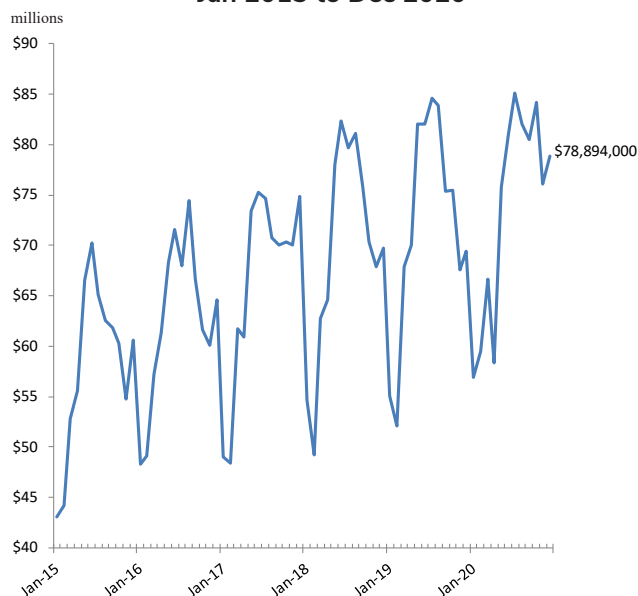




### Highlights:

- Yukon's retail sales totalled \$885.2 million in 2020, an increase of \$19.7 million, or 2.3%, compared to the 2019 figure of \$865.4 million.
- Based on the available data, Motor vehicle and parts dealers' sales increased by \$6.7 million (4.3%) in 2020, Gasoline stations' sales decreased by \$27.5 million (18.7%), and Cannabis stores sales increased by \$2.3 million (46.0%) compared to 2019.

Monthly Retail Sales, Yukon,  
Jan 2015 to Dec 2020



### Retail Sales

The annual value of Yukon's retail sales increased each year since Yukon data became available in 1991, with the exception of three years: 2004 (-2.0%), 2009 (-1.4%) and 2013 (-2.5%).

The annual value (sum of monthly values) of retail sales in 2020 was \$885.2 million, a 2.3% increase over the annual value of sales in 2019 (\$865.4 million).

Retail sales show a marked seasonal pattern in Yukon with high peaks in June through August and then a smaller peak in December. While sales in the summer months had an overall upward trend, December sales increased substantially in 2015 through 2017 before decreasing in 2018 and 2019. In April 2020, the first COVID-19 restrictions were implemented and retail sales dropped sharply by \$11.7 million, or 16.7%, compared to April 2019. However, the last 4 months of 2020 showed a strong recovery as sales increased by \$31.8 million, or 11.0%, compared to the same time period in 2019.

Yukon's total retail sales is broken down by industry and arranged according to their NAICS (North American Industry Classification System) categories. Exclusions include: vending machine operators; fuel dealers; and other direct selling establishments. As of October 17, 2018, the date of legalization, the monthly retail trade survey now collects and disseminates sales of licensed cannabis stores. This includes both in-store and internet-based sales.

### About Retail Trade

Retail trade figures are estimates of the sum of retail sales in an area. Canada's sales levels are published on a monthly basis, both seasonally adjusted and unadjusted, for all provinces and territories and for three census metropolitan areas. The monthly results are typically released by Statistics Canada 50 days after the end of the reference month.

This publication includes unadjusted data from the monthly Retail Trade Survey. With the May 2020 data release, unadjusted monthly data were revised back to January 2018 and seasonally adjusted data were revised back to January 2015. Factors influencing revisions include late receipt of respondent information, corrections to the information provided, the replacement of estimated figures with actual values (once available), the re-classification of companies within, into and out of the retail trade industry, and updates to seasonal factors. Of note this year is the re-classification of businesses providing telecommunications and/or video entertainment services over network facilities. These businesses have been reclassified from the retail sector to the information and cultural industries sector.

### Related Links

- Economic Statistics on our website: <https://yukon.ca/en/statistics-and-data/yukon-bureau-statistics/find-statistics-yukons-economy>
- Yukon Monthly Statistical Review - including the most recent monthly retail and wholesale trade figures: <https://yukon.ca/en/statistics-and-data/yukon-bureau-statistics/find-monthly-statistics-yukon>

## Monthly Sales, Yukon, January to December 2020

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	(\$'000)											
<b>Total Retail trade</b>	<b>56,924</b>	<b>59,525</b>	<b>66,674</b>	<b>58,336</b>	<b>75,767</b>	<b>81,092</b>	<b>85,148</b>	<b>82,021</b>	<b>80,538</b>	<b>84,198</b>	<b>76,064</b>	<b>78,894</b>
Motor vehicle and parts dealers	10,136	10,875	12,094	9,614	15,156	16,032	17,898	15,011	13,285	15,706	13,110	12,672
Furniture and home furnishings stores	x	x	x	x	x	x	x	x	x	x	x	x
Electronics and appliance stores	x	x	x	x	x	x	x	x	x	x	x	x
Building material and garden equipment and supplies dealers	x	x	x	x	x	x	x	x	x	x	x	x
Food and beverage stores	x	x	x	x	x	x	x	x	x	x	x	x
Health and personal care stores	x	x	x	x	x	x	x	x	x	x	x	x
Gasoline stations	10,139	10,263	9,527	7,140	8,447	9,940	10,313	12,081	11,375	13,068	9,833	7,992
Clothing and clothing accessories stores	x	x	x	x	x	x	x	x	x	x	x	x
Sporting goods, hobby, book and music stores	x	x	x	x	x	x	x	x	x	x	x	x
General merchandise stores	x	x	x	x	x	x	x	x	x	x	x	x
Miscellaneous store retailers <sup>1</sup>	2,987	2,997	3,087	2,089	2,443	3,250	3,116	3,463	F	3,894	F	F
Cannabis stores	460	435	532	521	581	644	723	723	698	739	652	736

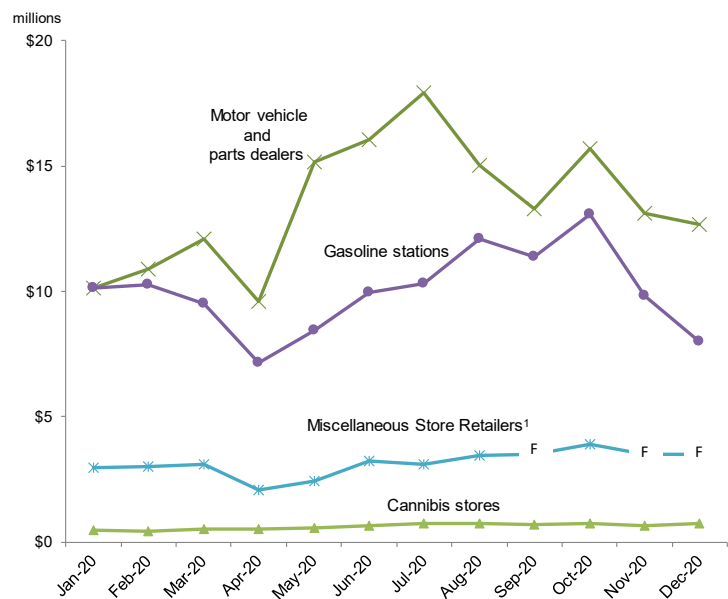
x = data suppressed F = data too unreliable to be published

<sup>1</sup> Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

Yukon data on retail sales, categorized by industry, were available on a monthly basis for four industry subsectors in 2020: Motor vehicle and parts dealers; Gasoline stations; Miscellaneous store retailers and Cannabis stores, a sub-category of Miscellaneous store retailers. The seasonal variations in sales of these categories are captured in the graph.

As monthly retail sales data shown in the graph:

- Motor vehicle and parts dealers' sales increased steadily in the first half of the year, with the exception of April. Sales peaked in July at \$17.9 million, declined in August and September before increasing again in October and declining in the final 2 months of the year.
- Gasoline stations' sales held fairly steady from January through March at around \$10 million before dropping to \$7.1 million in April. May through October sales increased each month with the exception of September before falling again in the final 2 months of the year. In 2020, a peak of \$13.1 million was reached in October.
- Miscellaneous store<sup>1</sup> retailers' sales (for the months with data available) were strongest in October of 2020 at \$3.9 million.
- Cannabis store retailers, which is a subsector of Miscellaneous store<sup>1</sup> retailers, had sales of \$7.4 million in 2020, an increase of \$2.3 million, or 46.0% over 2019 (\$5.1 million).



F = data too unreliable to be published

<sup>1</sup> Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

Of the data available, the annual sales for Motor vehicle and parts dealers' totalled \$161.6 million in 2020, representing 18.3% of total retail sales. This was followed by Gasoline stations' annual sales at \$120.1 million (13.6% of the total retail sales). Miscellaneous store retailers did not have the data available for the full year.

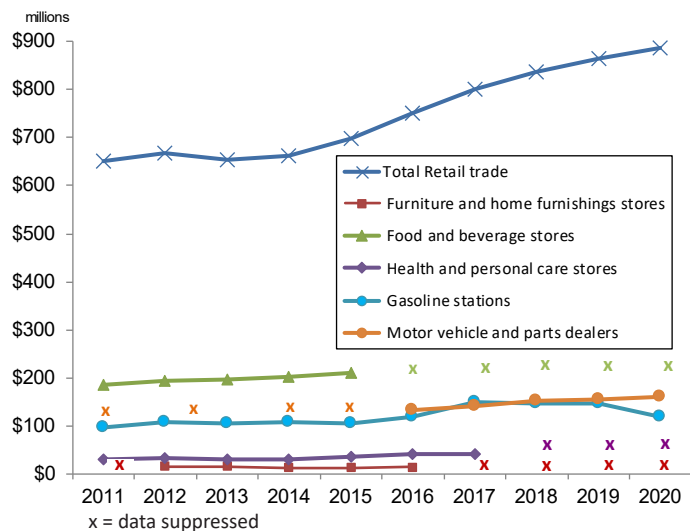
## Annual Sales and Growth, Yukon, 2016 to 2020

For 2020, annual data for three retail subsectors in Yukon were available. The three subsectors accounted for 32.7% of the total Yukon retail sales in 2020. The table below displays all annual data available for the years from 2016 to 2020.

	2016	2017	2018	2019	2020
<b>Total Retail trade</b>	<b>751,087</b>	<b>799,519</b>	<b>836,082</b>	<b>865,442</b>	<b>885,181</b>
Motor vehicle and parts dealers	133,244	140,079	153,596	154,863	161,589
Furniture and home furnishings stores	15,151	x	x	x	x
Electronics and appliance stores	x	x	x	x	x
Building material and garden equipment and supplies dealers	58,526	x	x	x	x
Food and beverage stores	x	x	x	x	x
Grocery stores	x	x	x	x	x
Supermarkets and other grocery (except convenience) stores	168,003	x	x	x	x
Health and personal care stores	42,354	42,554	x	x	x
Gasoline stations	118,755	150,680	147,269	147,663	120,118
Clothing and clothing accessories stores	x	x	x	x	x
Miscellaneous store retailers <sup>1</sup>	x	33,509	33,244	37,769	x
Cannabis stores	...	...	x	5,098	7,444
<b>Total Retail trade</b>	<b>7.7%</b>	<b>6.4%</b>	<b>4.6%</b>	<b>3.5%</b>	<b>2.3%</b>
Motor vehicle and parts dealers	...	5.1%	9.6%	0.8%	4.3%
Furniture and home furnishings stores	12.8%	...	...	...	...
Electronics and appliance stores	...	...	...	...	...
Building material and garden equipment and supplies dealers	...	...	...	...	...
Food and beverage stores	...	...	...	...	...
Grocery Stores	...	...	...	...	...
Supermarkets and other grocery (except convenience) stores	4.6%	...	...	...	...
Health and personal care stores	15.6%	0.5%	...	...	...
Gasoline stations	12.3%	26.9%	-2.3%	0.3%	-18.7%
Clothing and clothing accessories stores	...	...	...	...	...
Miscellaneous store retailers <sup>1</sup>	...	...	-0.8%	13.6%	...
Cannabis stores	...	...	...	...	46.0%

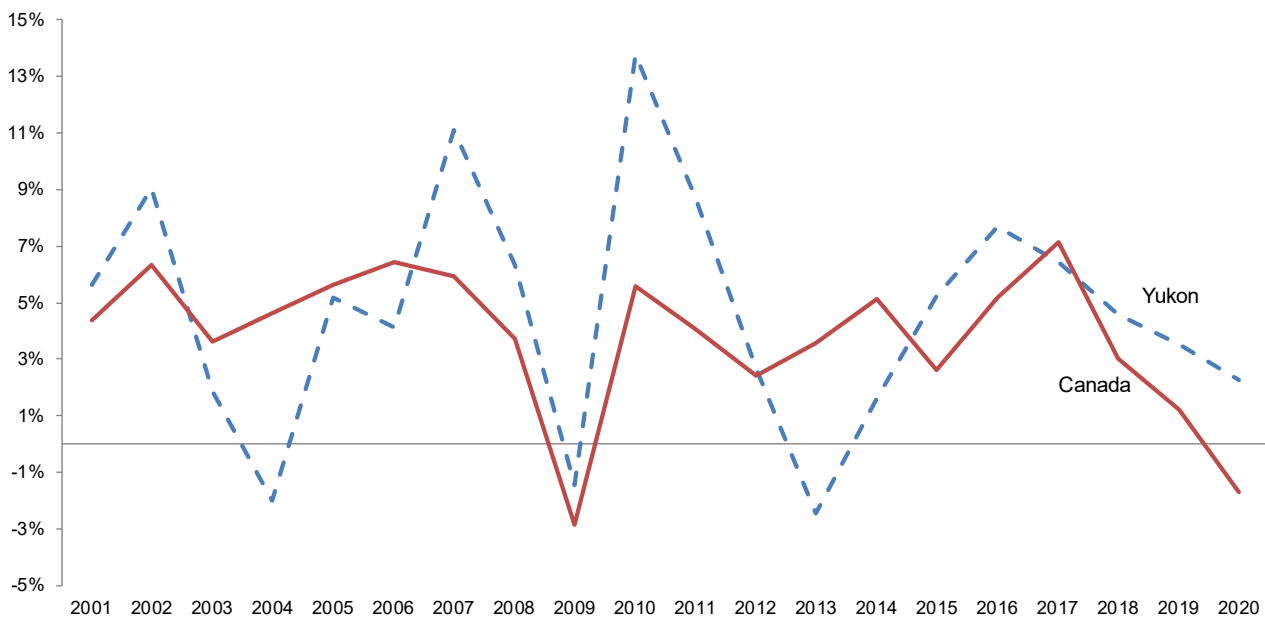
x = data suppressed ... not applicable

<sup>1</sup> Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).



Retail trade industry subsectors' data first became available in 2004. However, for most of the subsectors, the analysis of trend is not possible due to intermittent suppressions.

## Retail Sales Growth, Canada and Yukon, 2001 to 2020



- Following a 13.8% increase in 2010, Yukon's year-over-year growth in retail sales steadily declined up to 2013 before regaining an increasing trend in 2014 that continued up to 2016 (+1.6% in 2014; +5.2% 2015; and +7.7% in 2016). Between 2017 through 2020, overall growth declined slowly.
- The 2020 Yukon retail sales growth (2.3%) was 4.0 percentage points higher than the national rate of -1.7%.
- In the past 20 years, Yukon's growth rates of retail sales ranged from a high of 13.8% in 2010 to a low of -2.5% in 2013, while Canada's growth rates ranged from a high of 7.1% in 2017 to a low of -2.9% in 2009.
- Between 2001 and 2020, Yukon's growth rates averaged at 4.7%, while Canada's rates averaged at 3.8%.

## Annual Sales, Territories, 2020

	Yukon	NWT	Nunavut
	Sum of Sales (\$000s)		
<b>Total Retail trade</b>	<b>885,181</b>	<b>861,558</b>	<b>555,371</b>
Motor vehicle and parts dealers	161,589	173,287	4,503
Other motor vehicle dealers	x	18,475	x
Furniture and home furnishings stores	x	x	x
Electronics and appliance stores	x	x	..
Building material and garden equipment and supplies dealers	x	x	x
Food and beverage stores	x	358,534	x
Supermarkets and other grocery (except convenience) stores	x	x	437,113
Health and personal care stores	x	37,566	x
Gasoline stations	120,118	x	x
Clothing and clothing accessories stores	x	x	x
Sporting goods, hobby, book and music stores	x	x	x
General merchandise stores	x	x	65,851
Miscellaneous store retailers <sup>1</sup>	x	29,345	x

<sup>1</sup>Miscellaneous store retailers is comprised of establishments primarily engaged in retailing a specialized line of merchandise in other types of specialty stores. Florists, office supplies stores, stationery stores, gift, novelty and souvenir stores, used merchandise stores, pet and pet supplies stores, art dealers and manufactured (mobile) home dealers are included as well as sales of licensed cannabis stores (both in-store and Internet-based sales).

x = data suppressed  
.. not available

Publication source: Statistics Canada, Table 20-10-0008-01 (monthly data).

June 2021