

Retail Trade Survey: June 2016 quarter

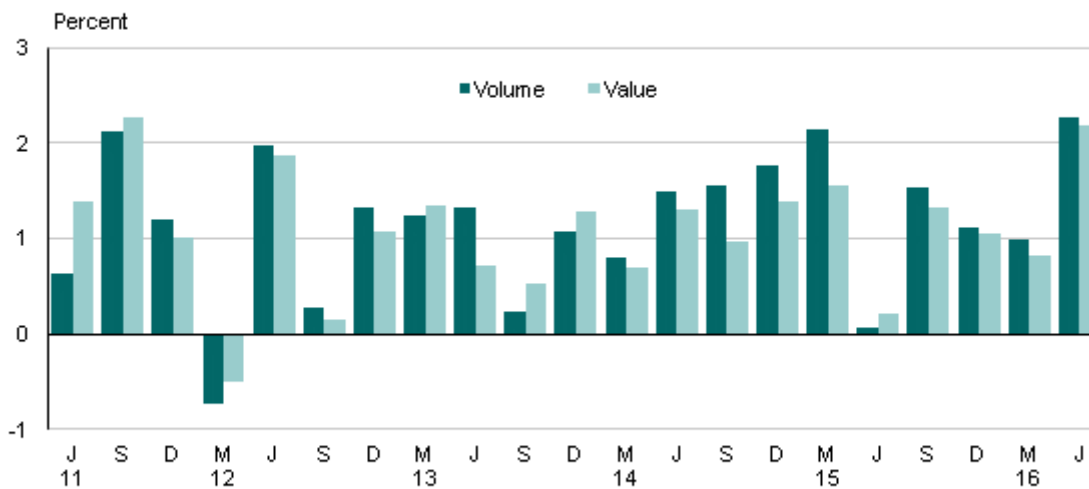
Embargoed until 10:45am – 12 August 2016

Key facts

For the June 2016 quarter, compared with the March 2016 quarter (seasonally adjusted):

- The total volume of retail sales rose 2.3 percent.
- The total value of retail sales rose 2.2 percent.
- Both total volumes and values recorded their largest dollar-value increases in the series.
- Twelve of the 15 industries had higher sales in both volumes and values.
- The hardware, building, and garden supplies industry had the largest volume and value sales increases.

Change in seasonally adjusted retail sales
Quarterly



Source: Statistics New Zealand

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Commentary

- [Total retail volume sales record a strong rise](#)
- [Total retail value sales have solid increase](#)
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All values are seasonally adjusted, with comparisons against the previous quarter, unless otherwise stated.

Total retail volume sales record a strong rise

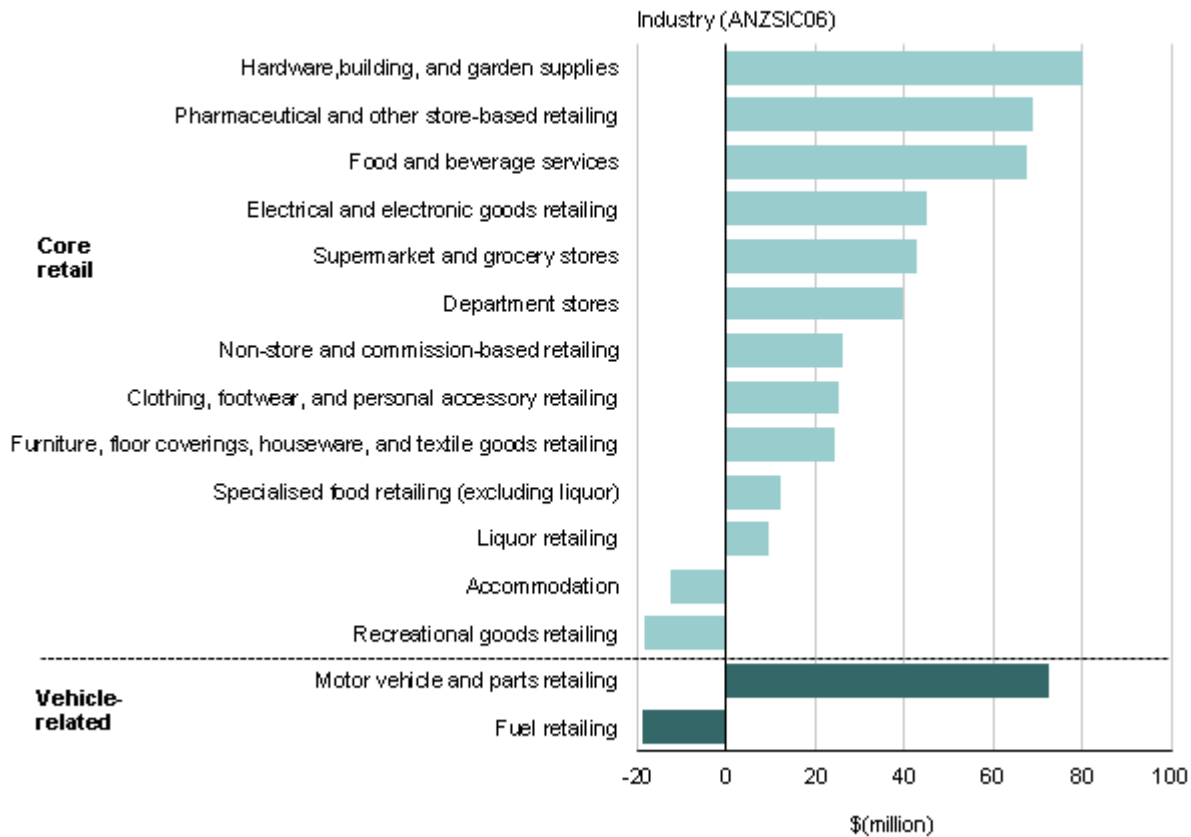
The total volume of retail sales rose 2.3 percent for the June 2016 quarter – the largest percentage increase since the December 2006 quarter. This quarter's increase follows a 1.0 percent rise in the March 2016 quarter.

This quarter had the largest dollar-value rise in total retail sales volume since the series began in September 2003.

Twelve of the 15 retail industries had higher sales volumes in the latest quarter, with hardware, building, and garden supplies having the largest rise (up 5.0 percent).

Retail industry contributions to the change in seasonally adjusted sales volumes

Change from March 2016 quarter



Source: Statistics New Zealand

Other industries with large rises in the June 2016 quarter were:

- motor-vehicle and parts retailing, up 2.6 percent
- pharmaceutical and other store-based retailing, up 5.2 percent
- food and beverage services, up 3.3 percent.

The largest falls in the latest quarter were:

- fuel retailing, down 1.0 percent
- recreational goods, down 3.3 percent.

In core retail (which excludes the two vehicle-related industries) the sales volume rose 2.6 percent in the June 2016 quarter, after a 1.1 percent rise in the March 2016 quarter.

This quarter is also the largest dollar-value increase since the series began in September 2003.

Total retail value sales have solid increase

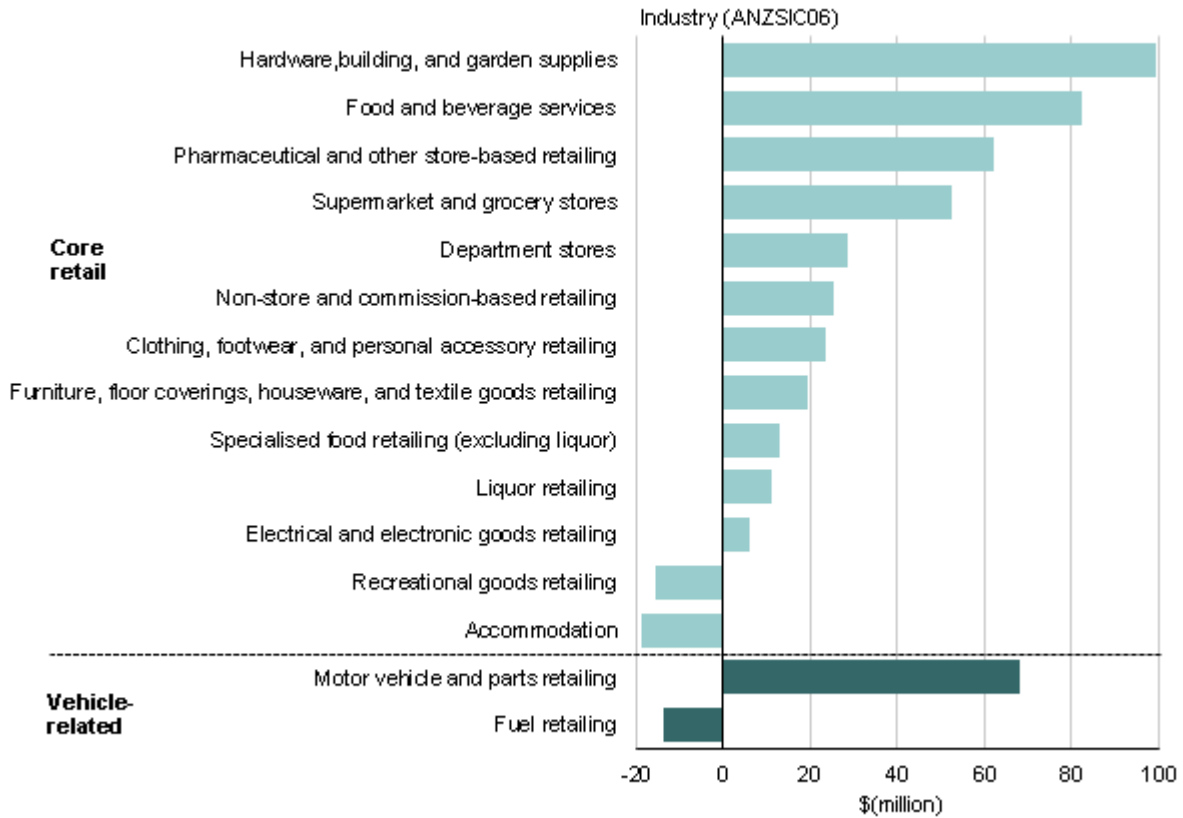
The total value of retail sales rose 2.2 percent (\$443 million) in the June 2016 quarter – the largest percentage increase since the September 2011 quarter. This quarter's increase follows a 0.8 percent (\$164 million) rise in the March 2016 quarter.

This quarter had the largest dollar-value rise in total retail sales values since the series began in September 1995.

Twelve of the 15 retail industries had higher sales values in the latest quarter.

Retail industry contributions to the change in seasonally adjusted sales values

Change from March 2016 quarter



Source: Statistics New Zealand

Industries with the largest rises in the June 2016 quarter were:

- hardware, building, and garden supplies, up 5.9 percent (\$99 million)
- food and beverage services, up 3.6 percent (\$82 million)
- motor-vehicle and parts retailing, up 2.5 percent (\$68 million)
- pharmaceutical and other store-based retailing, up 4.9 percent (\$62 million).

The largest falls this quarter were:

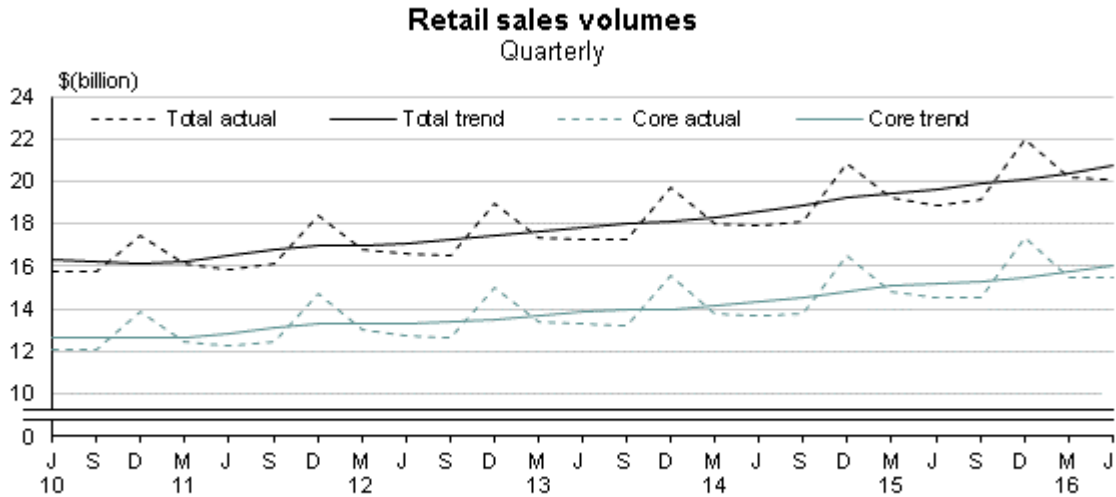
- accommodation, down 2.1 percent (\$19 million)
- recreational goods, down 2.9 percent (\$15 million).

In core retail (which excludes the two vehicle-related industries) the sales value rose 2.5 percent (\$389 million) in the June 2016 quarter. This follows a 1.4 percent rise (\$210 million) in the March 2016 quarter.

This quarter also had the largest dollar-value increase since the series began in September 1995.

Trends for sales volume and value continue to rise

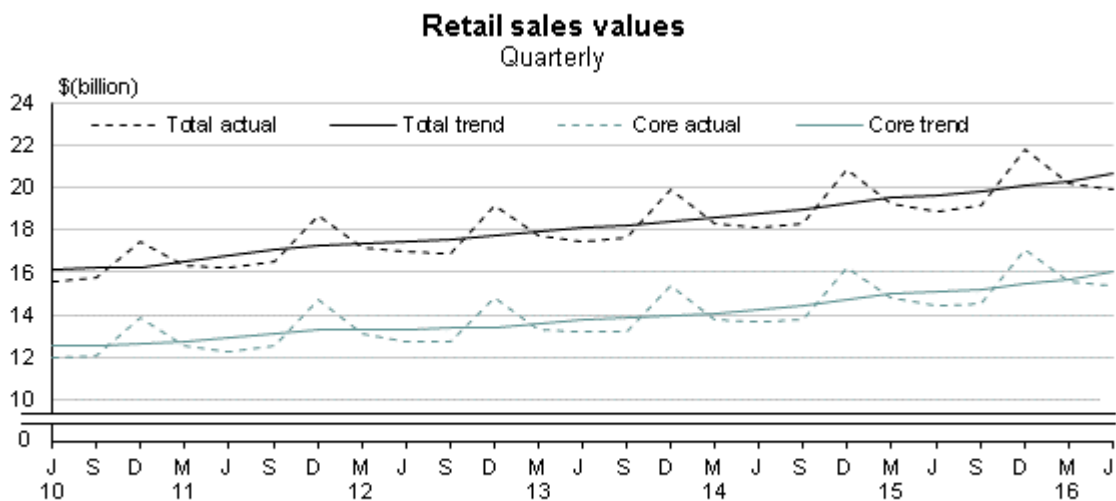
The trends for sales volume and value continued to rise in the June 2016 quarter. The trends for both the total sales volume, and core sales volume (which excludes the two vehicle-related industries) have been rising since late 2010. Both the total and core sales volume trends have risen 28 percent since then.



Source: Statistics New Zealand

The trend for the total sales value has risen for more than seven years – up 35 percent since the March 2009 quarter.

The core sales value trend (which excludes the two vehicle-related industries) has risen 35 percent since the December 2007 quarter.



Source: Statistics New Zealand

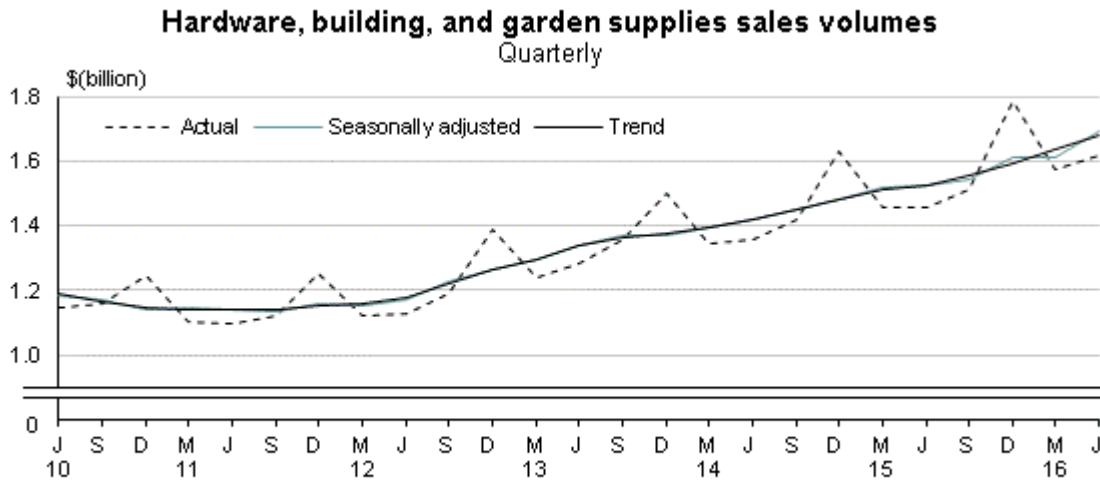
Hardware, building, and garden sales lead quarterly increase

The volume of sales in hardware, building, and garden supplies rose 5.0 percent, the largest industry increase in the June 2016 quarter. This follows a subdued 0.1 percent rise in the March 2016 quarter and solid 4.5 percent rise in the December 2015 quarter. Several respondents stated they had an extremely busy quarter, with increased sales of building products, particularly in the wider Auckland region.

Hardware, building, and garden supply retailers provide a range of building and household products to domestic customers, as well as to the larger building trade customers throughout New Zealand.

Prices (which are not seasonally adjusted) rose 1.0 percent in the June 2016 quarter. This follows an unchanged movement in the March 2016 quarter and a 0.2 percent rise in the December 2015 quarter.

The value of sales in this industry also recorded the largest industry rise, up 5.9 percent (\$99 million) in the June 2016 quarter, after a 0.2 percent (\$4 million) rise in the March 2016 quarter.



Source: Statistics New Zealand

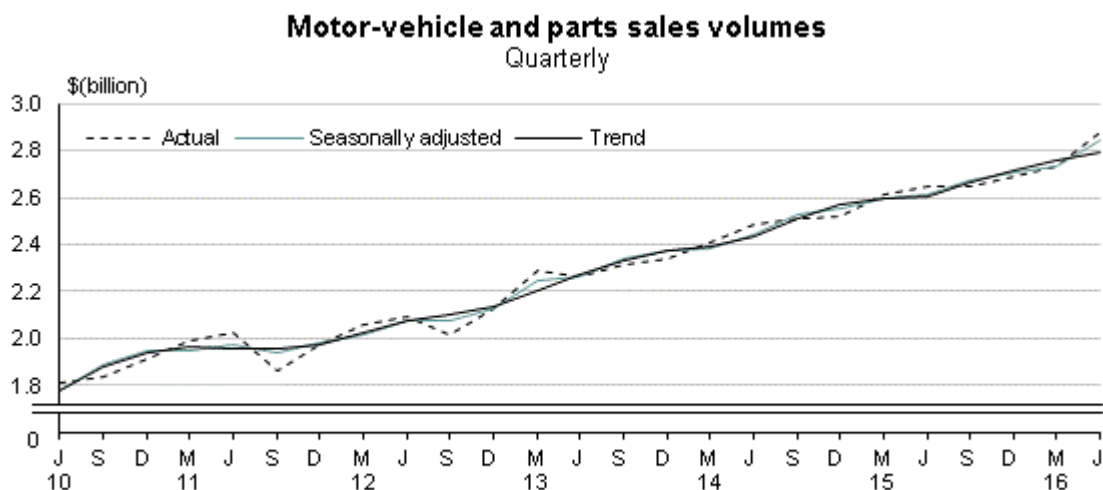
The sales volume trend for the hardware, building, and garden supplies industry has risen 48 percent over the last five years. This steady growth follows a period of decline over the September 2010 to June 2011 quarters, during the Canterbury earthquake events.

Motor-vehicle sales gain traction

The volume of sales in the motor-vehicle and parts retailing industry rose 2.6 percent in the June 2016 quarter, after a 0.6 percent rise in the March 2016 quarter. Several respondents commented they had high sales over the quarter, especially of SUVs and prestige vehicles.

Prices (which are not seasonally adjusted) fell 0.8 percent in the June 2016 quarter.

The value of sales in this industry rose 2.5 percent (\$68 million) in the latest quarter, after a 1.6 percent (\$43 million) rise in the March 2016 quarter.



Source: Statistics New Zealand

The sales volume trend in this industry has generally been rising for almost six years – up 47 percent since the September 2010 quarter.

Pharmaceutical and other store-based sales rise

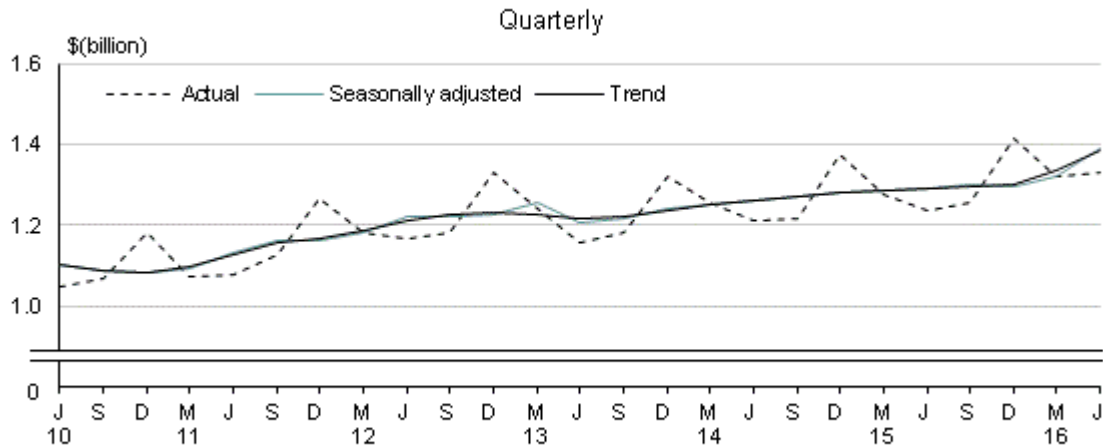
The pharmaceutical and other store-based industry is mainly made up of retailers selling pharmacy, cosmetic, and health products, as well as all other store-types that do not fall under the classifications of the other 14 retail industries. These stores can range from large duty-free operations to smaller souvenir or gift shops, to office product, stationery, photographic, music, or pet retailers, and florists.

The volume of sales in the pharmaceutical and other store-based retailing industry rose 5.2 percent in the June 2016 quarter, following a 1.6 percent rise in the March 2016 quarter. This quarter's increase was the largest in dollar-value terms since the start of the series in September 2003.

Prices (which are not seasonally adjusted) rose 0.4 percent in the June 2016 quarter.

The value of sales in this industry rose 4.9 percent (\$62 million) in the June 2016 quarter. This follows a 1.9 percent (\$24 million) rise in the March 2016 quarter. This quarter's increase was also the largest dollar-value rise since the series began in September 1995.

Pharmaceutical and other store-based sales volumes



Source: Statistics New Zealand

The sales volume trend for the pharmaceutical and other store-based industry has steadily increased over the past three years – up 14 percent since the June 2013 quarter.

Auckland dominates regional growth

Note: the Retail Trade Survey is designed at a national level. Use caution when interpreting regional-level figures.

All six retail regions had increased sales values in the June 2016 quarter.

The value of sales in the North Island rose 2.8 percent (\$428 million) in the June 2016 quarter. This follows a 0.6 percent (\$98 million) rise in the March 2016 quarter.

The North Island sales increase was dominated by the Auckland region, as results show:

- Auckland – up 2.7 percent (\$204 million)
- Waikato – up 1.3 percent (\$23 million)
- Wellington – up 4.5 percent (\$85 million)
- remainder of the North Island – up 2.9 percent (\$116 million).

The value of sales in the South Island rose 0.7 percent (\$34 million) in the June 2016 quarter. This follows a fall of 0.2 percent (\$8 million) in the March 2016 quarter.

The South Island sales increase resulted from:

- Canterbury – up 0.1 percent (\$3 million)
- remainder of the South Island – up 1.5 percent (\$31 million).

Actual sales volume and value show increases from 2015

In the June 2016 quarter, compared with the June 2015 quarter:

- the **volume** of total actual retail sales rose 6.0 percent
- the **value** of total actual retail sales rose 5.5 percent (to \$19.9 billion)

- the **volume** of core actual retail sales rose 6.4 percent
- the **value** of core actual retail sales rose 6.6 percent (to \$15.3 billion).

Actual stock values up from June 2015

Stock figures are recorded at 30 June 2016. All references to stocks are in actual dollars.

The total value of stock held at 30 June 2016 (\$7.2 billion) was 4.6 percent (\$322 million) higher than at 30 June 2015.

The value of stock for the core retail industries (\$5.5 billion) was 5.1 percent (\$264 million) higher than at 30 June 2015.



Source: Statistics New Zealand

Eleven of the 15 retail industries recorded stock increases in the June 2016 quarter compared with the June 2015 quarter. The largest were in:

- hardware, building, and garden supplies – up 11.4 percent (\$96 million)
- pharmaceutical and other store-based retailing – up 11.9 percent (\$61 million)
- motor-vehicle and parts retailing – up 3.5 percent (\$58 million).

Find data tables

For more detailed data from the Retail Trade Survey, see the Excel tables in the 'Downloads' box.

Related links

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Retail Trade Survey: September 2016 quarter will be released on 15 November 2016.

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[Retail Trade Survey: June 2016 quarter – DataInfo+](#)

Methodology used for this release and revisions to provisional values published in our previous release.

[Retail Trade Survey data collection methodology – DataInfo+](#)

General methodology used to produce retail trade survey statistics.

[Retail Trade Survey definitions – DataInfo+](#)

Definitions of terms and concepts used in this release.

[Principles and protocols for producers of Tier 1 statistics](#)

Statistics in this release are produced in accordance with the Official Statistics System principles and protocols for producers of Tier 1 statistics for quality. They conform to the Statistics NZ Methodological Standard for Reporting of Data Quality.

Related links

The latest movements in related series were as follows:

The [Consumers Price Index: June 2016 quarter](#) rose 0.4 percent from the March 2016 quarter.

On [Infoshare](#), New Zealand Transport Agency figures show that new registrations of cars and station wagons (including cars previously registered overseas) rose 0.6 percent in the June 2016 quarter from the March 2016 quarter. The Retail Trade Survey includes sales for new and used passenger vehicles, motor cycles, trailers, tyres, and vehicle parts retailing only. Sales for commercial vehicles (eg business vehicles, trucks, and buses) are more likely to be included in the quarterly Wholesale Trade Survey.

The [Building Consents Issued: June 2016](#) information release showed that 29,097 new homes gained building consents in the year to June 2016. This annual total is the highest for a June year since 2004. Auckland and surrounding regions were the main contributors to the growth.

[Credit card billings in New Zealand](#), including spending using New Zealand and overseas-issued cards, rose 6.6 percent in the June 2016 quarter from the same period in 2015.

The Reserve Bank of New Zealand's Official Cash Rate remained unchanged at 2.25 percent over the June 2016 quarter.

The International Travel and Migration: June 2016 information release showed that New Zealand had a record net gain of 69,100 migrants in the June 2016 year.

Revisions

Retail data for the pharmaceutical and other store-based industry, core and total retail (sales values, sales volumes, and stocks) have been revised as a result of updated respondent information.

The revisions to the March 2016 quarter include sales values, sales volume, and stocks data.

Revisions to March 2016 quarter actual sale and stock movements				
	Industry	Series reference	Published 13 May 2016	Published 12 August 2016
		RTTQ.	% change from same quarter previous year	
Sales value	Pharmaceutical and other store-based	S1AMC	1.4	2.5
	Core industries total	S1A1C	5.1	5.1
	All industries total	S1A9C	4.7	4.8
Sales volume	Pharmaceutical and other store-based	S1AMK	2.5	3.6
	Core industries total	S1A1K	4.7	4.8
	All industries total	S1A9K	4.8	4.9
Stock value	Pharmaceutical and other store-based	S2AMC	-1.7	0.8
	Core industries total	S2A1C	3.2	3.5
	All industries total	S2A9C	3.0	3.2

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Tables

See the following Excel and CSV tables in the 'Downloads' box on this page. If you have problems viewing the files, see [opening files and PDFs](#).

1. Actual retail sales values, by quarter by industry
2. Actual retail sales volumes expressed in September 2010 quarter prices, by quarter by industry
3. Seasonally adjusted retail sales values, by quarter by industry
4. Seasonally adjusted sales volumes expressed in September 2010 quarter prices, by quarter by industry
5. Retail sales value trends, by quarter by industry
6. Retail sales volume trends expressed in September 2010 quarter prices, by quarter by industry
7. Actual retail sales values, by geographical region
8. Actual core retail sales values, by geographical region
9. Seasonally adjusted retail sales values, by geographical region
10. Retail sales value trends, by geographical region
11. Actual retail stock values at end of quarter, by industry
12. Retail summary, by quarter
13. Retail trade sales deflators by industry, percentage change from previous quarter and from same quarter previous year

We have added machine-readable, zipped CSV files of the tables to the downloadable files, as a trial. Use the form below to send us feedback about them.

Access more data on Infoshare

Use [Infoshare](#) to access time-series data specific to your needs. For this release, select the following category from the homepage:

Subject category: **Industry sectors**
Group: **Retail Trade (ANZSIC06) - RTT**

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