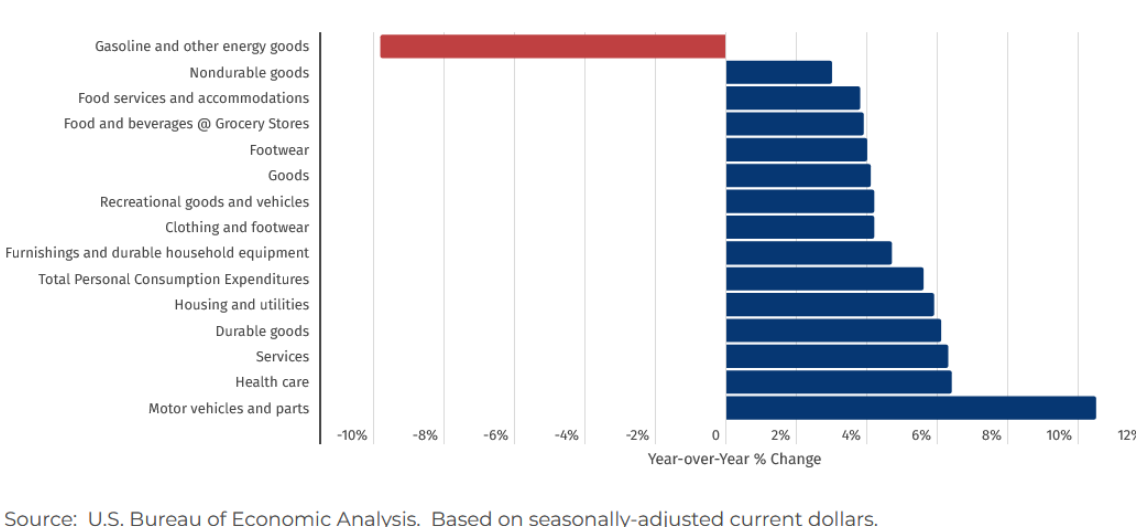


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SHOE RETAIL SALES RECAP

Exclusive Retail Sales Data & Marketplace Intel in Under 2 Minutes

# Reflecting US Footwear Demand through March 2025



Source: U.S. Bureau of Economic Analysis. Based on seasonally-adjusted current dollars.

US consumer spending on footwear rebounded to a record in the latest month.

**By the numbers:** At a seasonally adjusted, annualized \$115.9 billion, footwear demand in March reached the most on record and climbed year over year for the thirty-first time in the last thirty-three months.

- Prospects for the US economy remain on the defensive. In late April the Bureau of Economic Analysis [reported](#) America's gross domestic product shrank modestly in the first quarter of the year, the first contraction in three years.
- Go deeper:** [See full analysis & graphs here](#)

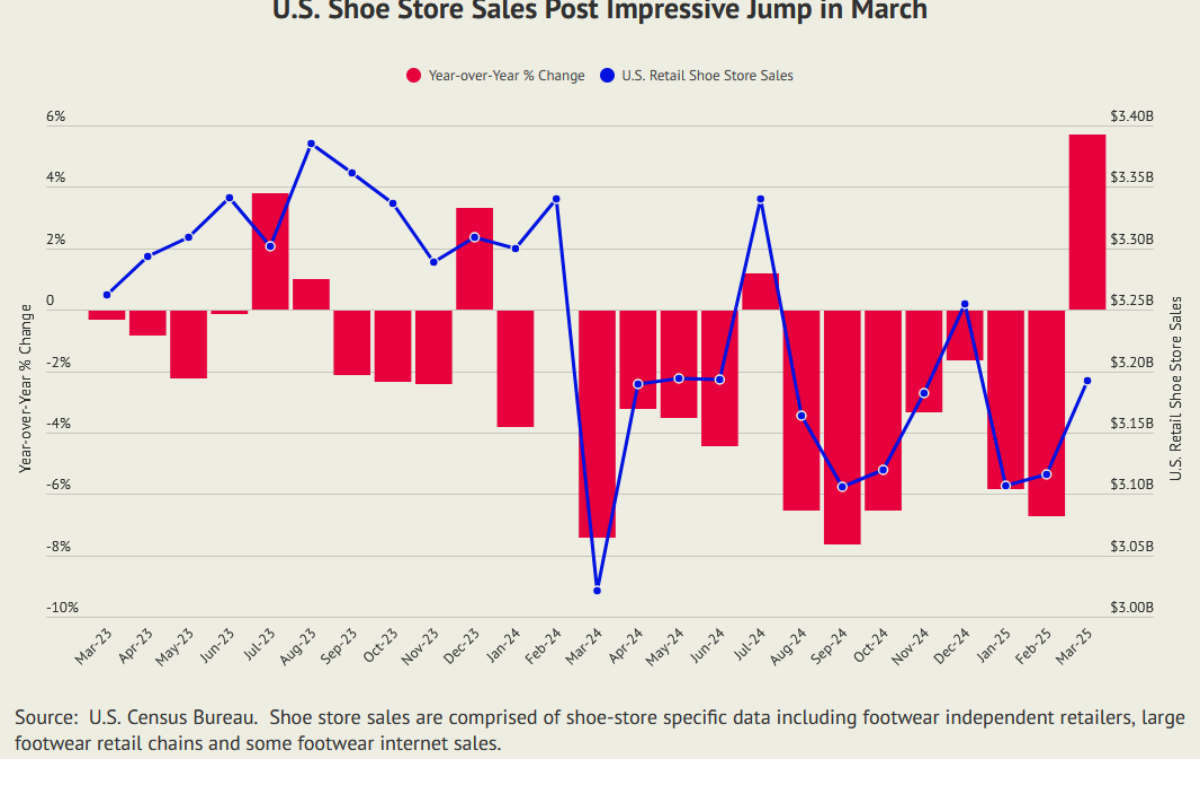
2025 State of B2B eCommerce Report

Why stability is the new growth

We surveyed 100+ brands: they're taking a *low-risk, high-reward* hybrid approach this year using wholesale as a steady profitability lever.

Get the report

# Reflecting US Footwear Demand through March 2025



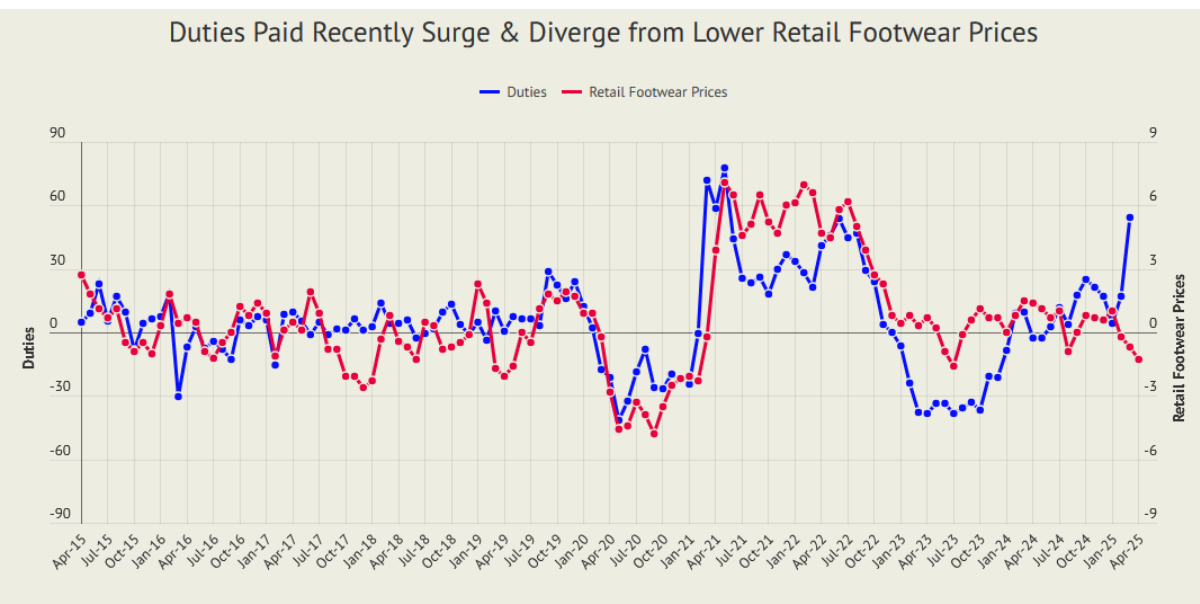
Source: U.S. Census Bureau. Shoe store sales are comprised of shoe-store specific data including footwear independent retailers, large footwear retail chains and some footwear internet sales.

Seasonally-adjusted shoe store sales rebounded sharply in March, surging 5.7% from a year earlier, reversing seven straight declines and posting the biggest advance in more than two years.

**By the numbers:** While up from twelve months ago, at a seasonally-adjusted \$3.192 billion, shoe store sales still stand as the second-lowest seasonally adjusted March reading since the early days of COVID five years ago.

- We see the March improvement as more a function of a weak year-ago comp than a sign of a revival in shoe store sales.
- Go deeper:** [View FDRA's full analysis and graphs here](#)

# 2025 Footwear Price Prospects as Duties Surge



Sources: USITC & Bureau of Labor Statistics

Retail footwear prices sank in April, off -1.3% year over year, the sharpest drop in twenty-two months.

**By the numbers:** These prices were lower across key target markets. Women’s footwear prices slid -0.6%, lower seven of last nine months, men’s prices declined -1.5%, the most in twenty-one months, and children's prices fell -2.9%, most in more than four years.

**The bottom line:** Given the long-term co-movement between duties paid on footwear imports and retail footwear prices, we consider this recent divergence unsustainable over the medium to long term. If so, time will tell if gains in duties paid moderate or retail footwear prices rise to bring the lines back in step with one another.

- Go deeper:** [Read the entire footwear price report here](#)

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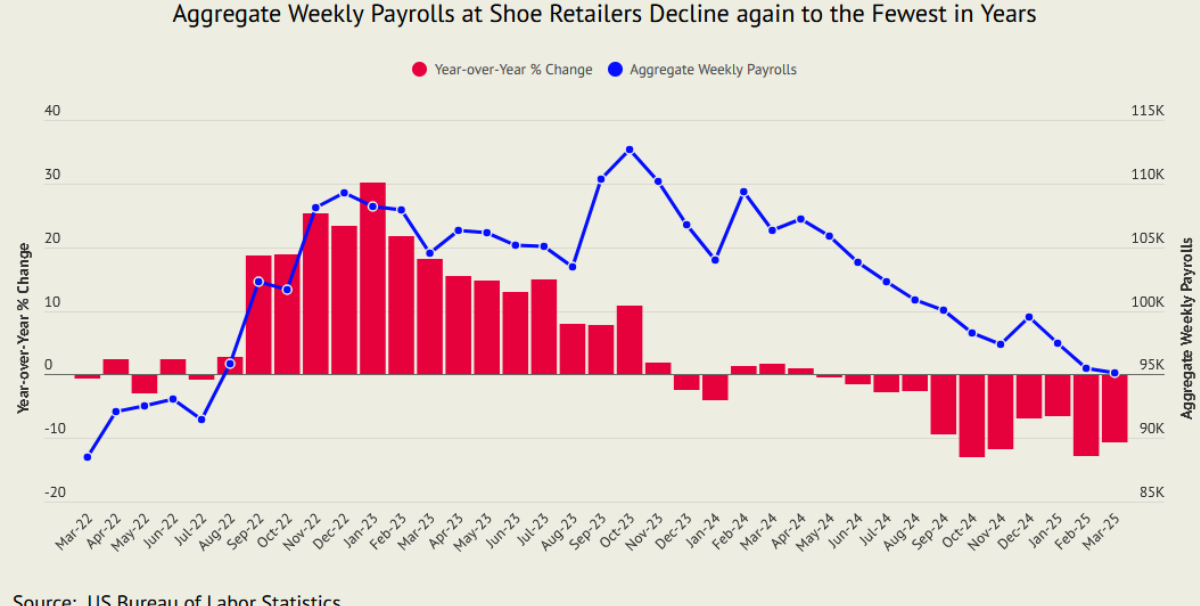
Footwear Tariff & Customs DIGITAL CONFERENCE

Wednesday, June 18, 2025 • 1 – 4 pm ET

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# Analysis of Shoe Store Labor Market Trends through March 2025



Source: US Bureau of Labor Statistics

Employers are responding to [persistently lackluster shoe store sales](#) by cutting the number of workers and the average number of hours worked each week, weighing on aggregate payrolls so far this year.

**By the numbers:** At a five-month low of 170,200 workers, the number employed by shoes stores declined year over year in March for the twelfth time in the last thirteen months.

- We maintain our view that if shoe store sales remain soft in coming months, shoe stores' aggregate payrolls may continue to contract as shoe store employers pare workers and hours.
- Go deeper:** [See footwear employment report here](#)