

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington D.C., 20549

Form 8-K

Current Report

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date Of Report (Date Of Earliest Event Reported): 01/06/2005

URBAN OUTFITTERS, INC.

(Exact Name of Registrant as Specified in its Charter)

Commission File Number: 000-22754

Pennsylvania

(State or Other Jurisdiction of
Incorporation or Organization)

23-2003332

(I.R.S. Employer
Identification No.)

1809 Walnut Street, Philadelphia PA 19103

(Address of Principal Executive Offices, Including Zip Code)

(215) 564-2313

(Registrant's Telephone Number, Including Area Code)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act(17CFR240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act(17CFR240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act(17CFR240.13e-4(c))

Item 2.02. Results of Operations and Financial Condition

On January 6, 2005, the Company issued a sales release, which is attached hereto as Exhibit 99.1 and incorporated herein by reference. The sales release disclosed material non-public information regarding the Company's sales for the two month holiday selling season and the eleven months ended December 31, 2004.

Item 9.01. Financial Statements and Exhibits

99.1 Sales Release dated January 6, 2005 - Fiscal Year 2005 Holiday Sales

Signature(s)

Pursuant to the Requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the Undersigned hereunto duly authorized.

URBAN OUTFITTERS, INC.

Date: January 10, 2005.

By: /s/ John E. Kyees

John E. Kyees
Chief Financial Officer

Exhibit Index

Exhibit No.	Description
EX-99.1	Sales Release dated January 6, 2005 - Fiscal Year 2005 Holiday Sales

URBAN OUTFITTERS, INC.

Philadelphia, PA -- January 6, 2005

For Immediate Release

Contact: John Kyees
Chief Financial Officer
(215) 564-2313

Urban Outfitters' Holiday 'Comp' Store Sales Up 14%

Urban Outfitters, Inc. (NASDAQ:URBN), a leading lifestyle consumer products company operating under the Anthropologie, Free People and Urban Outfitters brands, today announced record sales for the two-month period beginning November first and ending December 31, 2004.

Total Company sales for the two-month Holiday selling season jumped 47% to a record \$194.6 million. Total comparable store sales for the two months at Anthropologie, Free People and Urban Outfitters were up 18%, 64%, and 11%, respectively, for a combined 14% increase, versus a combined 20% 'comp' increase for the same period last year. Direct-to-consumer sales shot up 74% for the period, with significant growth at both Anthropologie Direct and Urban Direct. Free People wholesale sales for the period more than doubled, rising by 175%.

Comparable store sales for the calendar month of December grew by a combined 15% with Anthropologie, Free People and Urban Outfitters reporting gains of 18%, 61% and 12%, respectively, against the same month in the prior year. Direct-to-consumer sales rose 57% while Free People wholesale sales surged ahead 122%. Sales (issuance) of gift cards during the Holiday period were up 61% against the same Holiday period last year, increasing by over \$2.7 million.

"During the two-month Holiday selling season, sales in the stores, through the direct channels and to our wholesale customers were exceptional", said Richard A. Hayne, Chairman and President. "This December, 93% of our stores recorded their highest single-month sales volume ever. While we are deeply gratified by these Holiday results, especially given the strong same-store sales last year, we remain cautious as we approach the more difficult 'comp' store sales comparisons in the first quarter of next year."

Total Company sales for the 11-month period jumped 53% to a record \$770.7 million. Total comparable store sales for the 11 months were up 23%. Direct-to-consumer sales rose 87% for the period, with significant growth at both Anthropologie Direct and Urban Direct. Free People wholesale sales increased 59% for the period.

The Company has opened 13 Anthropologie stores, 14 Urban Outfitters stores and 1 Free People store -- 28 new stores in total during the fiscal year. This is slightly higher than our previously stated goal of 25 to 27 new stores. Management expects to release the Company's Fourth Quarter and FY 2005 sales results on February 3, 2005.

Urban Outfitters, Inc. is an innovative specialty retailer and wholesaler which offers a variety of lifestyle merchandise to highly defined customer niches through 75 Urban Outfitters stores in the United States, Canada, and Europe; an Urban web site; 65 Anthropologie stores in the United States; an Anthropologie catalog and web site; and Free People, the Company's wholesale division, which sells its product to approximately 1,100 specialty stores, department stores and catalogs, as well as through 2 Free People stores and a web site.

This news release is being made pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. *Certain matters contained in this filing may constitute forward-looking statements. Any one, or all, of the following factors could cause actual financial results to differ materially from those financial results mentioned in the forward-looking statements: the difficulty in predicting and responding to shifts in fashion trends, changes in the level of competitive pricing and promotional activity and other industry factors, overall economic and market conditions and the resultant impact on consumer spending patterns, including any effects of terrorist acts or war, availability of suitable retail space for expansion, timing of store openings, seasonal fluctuations in gross sales, the departure of one or more key senior managers, import risks, including potential disruptions and changes in duties, tariffs and quotas and other risks identified in filings with the Securities and Exchange Commission. The Company disclaims any intent or obligation to update forward-looking statements even if experience or future changes make it clear that actual results may differ materially from any projected results expressed or implied therein*

###