

February 2011					March 2011				
Company	February 2011 Total Sales (000)	% Change vs February 2010	February 2011 % change comp stores	February 2010 % change comp stores	Company	March 2011 Total Sales (000)	% Change vs March 2010	March 2011 % change comp stores	March 2010 % change comp stores
Big Box					Big Box				
BJ's Wholesale Club	\$ 814,056	9.3%	5.5%	7.5%	BJ's Wholesale Club	\$ 1,083,319	9.1%	5.3%	10.6%
Costco Wholesale Corp.	\$ 6,380,000	13.7%	8.0%	9.0%	Costco Wholesale Corp.	\$ 8,330,000	16.5%	13.0%	10.0%
Target Corp.	\$ 4,750,000	2.4%	1.8%	2.4%	Target Corp.	\$ 5,955,000	-4.5%	-5.5%	10.3%
Drug Store					Drug Store				
Rite Aid Corp.	\$ 2,438,000	0.2%	1.0%	-3.2%	Rite Aid Corp.	\$ 1,950,000	-0.9%	-0.1%	-0.1%
Walgreens	\$ 5,730,000	7.7%	3.8%	0.4%	Walgreens	\$ 6,280,000	7.7%	3.0%	2.3%
Specialty Apparel					Specialty Apparel				
Buckle	\$ 73,900	6.5%	2.1%	5.1%	Buckle	\$ 96,800	11.4%	8.4%	7.2%
Cato Corp.	\$ 86,400	8.0%	5.0%	3.0%	Cato Corp.	\$ 97,400	-7.9%	-9.0%	24.0%
Destination Maternity	\$ 45,500	8.1%	2.6%	-9.3%	Destination Maternity	\$ 50,500	-0.4%	-4.0%	-3.3%
Gap	\$ 821,000	-2.0%	-3.0%	4.0%	Gap	\$ 1,330,000	-8.3%	-10.0%	11.0%
Hot Topic	\$ 53,400	-1.5%	-1.4%	-7.0%	Hot Topic	\$ 61,600	-6.5%	-5.0%	-7.5%
Limited Brands	\$ 670,900	11.8%	12.0%	10.0%	Limited Brands	\$ 863,000	15.5%	14.0%	15.0%
Tandy Leather Factory	\$ 5,100	8.5%	10.0%	15.0%	Tandy Leather Factory	\$ 5,700	5.6%	10.0%	20.0%
Wet Seal	\$ 48,200	12.9%	7.0%	4.7%	Wet Seal	\$ 61,700	10.2%	4.7%	6.3%
Zumiez	\$ 32,700	18.5%	12.8%	11.2%	Zumiez	\$ 41,200	15.1%	8.9%	13.2%
Discount Store / Value Grocery					Discount Store / Value Grocery				
Duckwall-ALCO Stores	\$ 35,500	5.7%	3.1%	-2.9%	Duckwall-ALCO Stores	\$ 43,800	3.1%	0.4%	2.1%
Fred's	\$ 153,600	2.0%	0.9%	2.0%	Fred's	\$ 188,800	2.9%	0.7%	3.6%
Ross Stores	\$ 595,000	7.4%	3.0%	11.0%	Ross Stores	\$ 828,000	2.1%	-1.0%	14.0%
Stein Mart	\$ 80,400	7.9%	8.2%	-9.3%	Stein Mart	\$ 127,100	-4.9%	-3.9%	1.0%
TJX Cos.	\$ 1,500,000	7.1%	3.0%	10.0%	TJX Cos.	\$ 2,040,000	0.5%	-1.0%	12.0%
Department Store					Department Store				
Bon-Ton Stores	\$ 197,700	-1.1%	-0.5%	0.5%	Bon-Ton Stores	\$ 254,500	-6.6%	-6.1%	11.4%
Dillard's	\$ 492,611	-1.3%	-1.0%	2.0%	Dillard's	\$ 519,844	-1.3%	-1.0%	9.0%
J.C. Penney Co.	\$ 1,214,000	2.7%	6.4%	1.2%	J.C. Penney Co.	\$ 1,467,000	-4.0%	-0.3%	5.4%
Kohl's Corp.	\$ 1,161,000	7.1%	5.0%	3.7%	Kohl's Corp.	\$ 1,723,000	-4.9%	-6.5%	22.5%
Macy's	\$ 1,765,000	5.9%	5.8%	3.7%	Macy's	\$ 2,207,000	1.6%	0.9%	10.8%
Neiman Marcus	\$ 282,000	13.3%	12.7%	6.2%	Neiman Marcus	\$ 372,000	9.1%	8.8%	9.6%
Nordstrom	\$ 606,000	12.4%	7.3%	10.3%	Nordstrom	\$ 897,000	10.1%	5.1%	16.8%
Saks	\$ 196,200	14.3%	15.3%	2.0%	Saks	\$ 260,200	9.2%	11.1%	12.7%
Stage Stores	\$ 94,000	-5.1%	-7.2%	-3.9%	Stage Stores	\$ 134,000	-4.3%	-5.3%	8.6%

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	3	\$ 2,194,000	11.1%	7.0%		Bed Bath & Beyond	4	\$ 2,505,000	11.6%	8.5%	
Best Buy	3	\$ 11,890,000	-1.0%	-3.3%	25.1%	Best Buy	4	\$ 16,256,000	-1.8%	-4.6%	24.3%
hhgregg	2	\$ 480,900	44.8%	-1.5%	30.0%	hhgregg	3	\$ 653,700	30.6%	-6.2%	
Home Depot	3	\$ 16,600,000	1.4%	1.4%		Home Depot	4	\$ 15,100,000	3.8%	3.9%	
Lowe's	3	\$ 11,600,000	1.9%	0.2%		Lowe's	4	\$ 10,500,000	3.1%	1.1%	
Office Depot	3	\$ 2,900,000	-4.0%	0.0%	28.4%	Office Depot	4	\$ 3,000,000	-3.0%	-1.0%	28.6%
Office Max	3	\$ 1,813,400	-1.0%	0.4%		Office Max	4	\$ 1,766,200	-2.4%	-0.7%	25.3%
Staples	3	\$ 6,500,000				Staples	4	\$ 6,400,000	17.0%		
Wal-Mart	3	\$ 101,200,000	2.6%	-0.7%		Wal-Mart	4	\$ 115,600,000	2.5%	-1.8%	
Drug Store						Drug Store					
CVS	3	\$ 23,900,000	3.1%	2.5%		CVS	4	\$ 24,771,000	-4.1%	1.7%	
Automotive / Boating / RV						Automotive / Boating / RV					
Advance Auto Parts	3	\$ 1,406,500	11.4%	9.9%	50.3%	Advance Auto Parts	4	\$ 1,270,100	11.1%	8.9%	49.4%
Auto Zone	1	\$ 1,800,000	12.7%	9.5%	50.7%	Auto Zone	2	\$ 1,700,000	10.3%	7.1%	50.9%
CarMax	3	\$ 2,120,000	23.0%	16.0%	23.0%	CarMax	4	\$ 2,250,000	23.0%	12.0%	21.0%
Marine Max	4	\$ 124,400				Marine Max	4	\$ 124,400		-36.0%	
O'Reilly Auto Parts	3	\$ 1,430,000	13.0%	11.1%	48.6%	O'Reilly Auto Parts	4	\$ 1,310,000	12.0%	8.8%	
Pep Boys	3	\$ 496,400	5.0%	3.5%		Pep Boys	4	\$ 477,400	5.4%	4.3%	
Tractor Supply	3	\$ 829,100	10.9%	5.0%		Tractor Supply	4	\$ 1,003,000	19.7%	13.1%	
West Marine	3	\$ 172,500	2.6%	3.7%	28.7%	West Marine	4	\$ 107,300	3.3%	1.6%	
Specialty Apparel						Specialty Apparel					
Abercrombie & Fitch	3	\$ 885,778		7.0%	63.7%	Abercrombie & Fitch	4	\$ 1,149,396		13.0%	63.6%
Aeropostale	3	\$ 243,800	7.0%	-1.0%	36.6%	Aeropostale	4	\$ 839,300	5.0%	-3.0%	35.5%
American Eagle Outfitters	3	\$ 752,000	2.0%	1.0%	41.6%	American Eagle Outfitters	4	\$ 916,000	-4.0%	-7.0%	39.4%
Ann Taylor	3	\$ 505,300		12.0%		Ann Taylor	4	\$ 515,000		11.0%	
Carter's / Osh Kosh	3	\$ 517,900	7.6%	1.4%		Carter's / Osh Kosh	4	\$ 495,000	17.0%	4.7%	
Charming Shoppes	3	\$ 463,600	1.0%	3.0%		Charming Shoppes	4	\$ 575,800	7.0%	9.0%	43.0%
Chico's FAS	3	\$ 483,000	8.1%	3.1%		Chico's FAS	4	\$ 475,000	9.0%	1.1%	
Children's Place	3	\$ 453,400	-2.1%	-5.7%		Children's Place	4	\$ 453,200	-2.1%	-5.9%	
Claire's Stores	3	\$ 348,200	7.3%	7.5%	51.9%	Claire's Stores	4	\$ 422,000	2.7%	3.2%	
Coach	1	\$ 912,000	20.0%	8.5%	23.0%	Coach	2	\$ 1,026,000	19.0%	12.6%	19.0%
Collective Brands	3	\$ 881,800	1.7%	-2.7%		Collective Brands	4	\$ 773,800	4.3%	0.4%	
Joe's Jeans	3	\$ 25,500	20.0%	23.5%		Joe's Jeans	4	\$ 23,600	-7.0%	23.5%	
JoS. A. Bank Clothiers	3	\$ 173,300	7.4%	3.0%		JoS. A. Bank Clothiers	4				
Liz Claiborne	3	\$ 658,000	-13.6%		51.3%	Liz Claiborne	4	\$ 704,000	7.0%		50.6%
Men's Wearhouse	3	\$ 494,600	7.9%	9.6%		Men's Wearhouse	4	\$ 542,100	18.6%	4.3%	
Pacific Sunwear	3	\$ 257,904		-3.0%		Pacific Sunwear	4	\$ 263,000	-10.0%	-7.0%	
Quicksilver	4	\$ 221,800	-7.0%			Quicksilver	1	\$ 426,500	-1.4%		
rue21	3	\$ 163,900	19.5%	1.8%		rue21	4	\$ 190,100	22.3%	1.5%	
True Religion	3	\$ 92,800	12.5%	9.0%	62.1%	True Religion	4	\$ 110,900	19.5%		
Under Armour	3	\$ 276,700	28.0%			Under Armour	4	\$ 301,200	36.0%		
Urban Outfitters	3	\$ 574,000	13.0%	1.0%	41.1%	Urban Outfitters	4	\$ 668,000	14.0%	-2.0%	
Specialty						Specialty					
A.C. Moore	3	\$ 99,700	-6.0%	-7.0%		A.C. Moore	4	\$ 143,200	-4.4%	-4.3%	
Barnes & Noble	2	\$ 1,900,000	1.0%	-3.3%		Barnes & Noble	3	\$ 2,300,000	7.0%	7.3%	
Build-A-Bear	3	\$ 91,700	2.2%	3.1%		Build-A-Bear	4	\$ 123,200	2.2%	-3.7%	
Fossil	3	\$ 523,800	37.4%		41.8%	Fossil	4	\$ 701,100	32.8%		
GameStop	3	\$ 1,900,000	3.5%	5.3%	28.8%	GameStop	4	\$ 3,690,000	4.8%	2.6%	24.5%
Jo-Ann Stores	3	\$ 535,300	5.1%	4.1%		Jo-Ann Stores	4	\$ 624,100	3.6%	2.0%	
Michael's	3	\$ 968,000	4.2%	2.9%	38.8%	Michael's	4	\$ 1,331,000	2.4%	0.7%	
Petsmart	3	\$ 1,400,000	-7.2%	5.6%	28.0%	Petsmart	4	\$ 1,500,000	8.1%	6.3%	30.6%
Radio Shack	3	\$ 1,050,000	6.2%	6.2%	46.7%	Radio Shack	4	\$ 1,037,000	3.8%	1.3%	41.0%

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.	3	\$ 681,700	14.0%	12.0%	58.5%	Tiffany & Co.	4	\$ 1,100,000	12.0%	9.0%	60.9%
Ulta	3	\$ 339,200	19.4%	12.2%	35.1%	Ulta	4	\$ 473,700	19.5%	10.4%	33.1%
Vitamin Shoppe	3	\$ 187,400	11.3%	7.1%	32.6%	Vitamin Shoppe	4	\$ 180,300	11.0%	6.5%	15.3%
Zale Corporation	1	\$ 327,037	-0.7%	-1.1%		Zale Corporation	2	\$ 626,000	7.6%	7.9%	
Footwear						Footwear					
Brown Shoe	3	\$ 716,100	14.5%		39.4%	Brown Shoe	4	\$ 604,500	6.8%	4.9%	38.9%
DSW	3	\$ 489,300		10.1%		DSW	4	\$ 468,500		14.9%	
Foot Locker	3	\$ 121,400	-7.3%	-8.2%		Foot Locker	4	\$ 139,200	5.1%	7.3%	
Shoe Carnival	3	\$ 204,400	6.7%	7.2%	30.1%	Shoe Carnival	4	\$ 179,900	5.3%	4.6%	30.0%
Skechers	3	\$ 554,600	36.8%		45.6%	Skechers	4	\$ 454,600	17.0%		40.5%
Steve Madden	3	\$ 184,100	31.4%	15.7%		Steve Madden	4	\$ 161,000	15.4%	14.1%	
Sporting Goods						Sporting Goods					
Big 5 Sporting Goods	3	\$ 231,800		2.0%	33.4%	Big 5 Sporting Goods	4	\$ 226,700	-4.5%	-0.7%	33.4%
Cabela's	3	\$ 587,263	15.0%	2.4%		Cabela's	4	\$ 934,411	8.4%	7.3%	
Dick's Sporting Goods	3	\$ 1,079,000	9.0%	5.1%		Dick's Sporting Goods	4	\$ 1,518,900	13.6%	9.4%	31.6%
Golfsmith	3	\$ 93,300	3.0%	-1.7%		Golfsmith	4	\$ 72,900	14.2%	6.4%	
Hibbett Sports	3	\$ 167,400	14.8%	12.5%		Hibbett Sports	4	\$ 173,500	4.0%	1.3%	
Nike	2	\$ 4,800,000	10.0%			Nike	3	\$ 5,100,000	7.0%		
Sport Chalet	2	\$ 88,800		-1.9%	28.2%	Sport Chalet	3	\$ 95,800	0.6%	-0.4%	
Home / Furniture						Home / Furniture					
Cost Plus World Market	3	\$ 277,500	6.4%	7.0%	30.7%	Cost Plus World Market	4	\$ 341,600	7.1%	7.7%	33.1%
Ethan Allen	3	\$ 164,800	21.0%		50.0%	Ethan Allen	4	\$ 173,300	21.0%		51.8%
Haverty Furniture Companies	4	\$ 162,100	-0.2%	1.9%		Haverty Furniture Companies	1	\$ 154,200	-1.2%	-0.6%	
Kirkland's	3	\$ 92,700	0.4%	-2.4%		Kirkland's	4	\$ 139,600	-2.2%	-7.9%	
Lumber Liquidators	3	\$ 147,200	4.7%	-5.7%	51.8%	Lumber Liquidators	4	\$ 153,200	11.8%	1.2%	52.0%
Pier 1 Imports	3	\$ 353,800	8.2%	10.2%	40.7%	Pier 1 Imports	4	\$ 426,600	7.7%	8.9%	42.8%
Tuesday Morning	1	\$ 172,800	4.2%	4.3%	38.7%	Tuesday Morning	2	\$ 279,300	-3.6%	-3.2%	38.4%
Williams-Sonoma	3	\$ 865,000	10.5%	5.0%		Williams-Sonoma	4	\$ 1,195,000	9.7%	5.2%	
Discount Store / Value Grocery						Discount Store / Value Grocery					
BigLots	3	\$ 1,055,800	2.0%	0.7%		BigLots	4	\$ 1,518,900	3.8%	0.0%	
Dollar General	3	\$ 3,220,000	10.1%	4.2%	31.4%	Dollar General	4	\$ 3,490,000	9.4%	3.8%	32.4%
Dollar Tree	3	\$ 1,430,000	14.2%	8.7%		Dollar Tree	4	\$ 1,730,000	10.7%	3.9%	
Family Dollar	1	\$ 1,997,000	9.5%	6.9%	36.0%	Family Dollar	2	\$ 2,263,000	8.3%	5.1%	35.7%
Supervalu	3	\$ 6,600,000	-7.7%		21.5%	Supervalu	4	Release 4/14/2011			
Department Store						Department Store					
Burlington Coat Factory	3	\$ 858,100	-1.6%	-5.6%		Burlington Coat Factory	4	\$ 1,188,000	6.1%	1.2%	
Sears Holdings	3	\$ 9,700,000		-4.8%		Sears Holdings	4	\$ 13,100,000		-1.2%	
Quick Serve Restaurants						Quick Serve Restaurants					
Burger King	4	\$ 454,100		-0.7%		Burger King	1				
Chipotle	3	\$ 476,900	23.0%	11.4%		Chipotle	4	\$ 482,500	24.5%	12.6%	
Jack in the Box	4	\$ 400,000				Jack in the Box	1	\$ 436,910		1.5%	
McDonald's	3	\$ 6,304,900		6.0%		McDonald's	4	\$ 6,214,100	4.0%	5.0%	
Sonic	4	\$ 155,100	-10.0%	-6.4%		Sonic	1	\$ 129,100	-5.0%	-2.4%	
Starbuck's	4	\$ 2,800,000	17.2%	8.0%		Starbuck's	1	\$ 3,000,000	8.0%	7.0%	
Wendy's/Arby's Group	3	\$ 766,000		-1.7%		Wendy's/Arby's Group	4	\$ 840,700		3.0%	
Yum Brands	3	\$ 2,496,000		1.0%		Yum Brands	4	\$ 3,071,000	7.0%	8.0%	

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

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