

3-Month Outlook Index 2023

	SALES				INVENTORY				PRICES				PROMOTIONS				HIRING PLANS			
2023	% RPT INC.	% RPT DEC.	% RPT NO CH.	INDEX	% RPT INC.	% RPT DEC.	% RPT NO CH.	INDEX	% RPT INC.	% RPT DEC.	% RPT NO CH.	INDEX	% RPT INC.	% RPT DEC.	% RPT NO CH.	INDEX	% RPT INC.	% RPT DEC.	% RPT NO CH.	INDEX
DECEMBER																				
NOVEMBER																				
OCTOBER																				
SEPTEMBER	12	11	77	53.3	55	34	11	67.9	32	34	34	50.0	30	3	67	64.8	26	13	61	60.6
AUGUST	46	37	17	54.0	29	31	40	43.7	39	5	56	64.2	33	10	57	57.6	20	17	63	54.3
JULY	55	17	28	70.9	55	24	21	65.2	43	0	57	67.0	38	7	55	66.8	17	13	70	58.4
JUNE	53	13	34	70.8	37	16	47	64.1	38	3	59	70.8	34	6	60	67.2	10	13	77	54.2
MAY	59	21	20	66.7	32	33	35	48.1	44	3	53	69.4	35	2	63	69.4	17	9	74	52.7
APRIL	70	12	18	75.0	31	47	22	43.1	52	4	44	73.9	31	8	61	60.1	32	6	62	61.2
MARCH	67	11	22	67.9	37	22	41	50.4	43	0	57	70.5	42	4	54	63.5	29	6	65	51.7
FEBRUARY	63	27	10	56.4	57	23	20	53.5	60	7	33	72.4	43	3	54	63.0	30	13	57	48.4
JANUARY	61	19	20	64.2	49	18	33	55.8	47	4	49	63.8	47	4	49	65.9	31	8	61	56.5

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DECEMBER	35	46	19	57.6	38	38	24	55.0	57	11	32	69.8	24	8	68	63.2	8	14	78	51.5
NOVEMBER	39	47	14	56.7	28	39	33	59.3	33	14	53	66.5	17	8	75	61.9	11	8	81	60.8
OCTOBER	45	26	29	65.0	26	50	24	48.0	39	21	40	61.4	45	2	53	73.2	13	21	66	47.2
SEPTEMBER	47	32	21	59.5	28	43	29	46.9	52	6	42	75.3	31	6	63	62.2	20	14	66	56.5
AUGUST	59	28	13	63.2	36	26	38	48.3	55	4	41	72.9	40	2	58	63.1	15	13	72	53.2
JULY	51	31	18	58.5	41	29	30	57.1	57	8	35	69.7	35	4	61	67.1	20	27	53	50.1
JUNE	62	18	20	73.0	41	31	28	61.0	61	5	34	87.2	34	3	63	70.7	13	16	71	53.4
MAY	57	20	23	65.6	39	27	34	54.4	67	0	33	83.6	34	7	59	67.4	23	7	70	57.2
APRIL	63	15	22	70.2	43	24	33	61.3	77	0	23	91.6	32	2	66	63.3	23	9	68	53.8
MARCH	73	13	14	70.8	55	24	21	56.0	79	0	21	89.9	45	0	55	67.9	43	8	49	58.0
FEBRUARY	77	10	13	70.1	56	18	26	54.7	79	0	21	85.2	51	0	49	68.6	36	0	64	56.6
JANUARY	61	13	26	64.8	46	23	31	50.4	67	2	31	73.6	39	5	56	60.5	28	5	67	56.4