

About This Report	7
 Overview of Industry Performance	
Overall Retail Sales Growth	9
NARTS Shops Sales Growth	9
Key Highlights.....	10
Profile of the Typical Resale Shop Operator.....	12
General Shop Information.....	13
 Detailed Results	
All Respondents	20
All Respondents by Type of Operation	
For Profit.....	22
Not For Profit.....	22
For Profit Stores by Distribution of Sales	
Mostly Ladies'	24
Mostly Children's	24
Mostly Furniture.....	26
Variety.....	26
For Profit Stores by Sales Volume per Store	
Less than \$100,000	28
\$100,000 to \$199,999	28
\$200,000 to \$299,999	30
\$300,000 to \$499,999.....	30
\$500,000 to \$999,999.....	32
\$1,000,000 or Greater.....	32
For Profit Stores by Total Store Space per Store	
Less than 1,500 Sq. Ft.....	34
1,500 to 2,499 Sq. Ft.	34
2,500 to 3,499 Sq. Ft.	36
3,500 to 4,499 Sq. Ft.	36
4,500 to 6,999 Sq. Ft.	38
7,000 or More Sq. Ft.	38
For Profit Stores by Number of Years in Business	
1 to 4 Years	40
5 to 12 Years.....	40
13 to 19 Years.....	42
20 or More Years.....	42
Not For Profit Stores by Sales Volume per Store	
Less than \$400,000	44
\$400,000 or Greater	44
Not For Profit Stores by Total Store Space per Store	
Less than 6,500 Sq. Ft.....	46
6,500 or More Sq. Ft.	46

Not For Profit Stores by Number of Years in Business

1 to 15 Years.....	48
16 or More Years.....	48

All Respondents by Region

Northeast U.S.	50
South U.S.....	50
Midwest U.S.....	52
West U.S.	52

Appendix

Survey Methodology	57
Summary of Key Performance Measures and Their Computation.....	58
Survey Questionnaire	59