



For the week ending January 4, 2020

National Stations: Volume Moves for the Week

2020 Starts with a Whimper

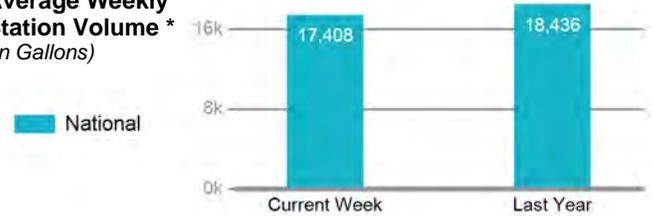
An exclusive OPIS survey of more than 15,000 stations nationwide reveals that average same-store sales were off significantly to start the new year, but the pace of declines has narrowed from the end of 2019.

During the week ending January 4th, the average retail outlet in the U.S. sold 2.6% less gasoline than the week prior. While U.S. volumes were down on the week, the West and Southwest regions managed to post weekly gains and reverse the steep drops from the week prior. According to the OPIS survey, weekly gasoline demand was down at 57.5% of U.S. stations. Compared to the same week a month ago, average volumes were down by a sizable 13%, with almost 87% of the stations in the survey seeing a loss in volume.

2020 is also off to a poor start as the first reading of the new year sees gasoline sales down 5.6% versus the same week last year. Based on an OPIS calculation, the average station sold 17,408 gallons, representing a loss in volume of 1,028 gallons.

Final December gasoline demand looked very weak, as full-month December 2019 volumes came in 4.3% lower than December 2018, and that was the worst monthly performance of the year.

Average Weekly Station Volume* (in Gallons)



Average Volume

	Last Year	Last Month	Last Week	4 Week
National	-5.6%	-13.0%	-2.6%	-4.7%

Median Volume

	Last Year	Last Month	Last Week	4 Week
National	-4.0%	-13.5%	-1.8%	-3.4%

Average = An average of all sites this week that had volumes for the same compared period. **Median** = The median volume of all sites this week that had volumes for the same compared period.

* See [Methodology Page](#) for Details

National Stations: Percentage with Volumes Up or Down

Criteria	Last Year	Last Month	Last Week	4 Week
Over 10% Gain	18.0 %	5.8 %	12.2 %	16.3 %
5% to 9.99%	8.5 %	2.5 %	11.6 %	9.4 %
2% to 4.99%	7.0 %	2.3 %	10.3 %	8.0 %
0% to 1.99%	5.1 %	2.5 %	8.4 %	6.3 %
< 0% to -1.99%	6.0 %	3.1 %	9.6 %	7.3 %
-2% to -4.99%	9.0 %	5.5 %	12.8 %	10.3 %
-5% to -9.99%	14.2 %	13.1 %	16.8 %	15.5 %
Over 10% Drop	32.2 %	65.3 %	18.3 %	27.0 %
Overall Up	38.5 %	13.1 %	42.5 %	39.9 %
Overall Down	61.5 %	86.9 %	57.5 %	60.1 %
Average Change Per Site	-2.9 %	-12.5 %	-1.3 %	-2.3 %
Median Change Per Site	-3.9 %	-14.0 %	-1.6 %	-2.8 %
Most Common Change Per Site	-2.0 %	-16.0 %	-1.9 %	-1.7 %

Last Year: This week's station volumes compared to station volumes from same-week prior year.

Last Month: This week's station volumes compared to station volumes from 4 weeks prior.

Last Week: This week's station volumes compared to station volumes from prior week.

4-Week Rolling: A rolling average of the most recent 4-week period's station volumes compared to station volumes from the same 4-week period from prior year.

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by confidentially
adding your weekly
store volume data
into this report.

Contact **Brian Norris** at 301-284-2057
for more information

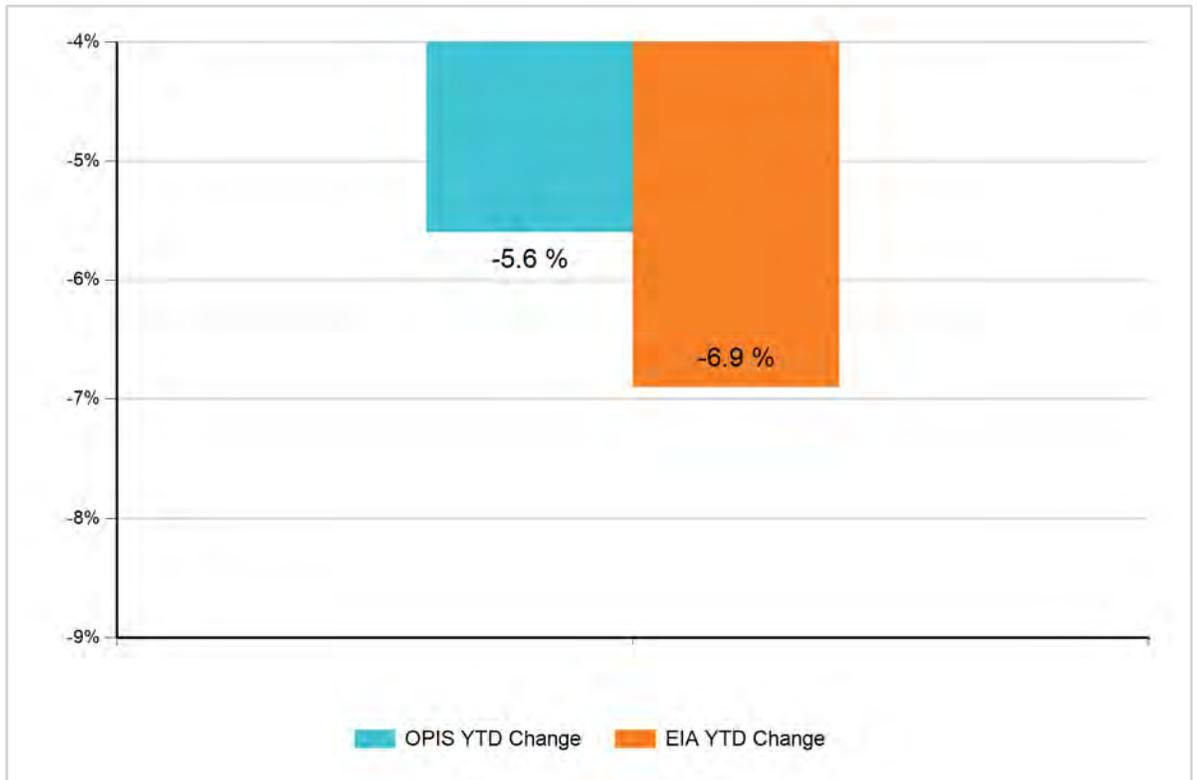
For more details on volume analysis by state, please call Customer Service at 301.284.2000



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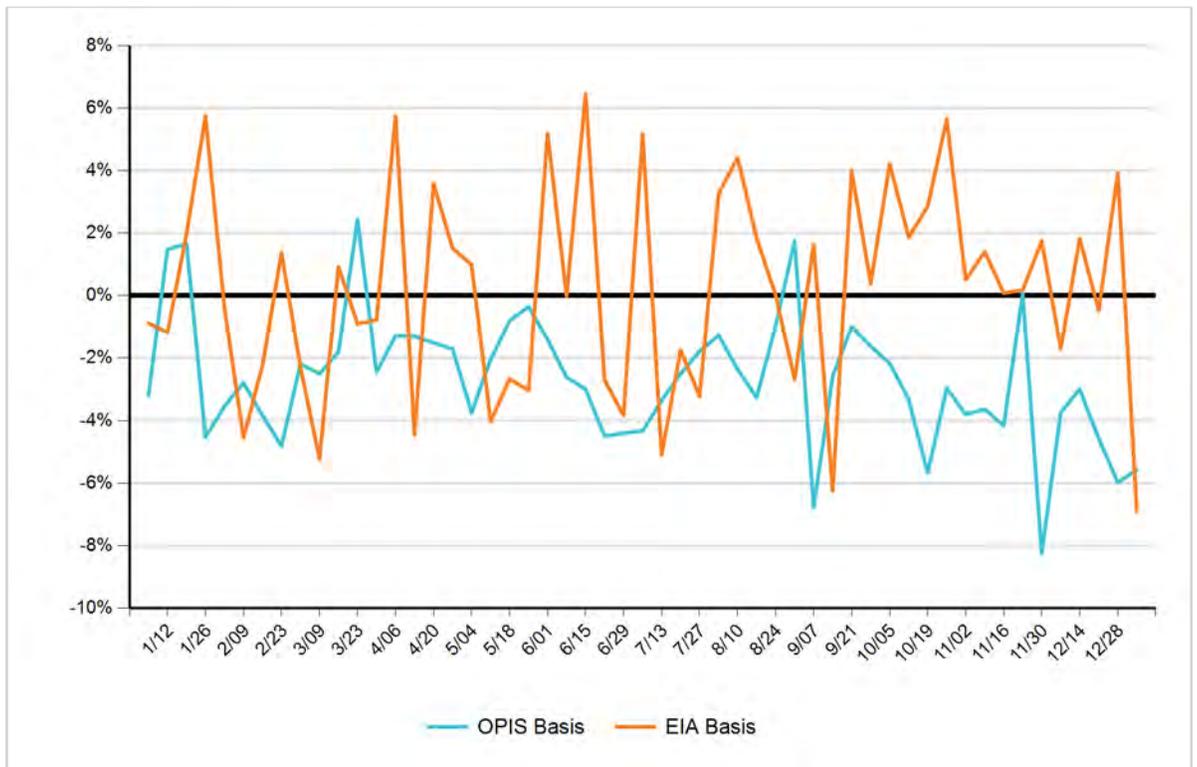
Year-to-Date OPIS Average Store Volume Change vs. EIA Year-to-Date Change

Year-to-Date percentage change versus same year-to-date period from prior year for OPIS Average Store Volumes versus EIA Demand



Weekly OPIS Basis vs. EIA Basis Year Over Year

Weekly percentage change in OPIS Average Store Volumes for this week versus same-week prior year compared to the percentage change of this week's EIA Demand versus same-week prior year



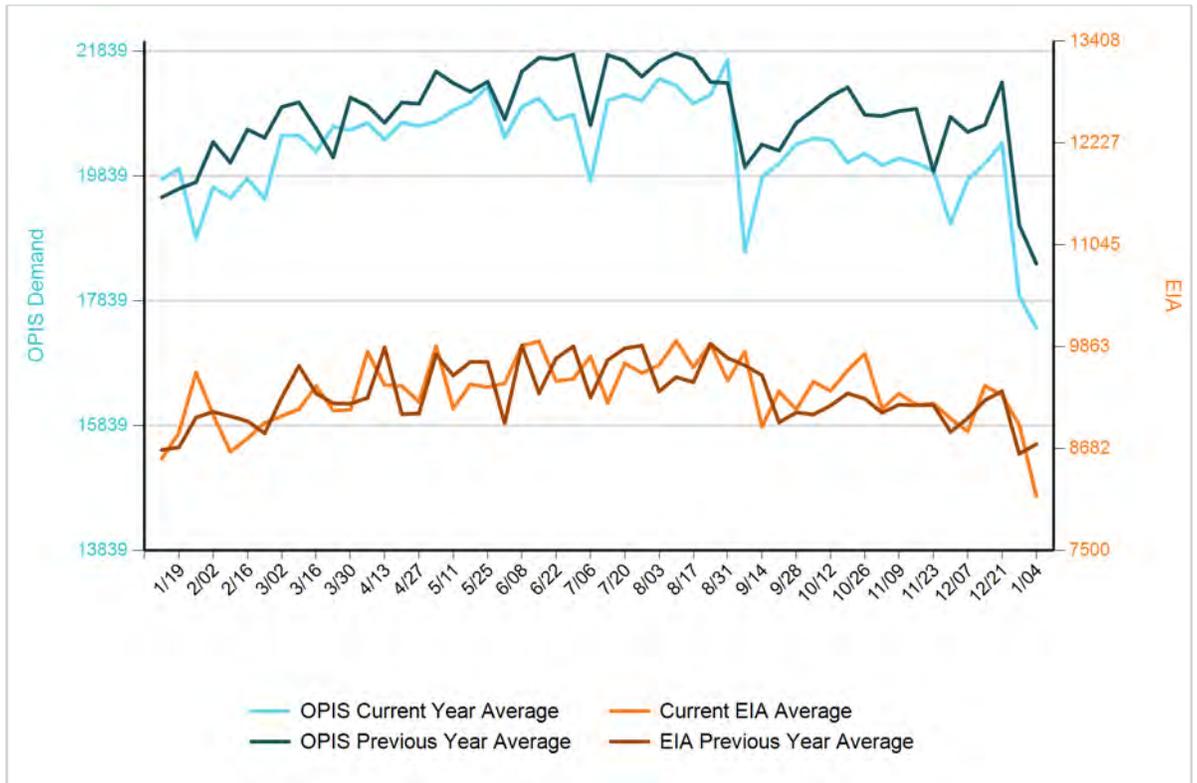
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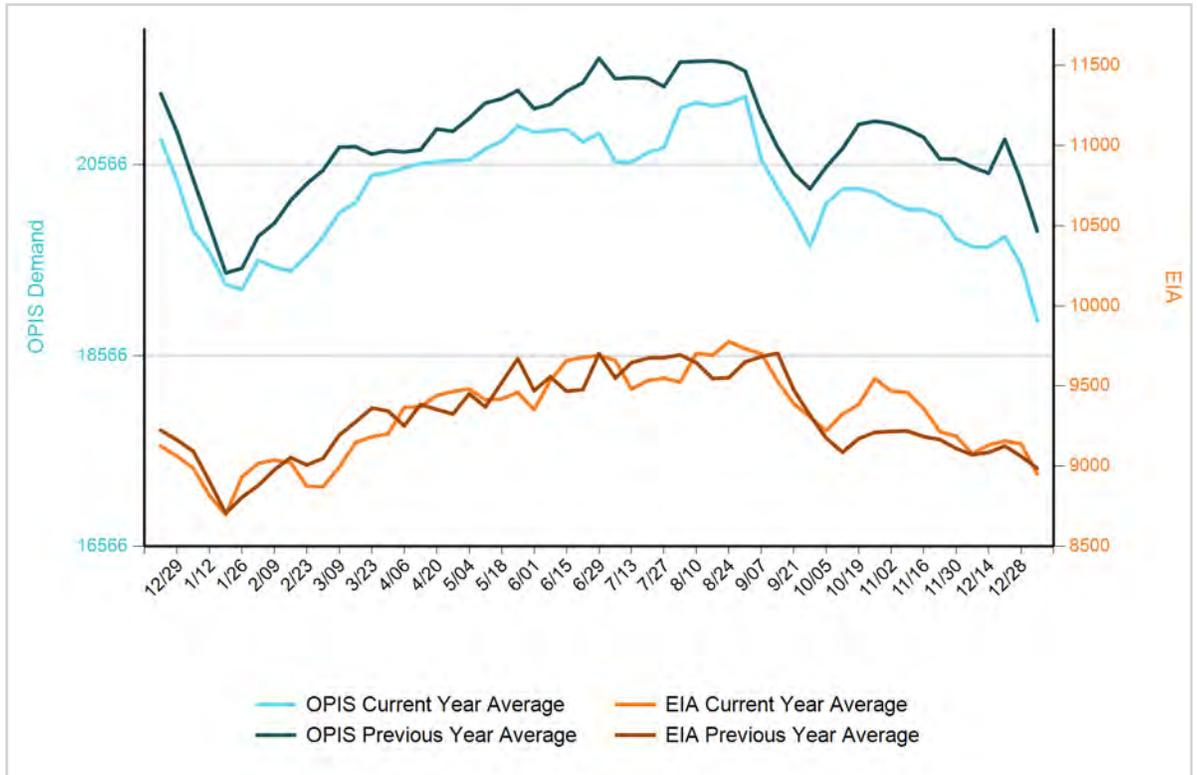
Weekly Average Volumes per Site for Past 52 Weeks vs. EIA Implied Demand

The Weekly OPIS Average Store Volumes versus EIA Demand for both current and prior years



4-Week Average Store Volume Rolling Demand vs. EIA 4-Week Rolling Demand

The 4-Week Rolling OPIS Store Volume Average versus the 4-Week Rolling EIA Average for both current and prior years.



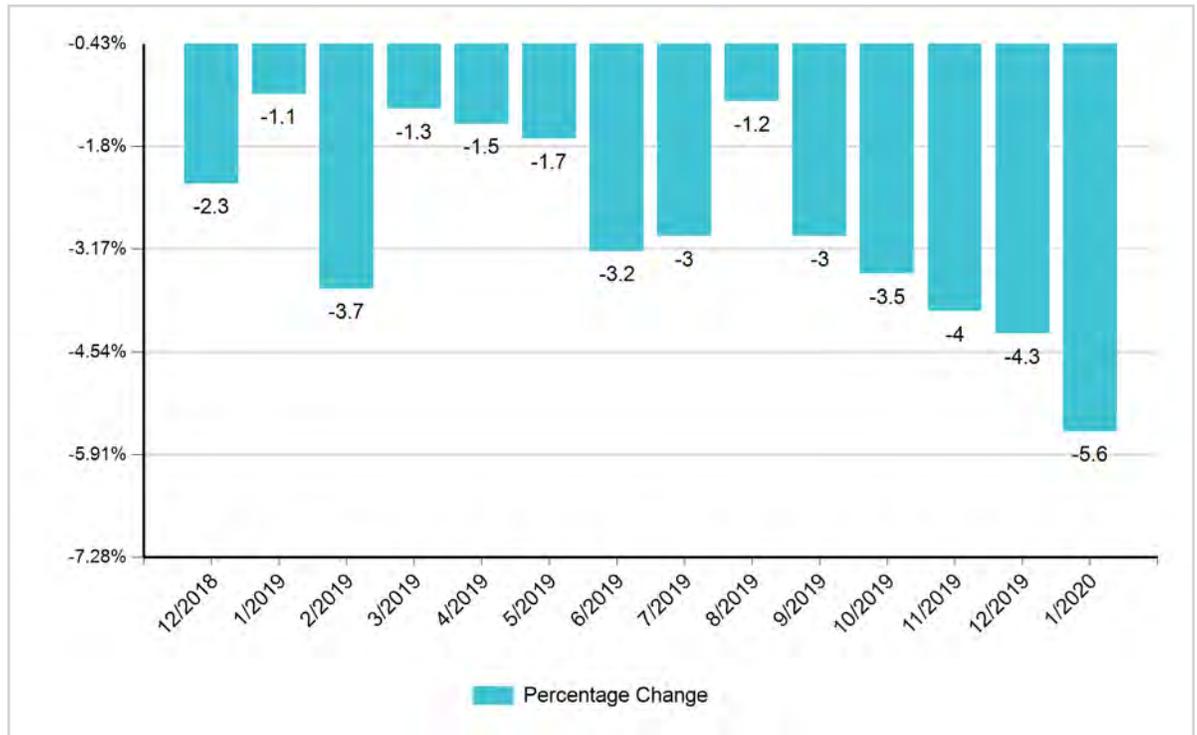
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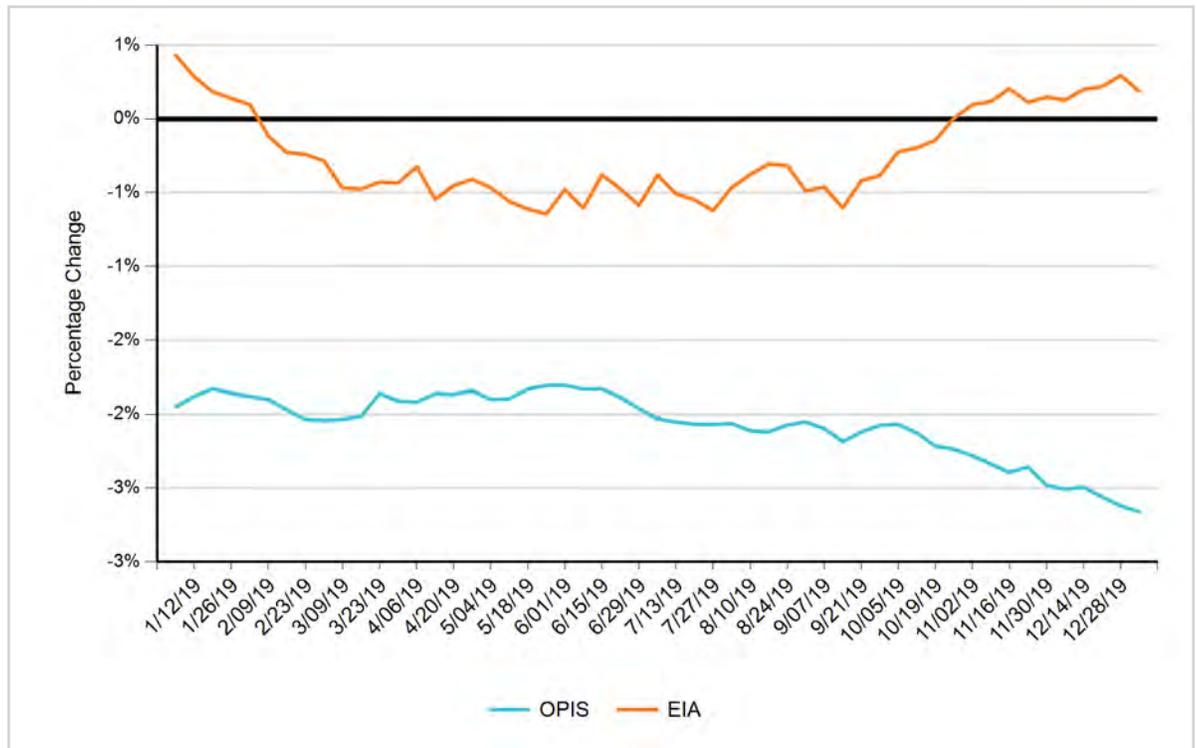
Monthly Volume Change Compared To Same Month Previous Year

The Monthly OPIS Average Store Volume Percentage Change versus the same month of the prior year



52 Week Rolling Average Year Over Year Change

A rolling chart of the 52-Week OPIS Average Store Volume Percentage Change versus the 52-Week EIA Average Demand Percentage Change for the most recent 52-week period compared to the same 52-week period for the prior year



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OPIS Demand Methodology: OPIS Demand is the authoritative, independent regional benchmark for weekly gasoline sales volume performance, showing aggregated data at the state, regional, and national levels. Data collected and released is for prior-week sales.

Volume data is confidentially collected directly from retailers electronically, with a mix of high-volume and low-volume sites. National chains, regional chains, new era marketers, and branded retailers are all included in the dataset, providing the most accurate view of individual markets.

OPIS releases regional reports once a region has enough coverage and outlet diversity, to guarantee the confidentiality of all data providers. OPIS will never reveal sources of volume information under any circumstances.

Retailers providing data included in the OPIS Demand report receive substantial discounts on the subscription cost. For more information on how to confidentially and securely provide your volume data in the weekly surveys in exchange for discounted rates, please contact Brian Norris via email at BNorris@opisnet.com or via phone at 301.284.2057.

For the full OPIS Demand report methodology, please visit our website at <http://www.opisnet.com/about/methodology.aspx>.

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