U.S. Convenience Stores Continue Growth

The industry’s core offer of convenience strongly resonates with time-starved customers.

Convenience stores account for MORE THAN ONE THIRD (34.4%) of the brick-and-mortar retail universe tracked by Nielsen in the United States, according to the 2018 NACS/Nielsen Convenience Industry Store Count.

OVERALL, 79.1% of convenience stores (122,552) sell motor fuels, a decrease of 1.0% (or 1,255 stores) from 2016, with the single-store motor fuels segment dropping by 1,025 stores.

Convenience stores account for MORE THAN ONE THIRD (34.4%) of the brick-and-mortar retail universe tracked by Nielsen in the United States, according to the 2018 NACS/Nielsen Convenience Industry Store Count.

OVERALL, 79.1% of convenience stores (122,552) sell motor fuels, a decrease of 1.0% (or 1,255 stores) from 2016, with the single-store motor fuels segment dropping by 1,025 stores.

The U.S. convenience store count increased to a record 154,958 STORES as of December 31, 2017, a 0.3% increase (423 stores) from the year prior. The continued growth in new units signals the industry’s sustained focus on meeting consumer demand for immediate consumption, its innovative approach to offering high-quality foodservice options and providing more healthier choices in grab-and-go food, snacks and beverages.

The bottom three states in terms of store count remain:

- Alaska (217 stores)
- Wyoming (355 stores)
- Delaware (344 stores)

Source: 2018 NACS/Nielsen Convenience Industry Store Count
**INDUSTRY STORE COUNT**

The industry store count has **INCREASED BY 55%** over the last three decades.


**U.S. CHANNEL COUNT**

Within the brick-and-mortar retail universe tracked by Nielsen in the United States, the convenience store count is significantly higher than other channels of trade. Except for the dollar store channel, all other major channels have fewer units at year-end 2017 than 2016:

<table>
<thead>
<tr>
<th>CHANNEL</th>
<th>2016</th>
<th>2017</th>
<th>Unit Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drug</td>
<td>43,636</td>
<td>43,169</td>
<td>(467)</td>
<td>-1.07%</td>
</tr>
<tr>
<td>Supermarket</td>
<td>51,191</td>
<td>51,134</td>
<td>(57)</td>
<td>-0.11%</td>
</tr>
<tr>
<td>Dollar</td>
<td>28,832</td>
<td>30,332</td>
<td>1,500</td>
<td>5.20%</td>
</tr>
</tbody>
</table>

*Source: Nielsen*