

Retail trade, January 2022

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Retail sales increased 3.2% to \$58.9 billion in January. The increase was led by higher sales at motor vehicle and parts dealers (+5.3%), as sales at new car dealers (+5.5%) rebounded in January following a decline in December 2021.

Sales were up in 9 of 11 subsectors, representing 85.5% of retail trade.

Core retail sales—which exclude gasoline stations and motor vehicle and parts dealers—increased 2.9%.

In volume terms, retail sales were up 2.9% in January.

Amid the ongoing COVID-19 pandemic in Canada, provincial governments implemented public health restrictions in several regions across the country, which directly affected the retail sector. In light of evolving restrictions, both retailers and consumers have adapted to these business conditions.

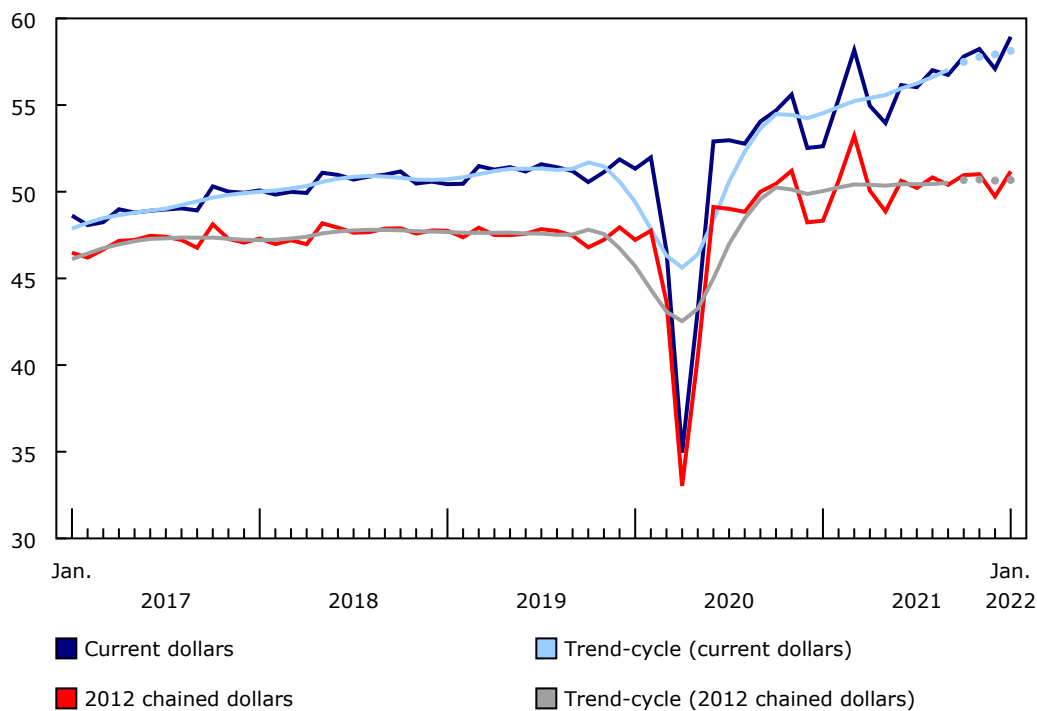
Based on respondent feedback, 2.6% of retailers were closed at some point in January compared with 13.9% of retailers reporting closures one year prior.

Given the rapidly evolving economic situation, Statistics Canada is providing an advance estimate of retail sales, which suggests that sales decreased 0.5% in February 2022. Owing to its early nature, this figure will be revised. This unofficial estimate was calculated based on responses received from 36.6% of companies surveyed. The average final response rate for the survey over the previous 12 months has been 89.9%.



Chart 1
Retail sales increase in January

billions of dollars



Note(s): The higher variability associated with the trend-cycle estimates is indicated with a dotted line on the chart for the current reference month and the previous three months. For more information, see the Note to readers.

Source(s): Tables [20-10-0008-01](#) and [20-10-0078-01](#).

Higher sales at motor vehicle and parts dealers lead retail sales

Higher sales at motor vehicle and parts dealers (+5.3%) led the growth in retail sales in January. The increase was largely the result of gains at new car dealers (+5.5%), which follows an [increase in imports of motor vehicles and parts in December 2021](#). Higher sales were also recorded at used car dealers (+9.7%) and other motor vehicle dealers (+7.4%). Automotive parts, accessories and tire stores (-3.2%) were the only store type in this subsector to record a decrease in January after posting growth in each of the previous two months.

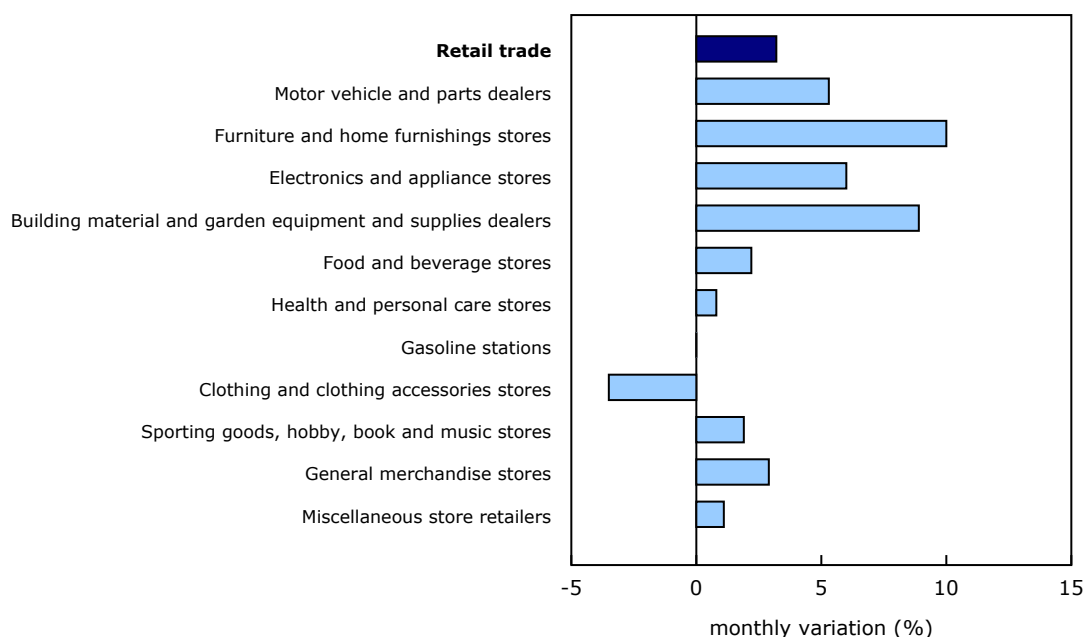
Sales at gasoline stations were unchanged in January. In volume terms, sales were down 0.2% as public health measures that restricted services and public gatherings were heightened in several regions across the country in early January.

Core retail sales rise on gains at building material and garden equipment and supplies dealers as well as food and beverage stores

Core retail sales were up 2.9% in January. Leading the increase were higher sales at building material and garden equipment and supplies dealers (+8.9%), which increased for the fifth time in six months. The increase in January was also the fastest pace of growth recorded in this subsector since March 2021 (+21.5%).

Higher sales were also reported at food and beverage stores (+2.2%). Receipts were up in three out of four store types, with supermarkets and other grocery stores (+2.9%) leading the gains. The increase coincided with [higher prices of frozen meat and fresh fruits in January](#). Beer, wine and liquor stores (-0.9%) were the only store type in this subsector to decline following a decrease in December 2021.

Chart 2 Sales increase in 9 of 11 subsectors in January



Source(s): Table 20-10-0008-01.

Sales up in nine provinces

Retail sales were up in nine provinces in January led by higher sales in Ontario (+3.1%). The increase in Ontario was driven by higher sales at both motor vehicle and parts dealers and building material and garden equipment and supplies dealers. Sales were up 2.5% in the Toronto census metropolitan area (CMA).

Sales in Quebec increased 3.9% in January. In the Montréal CMA, sales were up 3.7%.

Sales in British Columbia rose 4.0% in January. Leading the increase were higher sales at motor vehicle and parts dealers and food and beverage stores. Sales were up 5.4% in the Vancouver CMA.

Retail e-commerce in Canada

On a seasonally adjusted basis, retail e-commerce sales were up 8.3% in January.

On an unadjusted basis, retail e-commerce sales were down 14.4% year over year to \$3.2 billion in January, accounting for 6.3% of total retail trade. The share of e-commerce sales out of total retail sales fell 1.8 percentage points compared with January 2021, when retailers were mandated to close their brick and mortar stores to in-person shopping in many regions across the country.

Note to readers

All data in this release are seasonally adjusted and expressed in current dollars, unless otherwise noted.

Seasonally adjusted data are data that have been modified to eliminate the effect of seasonal and calendar influences to allow for more meaningful comparisons of economic conditions from period to period. For more information on seasonal adjustment, see [Seasonally adjusted data – Frequently asked questions](#).

The percentage change for the advance estimate of retail sales is calculated using seasonally adjusted data and is expressed in current dollars.

This early indicator is a special product being provided in the context of the COVID-19 pandemic to offer Canadians timely information on the retail sector. The data sources and methodology used are exactly the same as those outlined on the [Monthly Retail Trade Survey](#) information page.

Trend-cycle estimates are included in selected charts as a complement to the seasonally adjusted series. These data represent a smoothed version of the seasonally adjusted time series and provide information on longer-term movements, including changes in direction underlying the series. For information on trend-cycle data, see [Trend-cycle estimates – Frequently asked questions](#).

Both seasonally adjusted data and trend-cycle estimates are subject to revision as additional observations become available. These revisions could be extensive and could even lead to a reversal of movement, especially for the reference months near the end of the series or during periods of economic disruption.

Seasonally adjusted estimates for cannabis store retailers are presented in unadjusted form since there is no seasonal pattern established by official statistics yet. Establishing such a pattern requires several months of observed data. In the interim, the seasonally adjusted estimates for cannabis store retailers will be identical to the unadjusted figures.

Statistics Canada's retail e-commerce figures include the electronic sales of two distinct types of retailers. The first type does not have a storefront. These businesses are commonly referred to as pure-play Internet retailers and are classified under the North American Industry Classification System (NAICS) code 45411—electronic shopping and mail-order houses. The second type has a storefront and is commonly referred to as a brick-and-mortar retailer. If the online operations of a brick-and-mortar retailer are separately managed, they, too, are classified under NAICS code 45411.

Some common e-commerce transactions, such as travel and accommodation bookings, ticket purchases, and financial transactions, are not included in Canadian retail sales figures.

For more information on retail e-commerce in Canada, see "[Retail E-Commerce in Canada](#)."

Total retail sales expressed in volume terms are calculated by deflating current-dollar values using consumer price indexes.

Find more [statistics on retail trade](#).

Real-time tables

Real-time tables [20-10-0054-01](#) and [20-10-0079-01](#) will be updated soon.

Next release

Data on retail trade for February will be released on April 22.

Table 1
Retail sales, by province, territory and census metropolitan area – Seasonally adjusted

	January 2021	December 2021 ^r	January 2022 ^p	December 2021 to January 2022	January 2021 to January 2022
	millions of dollars			% change	
Canada	52,624	57,091	58,937	3.2	12.0
Newfoundland and Labrador	862	860	902	4.8	4.6
Prince Edward Island	248	256	263	2.8	6.1
Nova Scotia	1,503	1,501	1,606	7.0	6.8
New Brunswick	1,230	1,287	1,344	4.4	9.2
Quebec	10,469	12,637	13,127	3.9	25.4
Montréal	4,705	5,856	6,071	3.7	29.0
Ontario	18,829	20,942	21,599	3.1	14.7
Toronto	7,503	8,425	8,633	2.5	15.1
Manitoba	1,944	1,994	2,063	3.4	6.1
Saskatchewan	1,737	1,833	1,826	-0.3	5.1
Alberta	7,369	7,505	7,609	1.4	3.2
British Columbia	8,226	8,073	8,397	4.0	2.1
Vancouver	3,571	3,763	3,965	5.4	11.0
Yukon	80	80	84	4.4	4.6
Northwest Territories	79	74	73	-2.0	-7.9
Nunavut	47	47	47	-0.6	-0.9

^r revised

^p preliminary

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): Table [20-10-0008-01](#).

Table 2
Retail sales, by industry – Seasonally adjusted

	January 2021	December 2021 ^r	January 2022 ^p	December 2021 to January 2022	January 2021 to January 2022
	millions of dollars			% change	
Total retail trade (current dollars)	52,624	57,091	58,937	3.2	12.0
Total retail trade (2012 chained dollars)	48,327	49,728	51,174	2.9	5.9
Total (current dollars) excluding motor vehicle and parts dealers	38,910	42,055	43,100	2.5	10.8
Total (current dollars) excluding motor vehicle and parts dealers and gasoline stations	34,485	36,261	37,306	2.9	8.2
Motor vehicle and parts dealers	13,714	15,035	15,838	5.3	15.5
New car dealers	10,596	11,623	12,258	5.5	15.7
Used car dealers	1,037	1,184	1,299	9.7	25.3
Other motor vehicle dealers	1,142	1,162	1,248	7.4	9.3
Automotive parts, accessories and tire stores	940	1,067	1,032	-3.2	9.8
Furniture and home furnishings stores	1,465	1,681	1,849	10.0	26.2
Furniture stores	896	1,092	1,184	8.5	32.2
Home furnishings stores	569	590	665	12.7	16.8
Electronics and appliance stores	1,316	1,247	1,322	6.0	0.5
Building material and garden equipment and supplies dealers	4,104	3,975	4,329	8.9	5.5
Food and beverage stores	12,363	11,776	12,031	2.2	-2.7
Supermarkets and other grocery (except convenience) stores	8,537	8,160	8,397	2.9	-1.6
Convenience stores	732	634	666	5.0	-9.0
Specialty food stores	854	740	748	1.0	-12.4
Beer, wine and liquor stores	2,239	2,241	2,220	-0.9	-0.8
Health and personal care stores	4,321	4,267	4,301	0.8	-0.5
Gasoline stations	4,425	5,795	5,794	-0.0	30.9
Clothing and clothing accessories stores	1,673	2,830	2,731	-3.5	63.2
Clothing stores	1,287	2,170	2,129	-1.9	65.4
Shoe stores	168	315	266	-15.6	58.0
Jewellery, luggage and leather goods stores	218	345	336	-2.5	54.3
Sporting goods, hobby, book and music stores	831	1,107	1,128	1.9	35.8
General merchandise stores	6,741	7,462	7,679	2.9	13.9
Miscellaneous store retailers	1,670	1,916	1,937	1.1	16.0
Cannabis stores ¹	279	355	347	-2.1	24.2

^r revised

^p preliminary

1. Data for this Canadian industry are presented in unadjusted form as there is no seasonal pattern established by official statistics yet.

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): Tables [20-10-0008-01](#) and [20-10-0078-01](#).

Table 3
Retail sales, at 2012 constant prices, by industry – Seasonally adjusted

	January 2021	December 2021 ^r	January 2022 ^p	December 2021 to January 2022	January 2021 to January 2022
	millions of dollars			% change	
Total retail trade at 2012 constant prices¹	48,235	49,863	51,226	2.7	6.2
Total excluding motor vehicle and parts dealers	36,607	37,712	38,449	2.0	5.0
Total excluding motor vehicle and parts dealers and gasoline stations	32,100	32,486	33,233	2.3	3.5
Motor vehicle and parts dealers	11,628	12,151	12,777	5.2	9.9
New car dealers	8,948	9,327	9,814	5.2	9.7
Used car dealers	868	949	1,048	10.4	20.7
Other motor vehicle dealers	953	925	1,008	9.0	5.8
Automotive parts, accessories and tire stores	859	950	907	-4.5	5.6
Furniture and home furnishings stores	1,359	1,497	1,638	9.4	20.5
Furniture stores	839	976	1,052	7.8	25.4
Home furnishings stores	520	520	586	12.7	12.7
Electronics and appliance stores	1,644	1,496	1,570	4.9	-4.5
Building material and garden equipment and supplies dealers	3,495	3,148	3,427	8.9	-1.9
Food and beverage stores	10,733	9,745	9,930	1.9	-7.5
Supermarkets and other grocery (except convenience) stores	7,472	6,750	6,931	2.7	-7.2
Convenience stores	572	456	482	5.7	-15.7
Specialty food stores	710	583	589	1.0	-17.0
Beer, wine and liquor stores	1,979	1,955	1,929	-1.3	-2.5
Health and personal care stores	4,608	4,417	4,454	0.8	-3.3
Gasoline stations	4,507	5,226	5,216	-0.2	15.7
Clothing and clothing accessories stores	1,637	2,722	2,630	-3.4	60.7
Clothing stores	1,293	2,105	2,080	-1.2	60.9
Shoe stores	167	336	277	-17.6	65.9
Jewellery, luggage and leather goods stores	177	281	273	-2.8	54.2
Sporting goods, hobby, book and music stores	800	1,062	1,081	1.8	35.1
General merchandise stores	6,287	6,666	6,767	1.5	7.6
Miscellaneous store retailers	1,537	1,734	1,737	0.2	13.0
Cannabis stores ²	301	415	407	-1.9	35.2

^r revised

^p preliminary

1. Calculated using the Laspeyres method.

2. Data for this Canadian industry are presented in unadjusted form as there is no seasonal pattern established by official statistics yet.

Note(s): Figures may not add up to totals as a result of rounding.

Source(s): Table 20-10-0078-01.

Table 4
Retail e-commerce sales – Unadjusted

	January 2021	December 2021	January 2022	January 2022
	millions of dollars			year-over-year change (%)
Retail trade sales (44-453)	43,284	60,316	48,110	11.1
Electronic shopping and mail-order houses sales (45411)	2,191	2,906	2,127	-2.9
Retail e-commerce ¹	3,699	4,388	3,166	-14.4
Retail e-commerce ¹ (% of total retail trade)	8.1	6.9	6.3	...

... not applicable

1. Retail e-commerce includes e-sales from both store retailers included in North American Industry Classification System (NAICS) codes 44-453 and non-store retailers included in electronic shopping and mail-order houses (NAICS 45411).

Note(s): For more information on retail e-commerce, see "[Retail E-Commerce in Canada](#)."

Source(s): Table [20-10-0072-01](#).

Available tables: [20-10-0008-01](#), [20-10-0072-01](#) and [20-10-0078-01](#).

Definitions, data sources and methods: survey numbers [2406](#) and [2408](#).

For more information, or to enquire about the concepts, methods or data quality of this release, contact us (toll-free 1-800-263-1136; 514-283-8300; infostats@statcan.gc.ca) or Media Relations (statcan.mediahotline-ligneinfomedias.statcan@statcan.gc.ca).