

How Do Your Big-Box Competitors Compare?

Third-quarter sales results are in for the public companies that are your major competitors, and only Sears continues to decline.

Walmart—the United States’ biggest retailer, and the world’s largest brick-and-mortar retail company—saw sales increase by 4.2 percent above third-quarter 2016.

Amazon has continued its impressive double-digit growth, with third-quarter sales that rose 33.7 percent above the same time period in 2016.

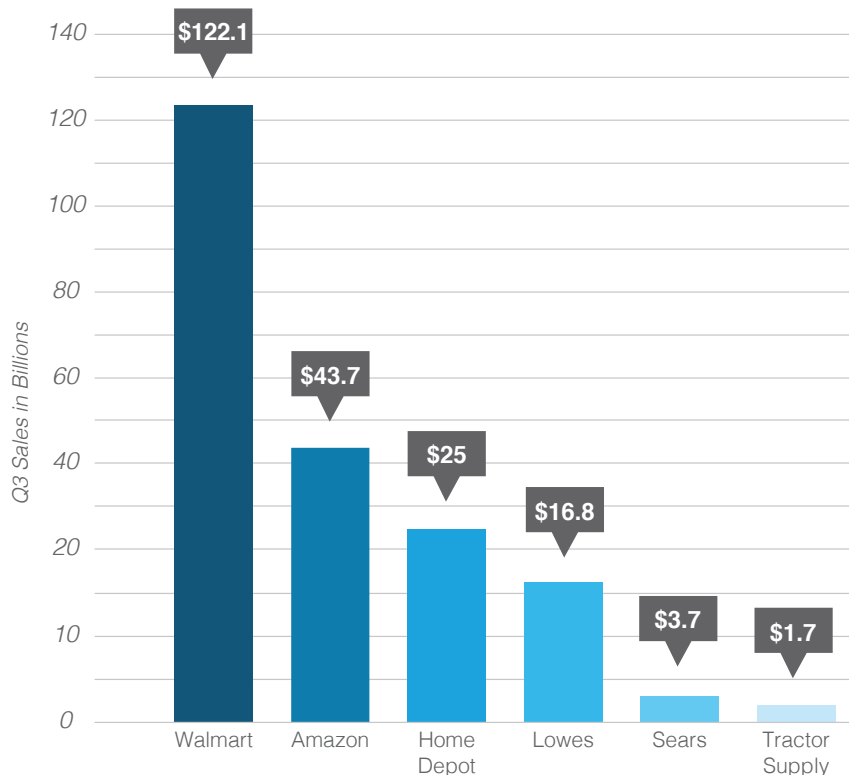
Home Depot’s sales grew by 8.1 percent, and Lowe’s sales went up 6.6 percent for the quarter. Tractor Supply, the smallest company of the group, saw year-over-year growth of 11.6 percent.

Continuing a steady downward trajectory, Sears Holdings had a \$1.4 billion, or 27 percent, decline in sales from third-quarter 2016. The company has been unprofitable for years now and has been closing its Sears and Kmart stores in efforts to shed poorly performing locations and trim operating costs.

For the third quarter, “store closures [contributed] to over half of the decline,” with closed electronics departments and pharmacies also factors, Sears reports in a press release. **➔**

Big-Box Sales Performance

The retailers below are ranked by Q3 sales.



Sources: Company Third-Quarter Reports

Upcoming Events

January

5-7

United Hardware Spring and Summer Buying Market

Minneapolis

9-11

Kitchen & Bath Industry Show

Orlando, Florida

9-11

NAHB International Builders’ Show

Orlando, Florida

14-16

Retail’s BIG Show, National Retail Federation

New York

19-21

HDW Inc. Spring Market

Dallas

February

1-3

House-Hasson Spring Market

Nashville, Tennessee

9-11

Monroe Hardware Spring Market

Myrtle Beach, South Carolina

10-12

True Value Spring Reunion

Washington, D.C.

17-18

Florida Hardware Spring Market

Orlando, Florida

22-24

Orgill Inc. Spring Dealer Market

Orlando, Florida



Find more details about these events and others online at TheRedT.com/calendar. To have your event added, contact Kate Klein at kklein@nrha.org.