

RESEARCH NOTE

RETAIL TRADE TREND ESTIMATE INCREASED BY 0.2 PER CENT IN FEBRUARY 2025 AND BY 4.1 PER CENT YEAR-ON-YEAR

Tuesday, April 1 2025 - The latest release (February 2025) of the monthly ABS Retail Trade data indicates that the overall month-on-month (m-o-m) trend series increased by 0.2 per cent, slightly down from 0.3 per cent in January 2025. In trend terms, Retail Turnover increased by 4.1 per cent year-on-year (y-o-y), slightly down from (a revised) 4.0 per cent in the pcp.

STATE OF PLAY

The adjacent table summarises the key data in **seasonally adjusted** terms across the six ABS retail categories. The strongest growth was recorded for ‘Department stores’ retailing on a m-o-m basis (up 1.5 per cent), whereas ‘Other’ retailing (up 5.6 per cent) was the strongest performing category on a y-o-y basis. In **seasonally adjusted** terms, Retail Turnover increased by 0.2 per cent in the month of February 2025, slightly down from 0.3 per cent in the prior month. On a y-o-y basis, Retail Turnover increased by 3.6 per cent, down from 3.8 per cent in the pcp.

TREND ANALYSIS: CONSUMER SENTIMENT

According to the latest figures from the Westpac-Melbourne Institute Index of Consumer Confidence report, consumer sentiment was recorded at 95.9 for March 2025, an increase from the previous month (up 3.7 percentage points from 92.2). Westpac commented that “The recovery in consumer sentiment, which began in the second half of last year but lost its way a little over the Christmas–New Year period, regained momentum in March. The RBA’s decision to cut interest rates in February and a further easing in cost-of-living pressures have provided a clear lift.” It is worth noting that whilst the outlook currently remains in ‘negative’ territory, this read on consumer sentiment is the highest the index has been recorded since March 2022 (96.6).

STATE BY STATE: BEST AND WORST

Retail turnover varies within the ABS defined six categories and across different jurisdictions. The adjacent map outlines and compares the total and growth of retail trade (y-o-y), and the best and worst retail growth categories. The strongest jurisdictions in **seasonally adjusted** terms were WA (up 4.3 per cent to \$49.8 billion) followed by the NT (up 4.1 per cent to \$4.0 billion) and QLD (up 3.6 per cent to \$90.3 billion). The ACT (up 1.5 per cent to \$8.2 billion) was the worst performing jurisdiction in percentage terms. The highest growth across all jurisdictions was recorded for ‘Other’ retailing (except NSW), whilst the weakest categories across all jurisdictions were those considered as ‘discretionary’ spending. VIC, QLD and WA were the only

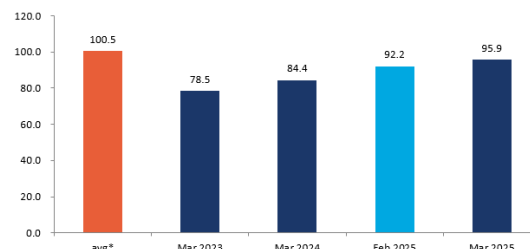
jurisdictions to record positive growth across all six categories.

CATEGORIES	\$ billion	m-o-m	last 3 months	y-o-y
Food retailing	\$14.78	↑ 0.6%	↑ 1.0%	↑ 4.1%
Household goods retailing	\$5.88	↓ -0.3%	↓ -1.7%	↑ 2.9%
Clothing, footwear and personal accessory retailing	\$3.09	↑ 0.4%	↑ 0.9%	↑ 0.4%
Department stores	\$1.96	↑ 1.5%	↑ 2.4%	↑ 3.2%
Other retailing	\$5.83	↓ -1.0%	↓ -0.4%	↑ 5.6%
Cafes, restaurants and takeaway food services	\$5.59	↑ 0.2%	↑ 0.4%	↑ 3.4%
Retail Turnover	\$37.13	↑ 0.2%	↑ 0.3%	↑ 3.6%

Source: ABS / SCCA Research

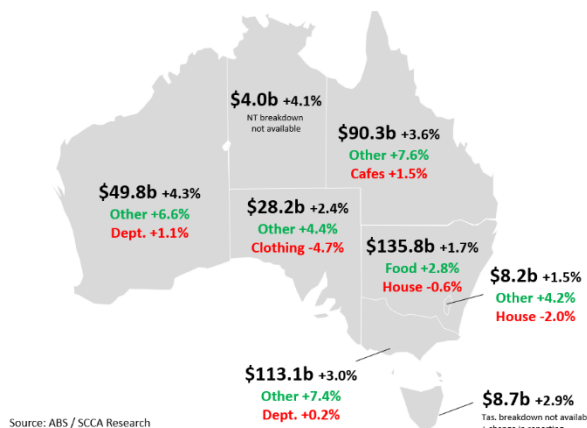
*Seasonally Adjusted

Westpac-MI Consumer Sentiment as at March 2025



Source: Westpac-Melbourne Institute / SCCA Research

*average over full history of the survey



Source: ABS / SCCA Research

Tax. breakdown not available
+ change in reporting