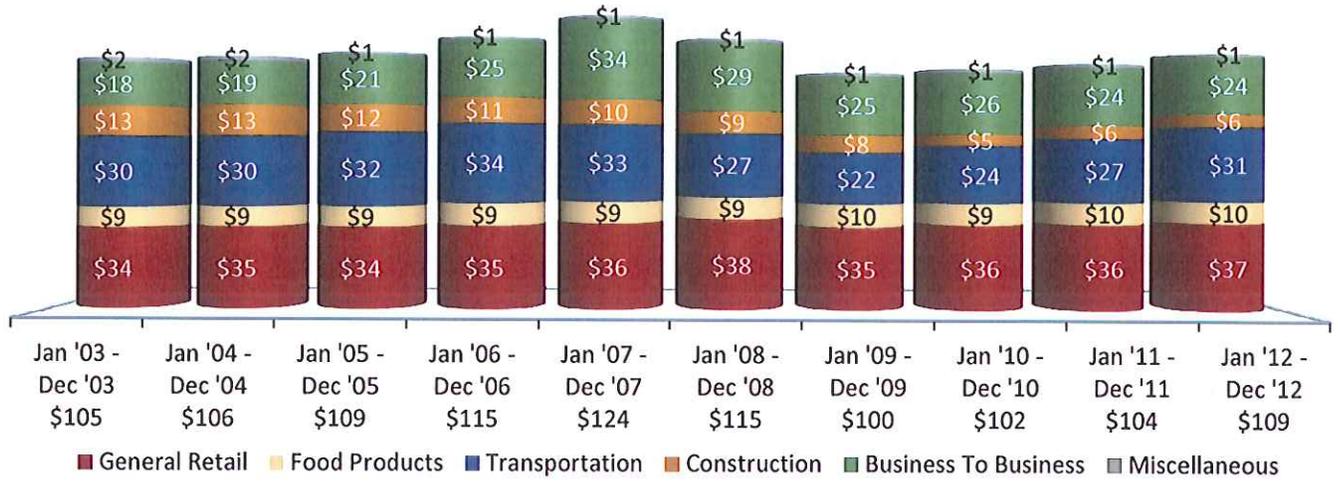


# City of Richmond

Sales Period: Jan 2012 - December 2012

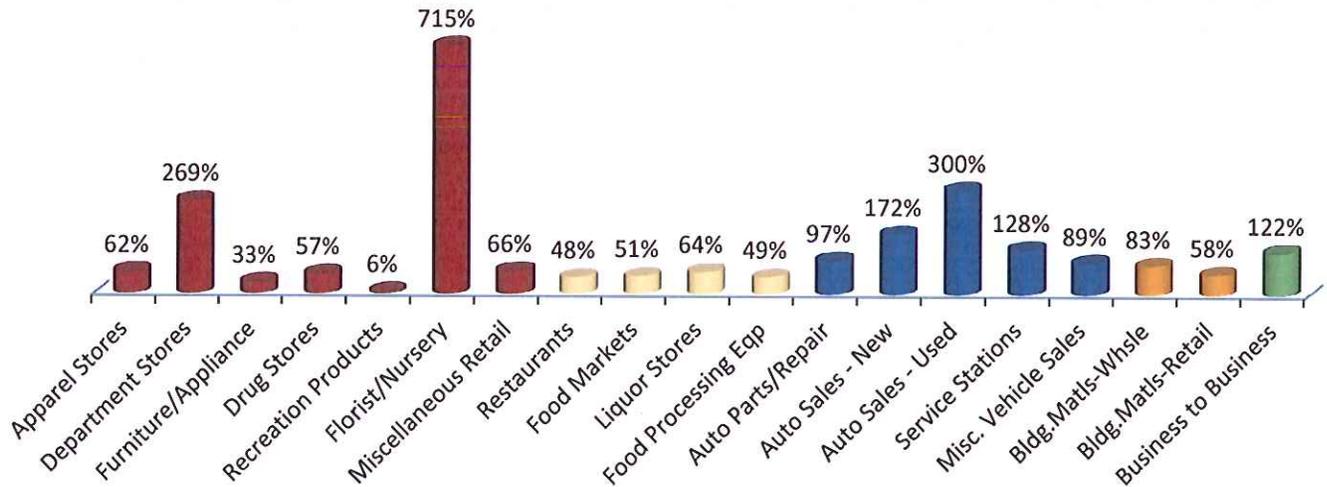
## Sales Tax Per Capita

City of Richmond's annualized sales tax divided by its population as reported by State Department of Finance

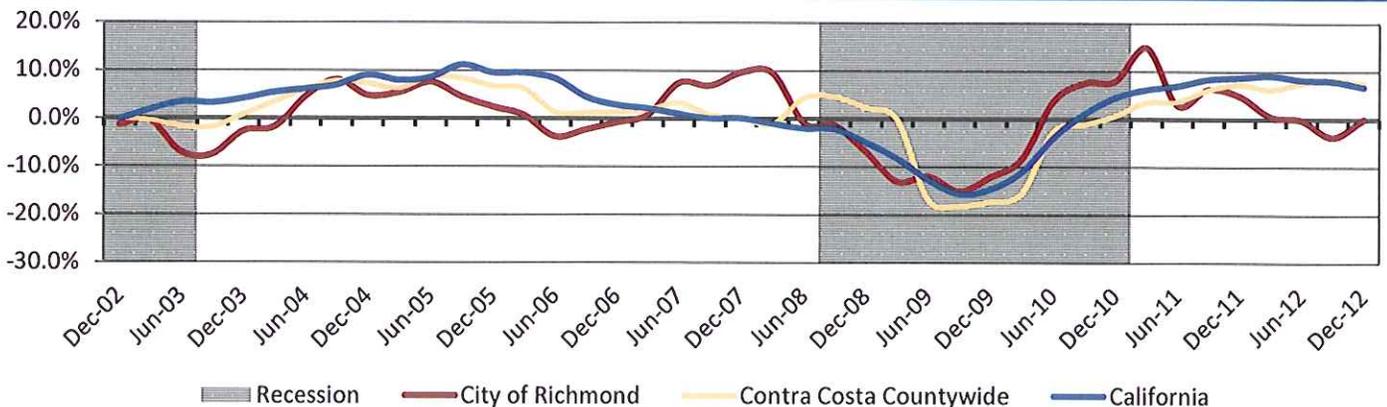


## Sales Tax Capture & Leakage Analysis

100% = Equilibrium; Over 100% = Capture; Under 100% = Leakage



## Annualized Change in Sales Tax Cash Receipts



# 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.

## Quarter-Over-Quarter

Oct - Dec 2011 to Oct - Dec 2012

## Year-Over-Year

Jan - Dec 2011 to Jan - Dec 2012

	City of Richmond	S.F. Bay Area	Statewide	City of Richmond	S.F. Bay Area	Statewide
<b>Total</b>	<b>8.6%</b>	<b>5.2%</b>	<b>5.1%</b>	<b>5.0%</b>	<b>7.0%</b>	<b>6.3%</b>
General Retail	1.1%	3.3%	3.0%	2.4%	4.4%	4.0%
Food Products	-0.6%	5.5%	4.4%	-0.5%	7.4%	6.7%
Transportation	27.1%	13.5%	9.3%	16.7%	11.7%	9.7%
Construction	-8.1%	3.5%	5.8%	0.3%	6.7%	6.9%
Business To Business	11.0%	0.8%	4.3%	0.0%	5.6%	5.4%
Department Stores	-1.2%	2.7%	2.6%	-0.1%	3.8%	3.7%
Auto Sales - New	35.7%	26.8%	19.1%	39.0%	21.5%	18.9%
Energy Sales	6.4%	-0.7%	3.5%	-2.7%	8.4%	7.3%
Service Stations	21.0%	4.5%	2.7%	2.0%	5.4%	3.4%
Restaurants	-2.8%	6.1%	4.6%	4.3%	7.7%	6.5%
Miscellaneous Retail	-11.3%	2.2%	2.9%	-3.4%	2.0%	2.2%
Florist/Nursery	13.6%	2.2%	1.4%	21.5%	5.3%	3.4%
Bldg.Matls-Whsle	-14.9%	3.8%	13.4%	-4.1%	9.2%	11.9%
Apparel Stores	1.9%	7.1%	7.1%	-1.3%	8.2%	7.9%
Light Industry	14.5%	-3.8%	0.4%	-4.5%	3.4%	1.7%
Bldg.Matls-Retail	3.2%	3.1%	-1.4%	6.7%	4.4%	2.4%
Heavy Industry	5.1%	-3.8%	0.5%	4.9%	8.2%	8.3%
Food Markets	-2.0%	5.1%	4.1%	-4.3%	6.7%	7.3%
Auto Sales - Used	62.9%	1.5%	6.8%	33.6%	2.8%	8.3%