

CITY OF SAN DIMAS

SALES TAX UPDATE

3Q 2025 (JULY - SEPTEMBER)



SAN DIMAS

TOTAL: \$ 2,088,480

1.1%

3Q2025



-0.1%

COUNTY



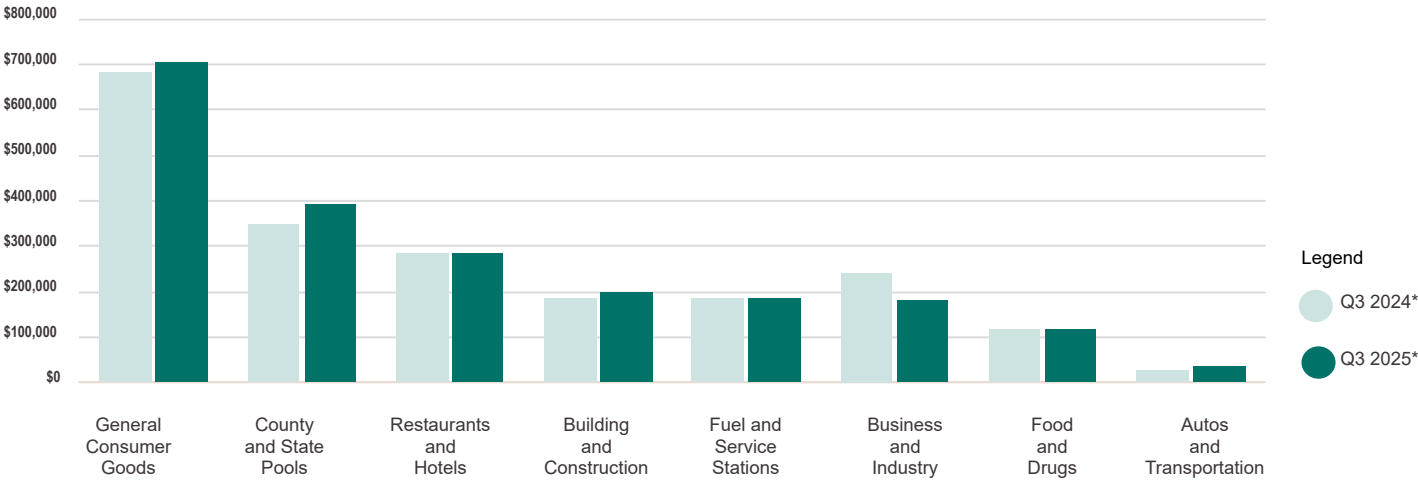
1.9%

STATE



**Allocation aberrations have been adjusted to reflect sales activity*

SALES TAX BY MAJOR BUSINESS GROUP



CITY OF SAN DIMAS HIGHLIGHTS

San Dimas' receipts from July - September were 13.0% above the third sales period in 2024. Excluding reporting aberrations, actual sales were up 1.1%.

Inflation has eased following multiple Federal Reserve rate cuts, but consumer confidence remains fragile due to tariff uncertainty and cooling housing and labor markets. Spending continues, though consumers are prioritizing essentials and value while waiting for greater economic stability.

The largest boost came from general consumer goods, including specialty and shoe stores. Statewide, retail sales expanded 4.1%, led by ecommerce and supported by steady spending in apparel, furnishings, and jewelry. Brick-and-mortar growth was modest, and big box retailers were flat. The City's building-construction sector also grew. Construction-related

taxable sales softened in summer 2025, with fewer large commercial and utility projects. Strong demand for solar components ahead of the federal tax credit expiration partially offset declines. Looking ahead, stable interest rates should support gradual new development, while infrastructure, data centers, and healthcare projects remain steady contributors.

Returns from auto repair shops, service stations, light industrial/printers, and grocery stores were also up.

Receipts from quick-service and casual dining restaurants and convenience stores combined and decreased to partially offset the overall net quarterly gain.

Net of aberrations, taxable sales for all of Los Angeles County were flat over the comparable time period; the Southern California region was up 1.8%.



TOP 25 PRODUCERS

- | | |
|----------------------------|----------------------------|
| AC Pro | Shell |
| Albertsons | Stater Bros |
| Arco AM PM | Target |
| Berri Brothers Gas Station | TJ Maxx |
| Boot Barn | Total Wine & More |
| Chevron | Trader Joe's |
| Costco | True Sea Moss |
| Ewing Irrigation Products | Walters Wholesale Electric |
| Lowes | |
| McDonald's | |
| Mobil 7 Eleven | |
| Olive Garden | |
| Pool & Electrical Products | |
| Raging Waters | |
| Ross | |
| SCP Distributors | |
| Second Image | |



STATEWIDE RESULTS

California's local one-cent sales and use tax receipts for July through September were 1.9% higher than the same quarter last year, after adjusting for accounting anomalies. While growth appears modest, calendar year 2025 remains on pace to rebound following two years of declines. Combined with second-quarter activity, the summer period posted a 1% improvement over the 2024 season.

Sustained consumer trends reflected a willingness to spend while remaining cost-conscious and prioritizing value. Online retailers, reporting to both business-industry and countywide use tax pools (depending on inventory location at purchase), recorded the strongest gains. This momentum extended to brick-and-mortar retailers, which also posted modest improvements. Seasonal "back-to-school" activity boosted men's and family apparel along with shoe stores, lifting the General Goods sector and enhancing expectations for the upcoming holiday shopping period.

Tax receipts from restaurants edged higher, supported by households' continued desire to eat out. Despite balancing higher menu prices, tip fatigue, and tighter margins, casual dining establishments generated the largest gains. Overall, summer performance appeared stable but lacked the tourism surge many had hoped for.

Offsetting positive results was a decline in revenue from fuel-service stations—marking the 10th out of the last 11 quarters with negative year-over-year change. This trend is largely tied to West Texas Intermediate (WTI) crude oil prices, which hit their lowest monthly levels since 2021. While lower gas prices may encourage spending in other categories, potential oil refinery closures in the coming year could keep per-gallon prices elevated.

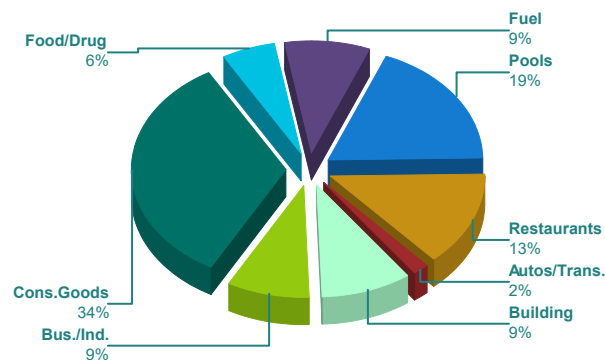
The food and drug sector continued its downward trend as grocers remitted fewer taxes, reflecting the challenge of generating taxable revenue amid rising food prices. Drug store filings have declined throughout the year, driven partly by increased access to medications through e-commerce platforms and a contraction in physical store footprints due to over-saturation and chain bankruptcies.

Two sectors poised to benefit from lower short-term interest rates—autos-transportation and building-construction—repeated a pattern of lackluster returns. A minor uptick came from new auto sales and leasing, while building material

suppliers struggled during the summer, likely creating pent-up demand for repairs and improvements ahead.

With the Federal Reserve considering additional rate changes in early 2026, optimism for improved consumer financing conditions and stronger sales tax receipts remains. As national tariff and trade talks ease, inflationary pressures will continue to shape spending behavior. For now, calendar year 2025 closes with sluggish but stable performance, awaiting broader economic shifts.

REVENUE BY BUSINESS GROUP San Dimas This Quarter*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

San Dimas Business Type	Q3 '25*	Change	County Change	HdL State Change
Service Stations	185.8	0.7% ↑	-5.6% ↓	-5.0% ↓
Casual Dining	124.0	-0.4% ↓	0.9% ↑	2.0% ↑
Quick-Service Restaurants	73.5	-1.6% ↓	-2.2% ↓	-1.1% ↓
Grocery Stores	67.8	2.8% ↑	-1.7% ↓	-2.0% ↓
Family Apparel	64.7	1.2% ↑	2.7% ↑	3.7% ↑
Specialty Stores	52.2	76.0% ↑	-4.6% ↓	-2.0% ↓
Light Industrial/Printers	50.0	20.2% ↑	-1.8% ↓	-1.2% ↓
Convenience Stores/Liquor	41.8	-3.6% ↓	-2.4% ↓	-1.5% ↓
Business Services	37.5	10.3% ↑	23.2% ↑	15.0% ↑
Fast-Casual Restaurants	32.6	5.0% ↑	-4.2% ↓	-0.8% ↓

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*In thousands of dollars