

# Retail sales index – March 2025

23.04.2025

↓ 0.3%

A decrease compared with the corresponding month of the previous year

**In March 2025 retail sales<sup>1</sup> at constant prices were by 0.3% lower than the year before (against an increase of 6.1% in March 2024). Compared with February 2025, an increase by 14.3% in retail sales was recorded.**

**In the period of January-March<sup>2</sup> 2025 sales increased y/y by 1.4% (against an increase by 5.0% in the corresponding period of 2024).**

After eliminating the seasonal factors retail sales were higher than the year ago and the month ago

## Retail sales of goods by type of enterprise activity

In March 2025, a decrease in retail sales (at constant prices) compared with the corresponding period of 2024 among the presented categories of goods was recorded in groups with a high share in "total" retail sales: "others" (by 12.2%), "food, beverages and tobacco products" (by 9.4%), "solid, liquid and gaseous fuels" (by 0.1%).

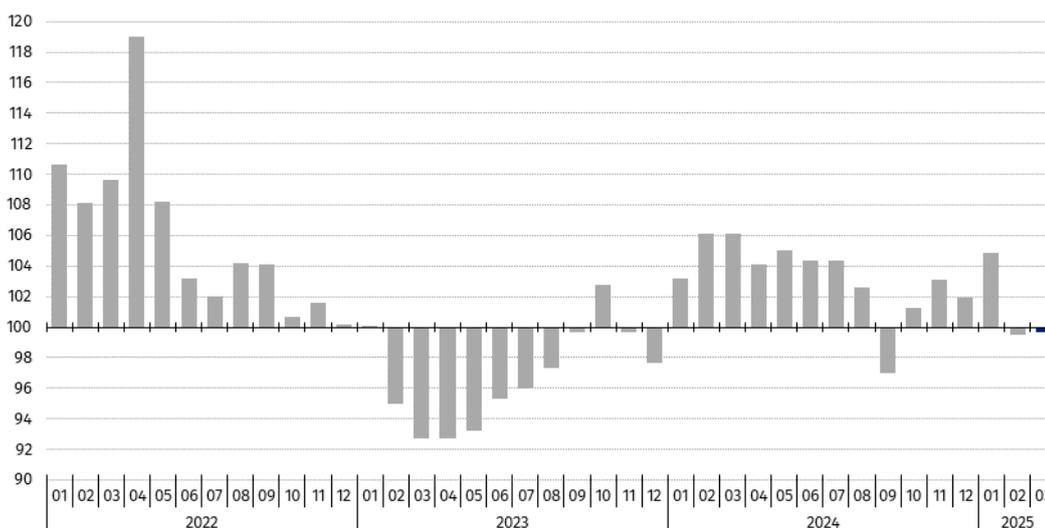
However, an increase in sales was observed in the groups: "motor vehicles, motorcycles, parts" (by 18.4%), "furniture, radio, TV and household appliances" (by 12.9%), "textiles, clothing, footwear" (by 6.7%), "pharmaceuticals, cosmetics, orthopaedic equipment" (by 5.0%) and "newspapers, books, other sale in specialized stores" (by 1.0%).

In March 2025, the value of retail sales via Internet at current prices was by 13.1% higher than a year ago and the share of sales via Internet in "total" sales increased from 8.0% to 9.0%.

Among the presented groups with a significant share of sales via Internet an increase in share was observed in enterprises from the groups "textiles, clothing, footwear" (from 23.0% a year ago to 27.2%) and "furniture, radio, TV and household appliances" (from 17.1% to 17.9% respectively). However a drop in share was shown by units from the group "newspapers, books, other sale in specialized stores" (from 23.3% to 19.9%).

The greater decline in sales in the "food, beverages and tobacco products" group than in the previous month was influenced by i.a. the date of Easter, falling in 2024 at the turn of March and April and the larger number of trading days (additional trading Sunday) in March last year

**Chart 1. Retail sales of goods (constant prices) – corresponding period of previous year=100**



<sup>1</sup> Data concerns trade and non-trade enterprises employing more than 9 persons. Groups of enterprises were created on the basis of the Polish Classification of Activities (PKD 2007) and a given enterprise is included to a specific category by predominating kind of activity and according to its present organizational status in mentioned period. The recorded changes of rise or fall of the dynamics of retail sales in particular groups of enterprises activity may result from a change in the predominating kind of activity and organisational changes (e.g. a merger of enterprises). This does not have impact on the dynamics of the total retail sales.

<sup>2</sup> Corrections made by reporting entities were included in cumulative data.

**Table 1. Index numbers of retail sales (constant prices)**

| Specification                                       | 03 2025      |             | 01-03 2025     |
|---|--------------|-------------|----------------|
|   | 02 2025=100  | 03 2024=100 | 01-03 2024=100 |
| <b>TOTAL</b>  | <b>114.3</b> | <b>99.7</b> | <b>101.4</b>   |
| of which:   |              |             |                |
| Motor vehicles, motorcycles, parts                  | 119.0        | 118.4       | 113.6          |
| Solid, liquid and gaseous fuels                     | 112.9        | 99.9        | 100.9          |
| Food, beverages and tobacco products                | 109.6        | 90.6        | 96.6           |
| Other retail sale in non-specialized stores         | .            | .           | .              |
| Pharmaceuticals, cosmetics, orthopaedic equipment   | 103.7        | 105.0       | 107.5          |
| Textiles, clothing, footwear                        | 127.2        | 106.7       | 108.2          |
| Furniture, radio, TV and household appliances       | 122.7        | 112.9       | 107.9          |
| Newspapers, books, other sale in specialized stores | 109.1        | 101.0       | 98.6           |
| Others  | 109.5        | 87.8        | 92.4           |

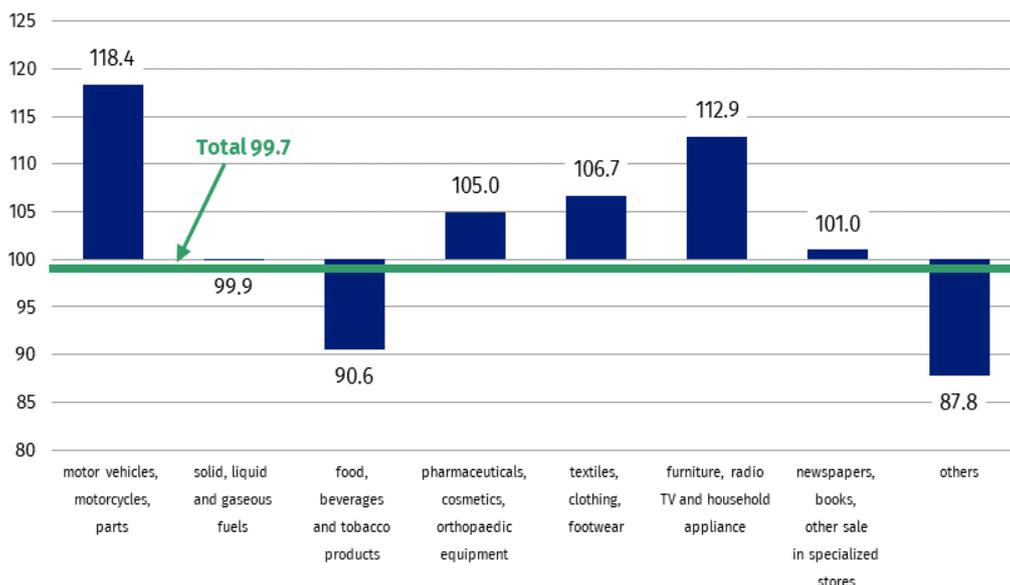
(.) Data not available, classified data (statistical confidentiality) or providing data impossible or purposeless

**Table 2. Index numbers and structure of retail sales (current prices)**

| Specification                                       | 03 2025      |              | 01-03 2025     |                |
|---|--------------|--------------|----------------|----------------|
|   | 02 2025=100  | 03 2024=100  | 01-03 2024=100 | Structure in % |
| <b>TOTAL</b>  | <b>114.6</b> | <b>100.6</b> | <b>102.5</b>   | <b>100.0</b>   |
| of which:   |              |              |                |                |
| Motor vehicles, motorcycles, parts                  | 118.1        | 111.7        | 107.5          | 8.7            |
| Solid, liquid and gaseous fuels                     | 110.9        | 95.9         | 98.2           | 13.1           |
| Food, beverages and tobacco products                | 110.0        | 96.5         | 102.3          | 25.7           |
| Other retail sale in non-specialized stores         | .            | .            | .              |                |
| Pharmaceuticals, cosmetics, orthopaedic equipment   | 104.5        | 107.8        | 110.2          | 8.1            |
| Textiles, clothing, footwear                        | 131.4        | 105.4        | 106.8          | 5.4            |
| Furniture, radio, TV and household appliances       | 122.5        | 112.3        | 107.3          | 7.4            |
| Newspapers, books, other sale in specialized stores | 108.7        | 101.3        | 99.0           | 3.6            |
| Others  | 110.3        | 90.0         | 94.8           | 9.4            |

(.) Data not available, classified data (statistical confidentiality) or providing data impossible or purposeless

**Chart 2. Retail sales of goods in March 2025 by type of enterprise activity (constant prices) – corresponding period of previous year=100**

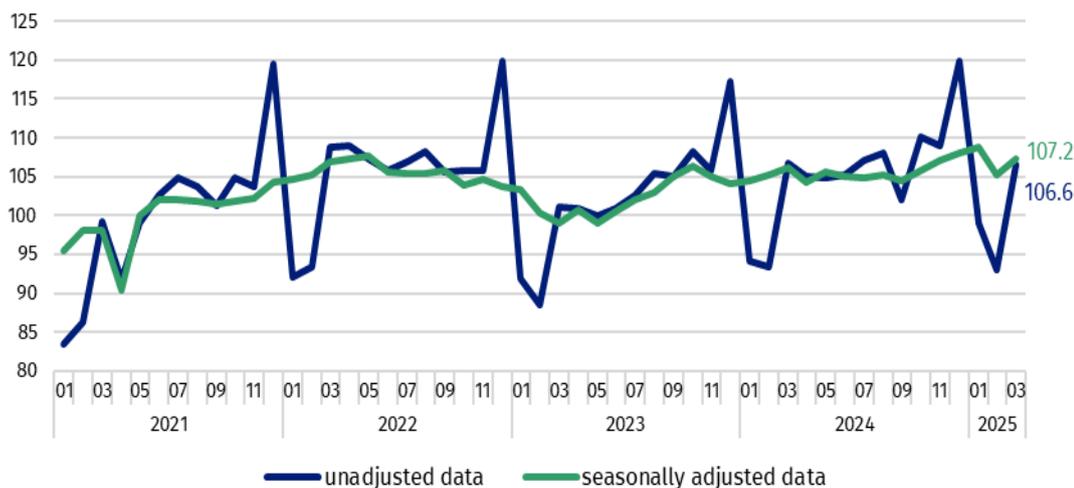


### Retail sales seasonally adjusted

After eliminating the seasonal factors, in March 2025 retail sales at constant prices were by 1.0% higher than in the corresponding month of 2024 and by 1.9% higher than in February 2025.

In March 2025, an increase of 1.9% in retail sales seasonally adjusted was recorded in comparison with February 2025

**Chart 3. Retail sales – seasonally adjusted and unadjusted data (constant prices) – monthly average 2021=100**



In Knowledge Databases (DBW) simultaneously with the data on retail sales, the data for the volume of sales<sup>3</sup> by KAU (Kind-of-activity unit), which is prepared for the needs of European statistics, is presented additionally. The volume of sales (constant prices 2021=100) includes divisions and groups of Section G according NACE Rev. 2 - "Wholesale and retail trade; repair of motor vehicles and motorcycles". The data is disseminated on the website of the Statistics Poland in the resources Knowledge Databases/Database/Economy/Short-Term Statistics - data by Kind-of-activity unit.

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<sup>3</sup> The volume of sales is defined as turnover in trade deflated by price index i.e. turnover at constant prices (2021=100).

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#### **Terms used in official statistics**

[Retail sales of goods](#)