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US retail sales in November and December of this year are predicted to reach \$692 billion, up \$10 billion, or 1.3% over 2015. Macroeconomic factors at the time of writing paint a positive picture for the coming months, as does the fact that 41% of shoppers say they intend to spend more this year.

## This report looks at the following areas:

- Tempered forecast for 2016 holiday season; Should edge 2015 by \$10 billion
- · All I want for the holidays is a good deal
- Online shopping will reach new heights

The results of the US presidential election could impact consumer confidence and result in a pullback of spending. Nearly half of shoppers would like to get the majority of their shopping done prior to Thanksgiving. Online and mobile shopping is expected to reach record highs putting more pressure on bricks and mortar retailers to drive in-store traffic.

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DID YOU KNOW?

This report is part of a series of reports, produced to provide you with a more holistic view of this market



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