Brown Shoe	4	\$ 604,500	6.8%	4.9%	38.9%	Brown Shoe	1	\$ 624,620	4.5%	-3.9%	40.0%
DSW	4	\$ 468,500		14.9%		DSW	1	\$ 503,600	12.0%	10.8%	
Foot Locker	4	\$ 139,200	5.1%	7.3%		Foot Locker	1	\$ 145,200	13.3%	12.8%	
Shoe Carnival	4	\$ 179,900	5.3%	4.6%	30.0%	Shoe Carnival	1	\$ 198,500	4.7%	3.4%	
Skechers	4	\$ 454,600	17.0%		40.5%	Skechers	1	\$ 476,200	-3.4%		40.4%
Steve Madden	4	\$ 161,000	15.4%	14.1%		Steve Madden	1	\$ 165,800	25.9%	12.0%	
Sporting Goods						Sporting Goods					
Big 5 Sporting Goods	4	\$ 226,700	-4.5%	-0.7%	33.4%	Big 5 Sporting Goods	1	\$ 221,100	1.2%	-0.9%	32.6%
Cabela's	1	\$ 587,000	5.7%	8.9%		Cabela's	2	Release July 28, 2011			
Dick's Sporting Goods	4	\$ 1,518,900	13.6%	9.4%	31.6%	Dick's Sporting Goods	1	\$ 1,100,000	6.3%	2.1%	29.7%
Golfsmith	4	\$ 72,900	14.2%	6.4%		Golfsmith	1	\$ 81,500	20.5%	13.4%	
Hibbett Sports	4	\$ 173,500	4.0%	1.3%		Hibbett Sports	1	\$ 203,700	10.4%	6.8%	
Nike	3	\$ 5,100,000	7.0%			Nike	4	\$ 5,800,000	14.0%		
Sport Chalet	3	\$ 95,800	0.6%	-0.4%		Sport Chalet	4	\$ 98,200	8.8%	1.3%	29.0%
Home / Furniture						Home / Furniture					
Cost Plus World Market	4	\$ 341,600	7.1%	7.7%	33.1%	Cost Plus World Market	1	\$ 199,700	5.9%	5.5%	31.7%
Ethan Allen	3	\$ 173,300	21.0%		51.8%	Ethan Allen	3	\$ 162,800	10.6%	13.4%	
Haverty Furniture Companies	1	\$ 154,200	-1.2%	-0.6%		Haverty Furniture Companies	2	\$ 143,100	-1.4%	-1.4%	
Kirkland's	4	\$ 139,600	-2.2%	-7.9%		Kirkland's	1	\$ 94,400	1.0%	-8.4%	
Lumber Liquidators	1	\$ 159,700	5.6%	-4.3%		Lumber Liquidators	2	Release July 26, 2011			
Pier 1 Imports	4	\$ 426,600	7.7%	8.9%	42.8%	Pier 1 Imports	1	\$ 335,000	9.5%	10.2%	
Tuesday Morning	3	\$ 174,300	1.3%	0.7%	38.3%	Tuesday Morning	4	Release July 14, 2011			
Williams-Sonoma	4	\$ 1,195,000	9.7%	5.2%		Williams-Sonoma	1	\$ 771,000	7.4%	9.0%	
Discount Store / Value Grocery						Discount Store / Value Grocery					
BigLots	4	\$ 1,518,900	3.8%	0.0%		BigLots	1	\$ 1,215,700	-0.5%	-3.6%	
Dollar General	4	\$ 3,490,000	9.4%	3.8%	32.4%	Dollar General	1	\$ 3,450,000	10.9%	5.4%	31.5%
Dollar Tree	4	\$ 1,730,000	10.7%	3.9%		Dollar Tree	1	\$ 1,550,000	14.3%	7.1%	
Family Dollar	2	\$ 2,263,000	8.3%	5.1%	35.7%	Family Dollar	3	\$ 2,153,000	7.8%	4.7%	36.2%
Supervalu	3	\$ 8,700,000		-4.9%	21.5%	Supervalu	4	\$ 8,700,000		-5.0%	23.3%
Department Store						Department Store					
Burlington Coat Factory	4	\$ 1,188,000	6.1%	1.2%		Burlington Coat Factory	1	\$ 929,100	3.8%	0.5%	
Sears Holdings	4	\$ 13,100,000		-1.2%		Sears Holdings	1	\$ 9,700,000	-3.0%	-3.6%	
Quick Serve Restaurants						Quick Serve Restaurants					
Chipotle	1	\$ 509,400	24.3%	12.4%		Chipotle	2	Release July 19, 2011			
CKE Restaurants	4	\$ 297,000	-4.7%	2.3%		CKE Restaurants	1	\$ 400,600	-8.0%	5.5%	
Jack in the Box	1	\$ 436,910		1.5%		Jack in the Box	2	\$ 321,242		0.8%	
McDonald's	4	\$ 6,214,100	4.0%	5.0%		McDonald's	1	\$ 6,111,600	9.0%	4.2%	
Sonic	2	\$ 113,500		1.2%		Sonic	3	\$ 152,100	4.1%	6.5%	
Starbuck's	1	\$ 3,000,000	8.0%	7.0%		Starbuck's	2	\$ 2,800,000	10.0%	7.0%	
Wendy's/Arby's Group	4	\$ 840,700		3.0%		Wendy's/Arby's Group	1	\$ 847,800	1.2%	5.5%	
Yum Brands	4	\$ 3,071,000	7.0%	8.0%		Yum Brands	1	\$ 2,051,000	5.0%	-1.0%	

To be added to the Store Sales & Performance distribution list, please contact Amanda Dowd, Manager Office Operations, by email at amanda@retailsearchgroup.com

A Retailer's name **highlighted in RED** denotes a recent quarter release.

RETAIL

SEARCH GROUP™

Executive Search for the Retail World™
P: 530.432.1966
F: 530.432.3606
www.RetailSearchGroup.com