

Top 100 Retailers Average Annual Sales Volumes with Tax Collections



retail strategies



Top 100 Rank	Company	2014 Retail Sales (000)	2014 Stores	Average Annual Sales Per Store	Local Tax Collection at 1%
1	Wal-Mart Stores	\$353,108,000	5,182	\$ 68,141,258	\$ 681,413
2	The Kroger Co.	\$103,878,000	3,747	\$ 27,722,978	\$ 277,230
3	Costco	\$83,545,000	476	\$ 175,514,706	\$ 1,755,147
4	The Home Depot	\$79,297,000	1,965	\$ 40,354,707	\$ 403,547
5	Walgreen	\$76,604,000	8,052	\$ 9,513,661	\$ 95,137
6	Target	\$73,226,000	1,774	\$ 41,277,339	\$ 412,773
7	CVS Caremark	\$72,151,000	9,659	\$ 7,469,821	\$ 74,698
8	Amazon.com	\$61,619,000	N/A	N/A	NA
9	Albertsons	\$58,443,000	1,108	\$ 52,746,390	\$ 527,464
10	Lowe's Companies	\$57,486,000	1,805	\$ 31,848,199	\$ 318,482
11	Safeway	\$36,330,000	1,326	\$ 27,398,190	\$ 273,982
12	McDonald's	\$35,837,000	14,259	\$ 2,513,290	\$ 25,133
13	Best Buy	\$35,148,000	1,412	\$ 24,892,351	\$ 248,924
14	Apple Store / iTunes	\$34,949,000	268	\$ 130,406,716	\$ 1,304,067
15	Publix Super Markets	\$32,633,000	1,314	\$ 24,834,855	\$ 248,349
16	Macy's	\$27,002,000	868	\$ 31,108,295	\$ 311,083
17	Rite Aid	\$26,866,000	4,561	\$ 5,890,375	\$ 58,904
18	Royal Ahold / Ahold USA	\$26,350,000	788	\$ 33,439,086	\$ 334,391
19	TJX	\$23,557,000	2,662	\$ 8,849,361	\$ 88,494
20	Aldi	\$22,781,000	1,903	\$ 11,971,098	\$ 119,711
21	Sears Holdings	\$22,129,000	1,611	\$ 13,736,189	\$ 137,362
22	H-E-B Grocery	\$20,523,000	313	\$ 65,568,690	\$ 655,687
23	Dollar General	\$20,369,000	12,483	\$ 1,631,739	\$ 16,317
24	Dollar Tree	\$19,930,000	13,626	\$ 1,462,645	\$ 14,626
25	YUM! Brands	\$19,363,000	17,392	\$ 1,113,328	\$ 11,133
26	Kohl's	\$19,204,000	1,164	\$ 16,498,282	\$ 164,983
27	Delhaize America	\$17,461,000	1,288	\$ 13,556,677	\$ 135,567
28	Verizon Wireless	\$16,924,000	7,145	\$ 2,368,649	\$ 23,686
29	Meijer	\$15,963,000	222	\$ 71,905,405	\$ 719,054
30	Wakefern / ShopRite	\$15,400,000	337	\$ 45,697,329	\$ 456,973
31	Ace Hardware	\$15,343,000	4,311	\$ 3,559,035	\$ 35,590
32	Whole Foods Market	\$14,849,000	412	\$ 36,041,262	\$ 360,413
33	BJ's Wholesale Club	\$14,406,000	211	\$ 68,274,882	\$ 682,749
34	Starbucks	\$14,124,000	12,521	\$ 1,128,025	\$ 11,280
35	Nordstrom	\$13,972,000	312	\$ 44,782,051	\$ 447,821
36	7-Eleven	\$13,957,000	8,363	\$ 1,668,899	\$ 16,689
37	Doctor's Assoc. / Subway	\$13,901,000	27,464	\$ 506,154	\$ 5,062
38	AT&T Wireless	\$13,868,000	2,099	\$ 6,606,956	\$ 66,070
39	Gap	\$12,604,000	2,403	\$ 5,245,110	\$ 52,451
40	J.C. Penney Co.	\$12,548,000	1,014	\$ 12,374,753	\$ 123,748
41	Ross Stores	\$11,930,000	1,446	\$ 8,250,346	\$ 82,503
42	Bed Bath & Beyond	\$11,919,000	1,482	\$ 8,042,510	\$ 80,425
43	SUPERVALU	\$11,647,000	1,586	\$ 7,343,632	\$ 73,436
44	L Brands	\$10,967,000	2,721	\$ 4,030,503	\$ 40,305
45	Family Dollar Stores	\$10,489,000	8,042	\$ 1,304,278	\$ 13,043
46	Burger King Worldwide	\$10,342,000	7,776	\$ 1,329,990	\$ 13,300
47	Menard	\$10,217,000	294	\$ 34,751,701	\$ 347,517
48	Bi-Lo	\$10,054,000	756	\$ 13,298,942	\$ 132,989
49	Trader Joe's	\$9,388,000	447	\$ 21,002,237	\$ 210,022
50	Wendy's	\$8,949,000	5,722	\$ 1,563,964	\$ 15,640
51	Health Mart Systems	\$8,669,000	3,996	\$ 2,169,419	\$ 21,694
52	AutoZone	\$8,483,000	5,082	\$ 1,669,225	\$ 16,692
53	Hy-Vee	\$8,254,000	242	\$ 34,107,438	\$ 341,074
54	Dunkin' Brands Group	\$8,206,000	10,934	\$ 750,503	\$ 7,505

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55	O'Reilly Automotive	\$7,967,000	4,571	\$ 1,742,945	\$ 17,429
56	Wegmans Food Market	\$7,814,000	90	\$ 86,822,222	\$ 868,222
57	Alimentation Couche-Tard	\$7,717,000	5,684	\$ 1,357,671	\$ 13,577
58	QVC	\$7,618,000	N/A	N/A	NA
59	Staples	\$7,571,000	1,302	\$ 5,814,900	\$ 58,149
60	Army / Air Force Exchange	\$7,455,000	1100	\$ 6,777,273	\$ 67,773
61	Toys "R" Us	\$7,373,000	1,031	\$ 7,151,309	\$ 71,513
62	Dick's Sporting Goods	\$7,257,000	741	\$ 9,793,522	\$ 97,935
63	Office Depot	\$7,246,000	1,528	\$ 4,742,147	\$ 47,421
64	DineEquity	\$7,230,000	3,482	\$ 2,076,393	\$ 20,764
65	Giant Eagle	\$7,123,000	431	\$ 16,526,682	\$ 165,267
66	Sherwin-Williams	\$7,014,000	3,812	\$ 1,839,979	\$ 18,400
67	Darden Restaurants	\$6,738,000	1,530	\$ 4,403,922	\$ 44,039
68	GameStop	\$6,513,000	4,089	\$ 1,592,810	\$ 15,928
69	Dillard's	\$6,389,000	297	\$ 21,511,785	\$ 215,118
70	Hudson's Bay	\$6,293,000	178	\$ 35,353,933	\$ 353,539
71	PetSmart	\$6,270,000	1,341	\$ 4,675,615	\$ 46,756
72	WinCo Foods	\$6,267,000	103	\$ 60,844,660	\$ 608,447
73	Tractor Supply Co.	\$6,227,000	1,488	\$ 4,184,812	\$ 41,848
74	Chick-fil-A	\$6,139,000	1,984	\$ 3,094,254	\$ 30,943
75	Good Neighbor Pharmacy	\$5,952,000	2,925	\$ 2,034,872	\$ 20,349
76	A&P	\$5,630,000	283	\$ 19,893,993	\$ 198,940
77	Foot Locker	\$5,573,000	2,314	\$ 2,408,384	\$ 24,084
78	AVB Brandsource	\$5,344,000	3,054	\$ 1,749,836	\$ 17,498
79	Big Lots	\$5,191,000	1,449	\$ 3,582,471	\$ 35,825
80	Burlington Coat Factory	\$5,036,000	555	\$ 9,073,874	\$ 90,739
81	Jack in the Box	\$5,030,000	2,910	\$ 1,728,522	\$ 17,285
82	Neiman Marcus	\$4,972,000	91	\$ 54,637,363	\$ 546,374
83	Signet Jewelers	\$4,964,000	2,909	\$ 1,706,428	\$ 17,064
84	Panera Bread Company	\$4,959,000	1,972	\$ 2,514,706	\$ 25,147
85	Speedway	\$4,879,000	2766	\$ 1,763,919	\$ 17,639
86	Domino's Pizza	\$4,810,000	5,200	\$ 925,000	\$ 9,250
87	Ikea North America	\$4,759,000	41	\$ 116,073,171	\$ 1,160,732
88	Defense Commissary	\$4,758,000	177	\$ 26,881,356	\$ 268,814
89	Williams-Sonoma	\$4,757,000	589	\$ 8,076,401	\$ 80,764
90	Ascena Retail Group	\$4,721,000	3,820	\$ 1,235,864	\$ 12,359
91	Save Mart Supermarkets	\$4,719,000	227	\$ 20,788,546	\$ 207,885
92	Academy Ltd.	\$4,513,000	209	\$ 21,593,301	\$ 215,933
93	True Value Co.	\$4,500,000	4,466	\$ 1,007,613	\$ 10,076
94	Michaels Stores	\$4,479,000	1,186	\$ 3,776,560	\$ 37,766
95	Chipotle Mexican Grill	\$4,450,000	1,987	\$ 2,239,557	\$ 22,396
96	Exxon Mobil Corp	\$4,371,000	3356	\$ 1,302,443	\$ 13,024
97	Sonic	\$4,367,000	3,526	\$ 1,238,514	\$ 12,385
98	Shell Oil	\$4,313,000	4667	\$ 924,148	\$ 9,241
99	Belk	\$4,175,000	296	\$ 14,104,730	\$ 141,047
100	Advance Auto Parts	\$4,116,000	4,257	\$ 966,878	\$ 9,669
101	Barnes & Noble	\$4,035,000	638	\$ 6,324,451	\$ 63,245
102	Roundy's Supermarkets	\$4,007,000	151	\$ 26,536,424	\$ 265,364
103	Stater Bros. Holdings	\$3,971,000	167	\$ 23,778,443	\$ 237,784
104	H&M	\$3,938,000	415	\$ 9,489,157	\$ 94,892
105	Price Chopper	\$3,890,000	135	\$ 28,814,815	\$ 288,148
106	Dell	\$3,868,000	N/A	N/A	NA

Notes on Methodology

USA = 50 States and District of Columbia. Sales in Puerto Rico, the U.S. Virgin Islands and Guam have been estimated and removed if reported as part of the U.S. business segment for that company.

All retail sales estimates are excluding wholesale and non-retail services (not sold at store) but include online retail sales.

Fuel sales are included, except where revenues of fuel exceed 50% of average store revenues; in this case sales are reported exclusive of fuel sales.

All figures are estimates based on Kantar Retail research and company reports.

Source: Kantar Retail