

CITY OF REDLANDS

SALES TAX UPDATE

3Q 2025 (JULY - SEPTEMBER)



REDLANDS

TOTAL: \$ 4,488,845

-5.2%

3Q2025



5.4%

COUNTY



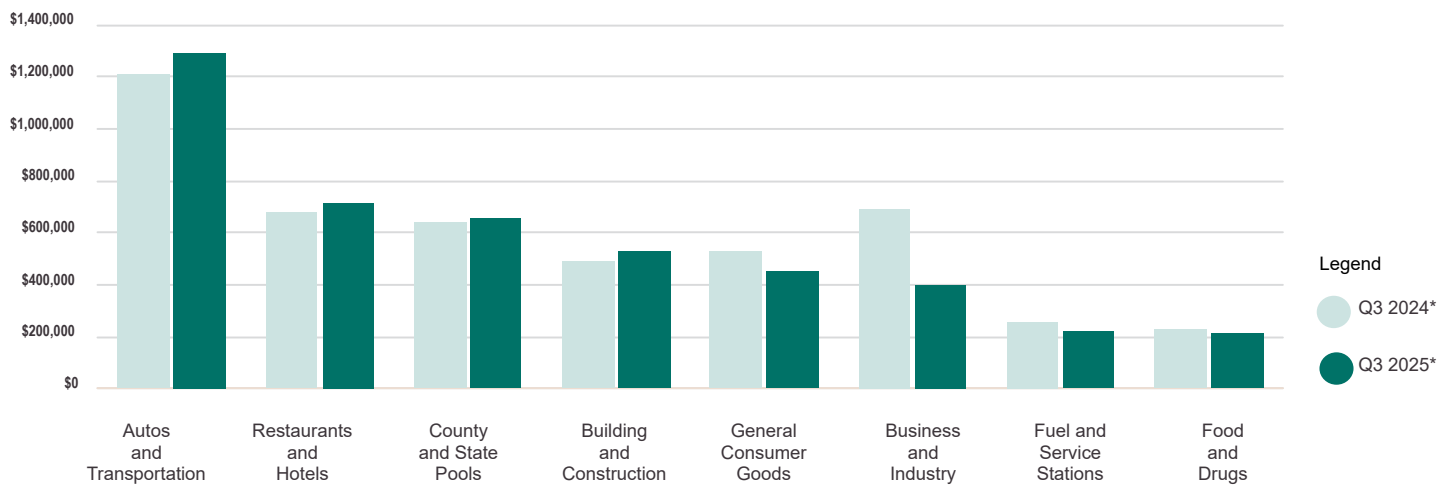
1.9%

STATE



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

SALES TAX BY MAJOR BUSINESS GROUP



Measure T

TOTAL: \$5,002,033

↑ 0.6%



CITY OF REDLANDS HIGHLIGHTS

Redlands' receipts from July through September were 2.2% above the third sales period in 2024. Excluding reporting aberrations, actual sales were down 5.2%.

Economic concerns continued to be an issue with both the Federal government and consumers. The historically long shutdown of the government caused anxiety in many sectors

Autos-transportation experienced a 7.1% increase as shoppers pushed past historically high pricing. Restaurants posted increases in most categories even as high menu pricing begins to cause guests to look at other options for dining out. Building-construction ended

up 7.3% as contractors were in demand for improvement projects.

Business-industry fell 41.9% due to business closures and a slowing in capital purchases. General consumer goods was hampered by closures and shoppers deciding on what is an essential purchase.

The City's Transaction and Use Tax Measure T generated 113.3% of the Bradley Burns amount, with the largest percentage generated by the general consumer goods sector.

Net of aberrations, taxable sales for all of San Bernardino County grew 5.4% over the comparable time period; the Southern California region was up 1.8%.



TOP 25 PRODUCERS

- | | |
|----------------------------|------------------------|
| Albertsons | Nissan Of Redlands |
| Circle K | Raising Cane's |
| Citrus Arco | Redlands Chrysler Jeep |
| Dr Martens | Dodge Ram |
| Hatfield Buick & GMC Truck | Select Comfort |
| Home Depot | Shell |
| HYR Powersports | Stater Bros |
| Imperial Dade | Tom Bell Chevrolet |
| In N Out Burger | Tom Bell Toyota |
| Ken Grody Ford Redlands | Trader Joe's |
| L&W Supply(Calply) | Vector Steel |
| Lowe's | Walmart |
| Marshalls | |
| McDonald's | |



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.

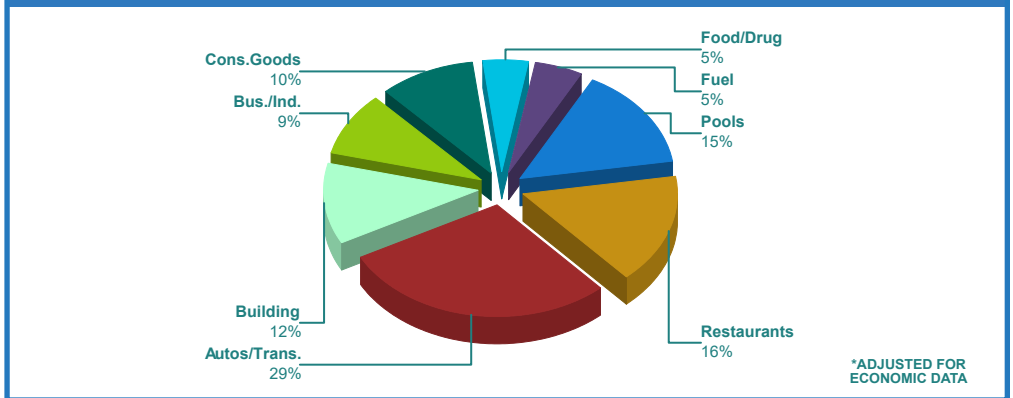
The food and drug sector continued its downward trend as grocers remitted fewer taxes, reflecting the challenge of generating taxable revenue amid rising food prices. Drug store filings have declined throughout the year, driven partly by increased access to medications through ecommerce platforms and 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 Redlands This Quarter*



TOP NON-CONFIDENTIAL BUSINESS TYPES

Redlands Business Type	Q3 '25*	Change	County Change	HdL State Change
New Motor Vehicle Dealers	1,062.5	8.6% ↑	5.1% ↑	2.6% ↑
Building Materials	444.7	-1.1% ↓	-3.8% ↓	-2.4% ↓
Casual Dining	303.4	5.5% ↑	2.3% ↑	2.0% ↑
Quick-Service Restaurants	293.4	2.2% ↑	-1.8% ↓	-1.1% ↓
Service Stations	221.4	-10.5% ↓	-4.2% ↓	-5.0% ↓
Grocery Stores	161.5	-8.7% ↓	-3.3% ↓	-2.0% ↓
Auto Repair Shops	80.9	1.0% ↑	-2.3% ↓	-6.1% ↓
Specialty Stores	74.3	-4.8% ↓	5.4% ↑	-2.0% ↓
Fast-Casual Restaurants	67.6	5.1% ↑	2.3% ↑	-0.8% ↓
Contractors	65.7	93.5% ↑	-3.9% ↓	-0.2% ↓

*Allocation aberrations have been adjusted to reflect sales activity *In thousands of dollars