

City of Richmond

Sales Period: July 2011 - June 2012

Summary

News from Sales Tax Quarter

- The California New Car Dealers Association (CNCDA) reports that new vehicle registrations in the Second Quarter of 2012 are up 27.4% versus a year earlier, the 13th consecutive quarterly increase.
- The California Department of Finance reports that the number of single family homes sold in June is up 8.5% versus last year. The average median sales price was \$ 518,460, up 8.1% from last year's \$ 478,040.
- The California Department of Finance reports that Civilian Employment in the Second Quarter of 2012 is up 2% over last year. Construction and some high technology Business to Business industries posted annual increases of approximately 5%.

News from Today

- The U.S. Census Bureau reports that National Retail Sales were up 4.4% in August versus last year. National Nonstore Retail Sales were up 10.6% versus last year.
- The current average retail price of gasoline is 1 dollar, (27.7%), above the \$3.61 per gallon price that California saw at the beginning of the year and 75 cents (19.4%) above the \$3.86 per gallon price for this time last year. (California Gas Prices)
- In August the Bureau of Labor Statistics reported national average monthly growth of 139,000 jobs per month since the beginning of the year versus an average monthly gain of 153,000 jobs in 2011.

Quarter-Over-Quarter

Apr - Jun 2011 to Apr - Jun 2012

Year-Over-Year

Jul - Jun 2011 to Jul - Jun 2012

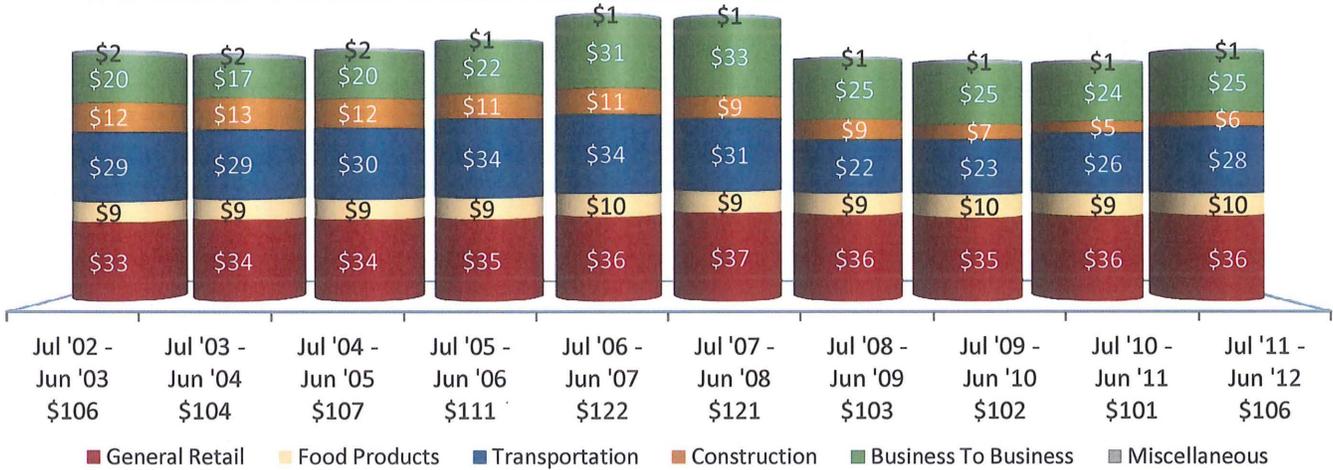
	City of Richmond	S.F. Bay Area	Statewide	City of Richmond	S.F. Bay Area	Statewide
Total	4.2%	7.8%	6.0%	5.1%	7.2%	7.0%
General Retail	0.2%	3.5%	3.6%	1.0%	4.5%	4.4%
Food Products	4.4%	8.1%	6.9%	1.7%	7.4%	7.1%
Transportation	9.8%	11.0%	9.2%	10.2%	10.1%	11.7%
Construction	11.2%	4.2%	2.5%	24.0%	6.5%	4.3%
Business To Business	2.9%	11.4%	6.4%	3.5%	8.2%	6.9%
Department Stores	-2.6%	2.8%	3.0%	-0.9%	3.4%	3.5%
Energy Sales	7.1%	14.7%	6.4%	-1.3%	38.3%	23.7%
Auto Sales - New	39.6%	23.5%	22.3%	32.4%	12.3%	15.3%
Service Stations	-5.9%	3.3%	0.5%	-3.5%	11.8%	11.0%
Restaurants	7.8%	8.5%	6.8%	4.2%	7.8%	7.2%
Miscellaneous Retail	3.2%	0.3%	1.8%	3.2%	2.2%	2.4%
Bldg.Matls-Whsle	13.1%	10.9%	6.5%	32.9%	12.8%	10.9%
Florist/Nursery	14.0%	3.4%	2.7%	19.6%	3.8%	3.9%
Light Industry	3.1%	3.2%	1.0%	12.4%	1.5%	1.9%
Apparel Stores	-1.0%	9.0%	8.7%	-4.7%	8.9%	8.4%
Bldg.Matls-Retail	8.9%	-1.3%	-0.9%	12.6%	1.4%	-1.1%
Heavy Industry	23.7%	29.6%	15.1%	17.8%	14.9%	14.1%
Chemical Products	-40.5%	1.6%	0.7%	-17.8%	-2.6%	2.2%
Food Markets	-11.0%	7.6%	7.6%	-12.2%	5.8%	6.9%

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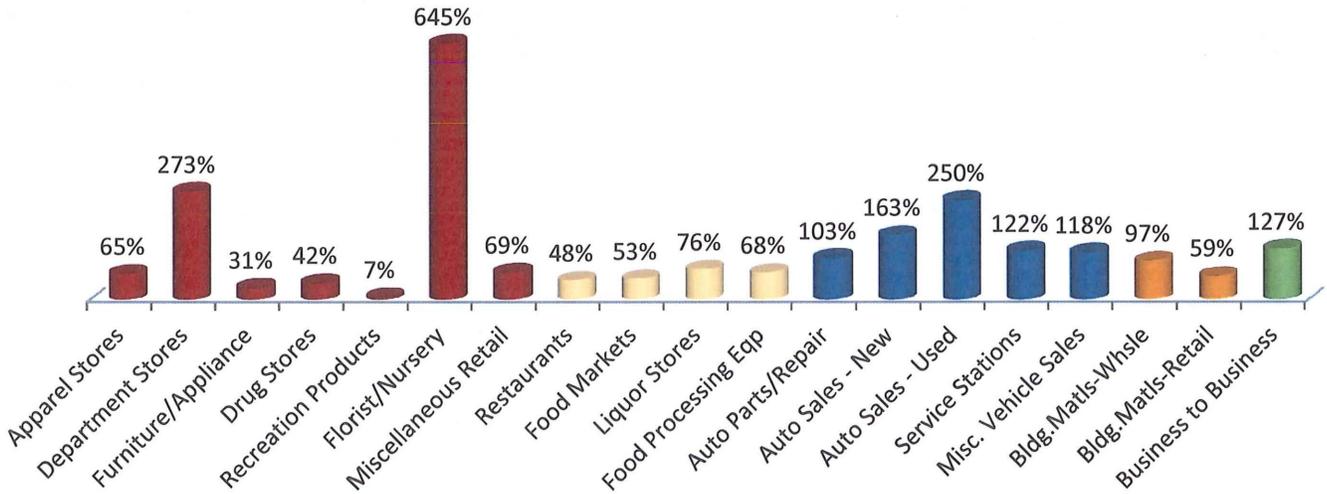
Sales Tax Per Capita

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

