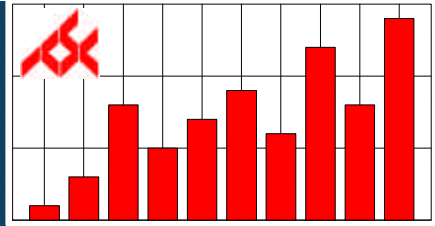


# Weekly Chain Store Sales Snapshot



International Council of Shopping Centers

FOR PUBLIC RELEASE AT 7:45 AM (ET)

November 27, 2007

## Latest Week's Sales Snapshot

**Week-to-Week Change:** **-0.1%** from prior week

Year-over-Year Change for the Week: **2.5%** from prior year

The ICSC-UBS retail chain store sales index for the week ending November 24 declined by 0.1% from the prior week, but the year-over-year pace strengthened to 2.5%. Customer traffic was relatively healthy during the Black Friday weekend, but consumers were searching for bargains, especially on electronics. Apparel demand seemingly improved too for the week—partly on a pick-up in the self-purchase of warm-weather apparel as temperatures turned considerably colder after Thanksgiving Day. According to Bill Kirk of **Weather Trends International (WTI)**, "The [retail] week started off very warm, but a strong cold front sent temperatures tumbling [by some 40 degrees by Thanksgiving Day] across most of the United States. Texas went from the 80s early in the week to [the 30s by the end of the week and there was] a record snow storm in West Texas and New Mexico where 5-11" of snow fell. By Friday, 90% of the country was dry with a few snow showers lingering in the Central U.S. and Great Lakes. It was by far the coldest and driest Black Friday in over 16 years for the nation as a whole with one of the greatest year-over-year changes ever toward much colder weather." WTI further observed that, "National temperatures last week were 0.8°F colder than last year, but 0.9°F above normal for the nation as a whole."

## November Sales Expectations

October chain store sales on a year-over-year comparable-store basis rose by a sluggish 1.6%, based on ICSC's tally of retail chains. Warm-seasonal weather hurt demand for seasonal merchandise and with it triggered a round of promotional discounting to clear the inventory of fall goods. For the four-week fiscal month of November, industry monthly sales are expected to grow by about 2.5% as retailers benefit from colder seasonal weather and stepped up promotions for the post-Thanksgiving Day sales.

### Fiscal Month (Unadjusted, Year/Year Change)

Current Fiscal Month (MTD) =	3.1%
Prior Fiscal Month =	1.9%
Two-Months Ago =	1.6%

### Selected Monthly Comparable Store Sales Tracking Estimates

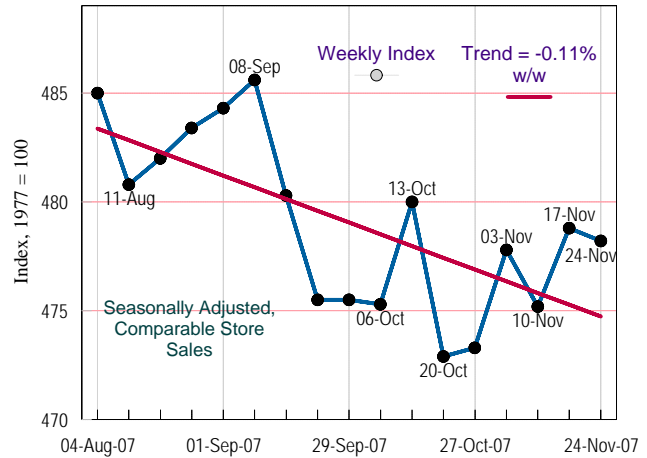
TGT = +3.0%	WMT = +1.0%
M = +3.0% r (+)	JCP = +2.0%

Kohl's = +4.0%

r=revised; (-) or (+) indicate the direction of the change in monthly sales expectations from the previous week.

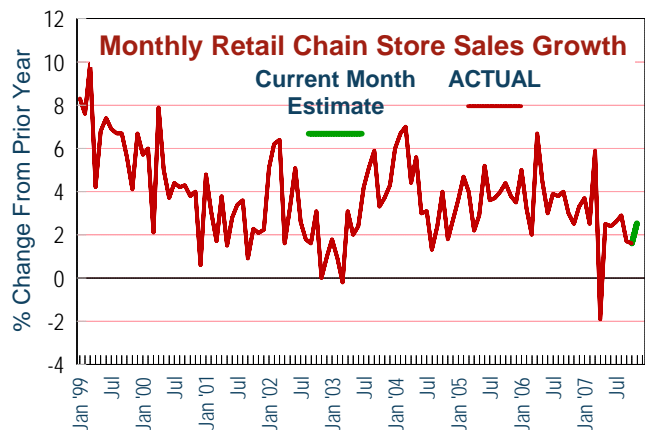
Chart 1

## ICSC-UBS Weekly U.S. Retail Chain Store Sales Index Through the Week Ending Saturday November 24, 2007



Week Ending	Index 1977=100	Year/Year Chg.	Weekly Chg.
24-Nov-07	478.2	2.5%	-0.1%
17-Nov-07	478.8	2.2%	0.8%
10-Nov-07	475.2	2.7%	-0.5%
03-Nov-07	477.8	2.4%	1.0%
27-Oct-07	473.3	2.5%	0.1%
20-Oct-07	472.9	2.2%	-1.5%
13-Oct-07	480.0	2.5%	1.0%
06-Oct-07	475.3	2.1%	0.0%
29-Sep-07	475.5	2.7%	0.0%

Chart 2



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