

# Convenience Retailers in the US

February 2025

**Table of Contents** 

# Convenience Retailers in the US - Category analysis

## **KEY DATA FINDINGS**

#### 2024 DEVELOPMENTS

Inflationary effects challenge convenience retailers in 2024

Consolidation continues across convenience retailers

Building brand awareness with innovative prepared foods continues in 2024

# PROSPECTS AND OPPORTUNITIES

Low value growth forecast for convenience retailers

Retail media networks set to expand in the forecast period

Amazon Go will lead growth in cashierless technology

## CHANNEL DATA

- Table 1 Convenience Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 2 Convenience Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 3 Sales in Convenience Retailers by Channel: Value 2019-2024
- Table 4 Sales in Convenience Retailers by Channel: % Value Growth 2019-2024
- Table 5 Convenience Retailers GBO Company Shares: % Value 2020-2024
- Table 6 Convenience Retailers GBN Brand Shares: % Value 2021-2024
- Table 7 Convenience Retailers LBN Brand Shares: Outlets 2021-2024
- Table 8 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 9 Convenience Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 10 Forecast Sales in Convenience Retailers by Channel: Value 2024-2029
- Table 11 Forecast Sales in Convenience Retailers by Channel: % Value Growth 2024-2029

# Retail in the US - Industry Overview

## **EXECUTIVE SUMMARY**

Retail in 2024: The big picture

Exceptionally high grocery prices in 2024 enter the political arena

China-affiliated competitors reset the landscape for retail e-commerce in the US

What next for retail?

# OPERATING ENVIRONMENT

Informal retail

Opening hours for physical retail

Summary 1 - Standard Opening Hours by Channel Type 2024

Seasonality

Christmas

Back to School

Prime Day/Christmas in July

Mother's Day

# MARKET DATA

- Table 12 Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2019-2024
- Table 13 Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2019-2024
- Table 14 Sales in Retail Offline by Channel: Value 2019-2024
- Table 15 Sales in Retail Offline by Channel: % Value Growth 2019-2024
- Table 16 Retail Offline Outlets by Channel: Units 2019-2024
- Table 17 Retail Offline Outlets by Channel: % Unit Growth 2019-2024
- Table 18 Sales in Retail E-Commerce by Product: Value 2019-2024
- Table 19 Sales in Retail E-Commerce by Product: % Value Growth 2019-2024

- Table 20 Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 21 Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 22 Sales in Grocery Retailers by Channel: Value 2019-2024
- Table 23 Sales in Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 24 Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 25 Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 26 Non-Grocery Retailers: Value Sales, Outlets and Selling Space 2019-2024
- Table 27 Non-Grocery Retailers: Value Sales, Outlets and Selling Space: % Growth 2019-2024
- Table 28 Sales in Non-Grocery Retailers by Channel: Value 2019-2024
- Table 29 Sales in Non-Grocery Retailers by Channel: % Value Growth 2019-2024
- Table 30 Non-Grocery Retailers Outlets by Channel: Units 2019-2024
- Table 31 Non-Grocery Retailers Outlets by Channel: % Unit Growth 2019-2024
- Table 32 Retail GBO Company Shares: % Value 2020-2024
- Table 33 Retail GBN Brand Shares: % Value 2021-2024
- Table 34 Retail Offline GBO Company Shares: % Value 2020-2024
- Table 35 Retail Offline GBN Brand Shares: % Value 2021-2024
- Table 36 Retail Offline LBN Brand Shares: Outlets 2021-2024
- Table 37 Retail E-Commerce GBO Company Shares: % Value 2020-2024
- Table 38 Retail E-Commerce GBN Brand Shares: % Value 2021-2024
- Table 39 Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 40 Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 41 Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 42 Non-Grocery Retailers GBO Company Shares: % Value 2020-2024
- Table 43 Non-Grocery Retailers GBN Brand Shares: % Value 2021-2024
- Table 44 Non-Grocery Retailers LBN Brand Shares: Outlets 2021-2024
- Table 45 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: Value 2024-2029
- Table 46 Forecast Sales in Retail by Retail Offline vs Retail E-Commerce: % Value Growth 2024-2029
- Table 47 Forecast Sales in Retail Offline by Channel: Value 2024-2029
- Table 48 Forecast Sales in Retail Offline by Channel: % Value Growth 2024-2029
- Table 49 Forecast Retail Offline Outlets by Channel: Units 2024-2029
- Table 50 Forecast Retail Offline Outlets by Channel: % Unit Growth 2024-2029
- Table 51 Forecast Sales in Retail E-Commerce by Product: Value 2024-2029
- Table 52 Forecast Sales in Retail E-Commerce by Product: % Value Growth 2024-2029
- Table 53 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 54 Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 55 Forecast Sales in Grocery Retailers by Channel: Value 2024-2029
- Table 56 Forecast Sales in Grocery Retailers by Channel: % Value Growth 2024-2029
- Table 57 Forecast Grocery Retailers Outlets by Channel: Units 2024-2029
- Table 58 Forecast Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029
- Table 59 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space 2024-2029
- Table 60 Non-Grocery Retailers Forecasts: Value Sales, Outlets and Selling Space: % Growth 2024-2029
- Table 61 Forecast Sales in Non-Grocery Retailers by Channel: Value 2024-2029
- Table 62 Forecast Sales in Non-Grocery Retailers by Channel: % Value Growth 2024-2029
- Table 63 Forecast Non-Grocery Retailers Outlets by Channel: Units 2024-2029
- Table 64 Forecast Non-Grocery Retailers Outlets by Channel: % Unit Growth 2024-2029

## DISCLAIMER

## **SOURCES**

Summary 2 - Research Sources

Euromonitor International is an independent market intelligence provider. Data, insight and analysis stem from in-the-field research spanning 210 national markets.

Content ranges from the in-depth and country-specific, to key strategic themes with a global range and significance. Products cover a comprehensive range of insights and market data, but can be broadly categorised as:

- Strategy Briefings: Global or regional in scope, and focussing on the most important themes shaping consumer demand, the key markets, competitive environment and future outlook across a range of industries.
- Company Profiles: Analysis dedicated to the world's most significant companies, with detailed insight into their activities, focus of operations, their competitors, their geographic presence and performance.
- Country Reports: For an in-depth understanding of specific countries, whether by industry, economic metrics or consumer
  trends and lifestyles. These reports cover current trends, consumer demand, market potential and future prospects, with
  country-specific local insight and comprehensive data, unavailable elsewhere.

For more information on this report, further enquiries can be directed via this link www.euromonitor.com/convenience-retailers-in-the-us/report.