City of Richmond  
Sales Period: Jan 2012 - December 2012  

Summary  

News from Sales Tax Quarter  
- California Auto Outlook reports sales of new vehicles up 25.3% for 2012, higher than the 13.4% national rate and the 15th consecutive quarterly increase. Continued growth in 2013 is forecasted at 8.2%.  
- The California Department of Finance reports that the number of existing single family homes sold in January is down 3.9% compared to January of last year. The average median sales price is up 24.1% over January 2011, but down 8.1% from December of 2012.  
- The California Employment Development Department reports that the State Unemployment Rate for January of 2013 was 10.4%, down 0.9% from 11.3% the previous year, but up 0.6% from the prior month.  

News from Today  
- The U.S. Energy Information Administration reports the current average retail price of gasoline is $4.04 per gallon, down 27 cents (6.3%) from $4.31 per gallon last year. Prices are projected to be lower by the end of 2013 than they were at the end of 2012.  
- The U.S. Bureau of Labor Statistics reports that the National Unemployment Rate edged down in February to 7.75%, down 0.2% from January. There continues to be little change nationally to the 2.6 million people considered to be "marginally attached to the workforce".  
- The U.S. Census Bureau reports that Retail and Food Services Sales are up 4.6% over February of last year.  

<table>
<thead>
<tr>
<th>Quarter-Over-Quarter</th>
<th>Year-Over-Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Oct - Dec 2011 to Dec 2012</td>
</tr>
<tr>
<td></td>
<td>City of Richmond</td>
</tr>
<tr>
<td>Total</td>
<td>8.6%</td>
</tr>
<tr>
<td>General Retail</td>
<td>1.1%</td>
</tr>
<tr>
<td>Food Products</td>
<td>-0.6%</td>
</tr>
<tr>
<td>Transportation</td>
<td>27.1%</td>
</tr>
<tr>
<td>Construction</td>
<td>-8.1%</td>
</tr>
<tr>
<td>Business To Business</td>
<td>11.0%</td>
</tr>
<tr>
<td>Department Stores</td>
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</tr>
<tr>
<td>Auto Sales - New</td>
<td>35.7%</td>
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<tr>
<td>Energy Sales</td>
<td>6.4%</td>
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<tr>
<td>Service Stations</td>
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<tr>
<td>Restaurants</td>
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<tr>
<td>Miscellaneous Retail</td>
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<tr>
<td>Florist/Nursery</td>
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<tr>
<td>Bldg. Mtls-Whsl</td>
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<tr>
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<tr>
<td>Light Industry</td>
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<tr>
<td>Heavy Industry</td>
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<tr>
<td>Food Markets</td>
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<tr>
<td>Auto Sales - Used</td>
<td>62.9%</td>
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</tbody>
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MuniServices