

# CITY OF PLACERVILLE

## SALES TAX UPDATE

### 1Q 2025 (JANUARY - MARCH)



**PLACERVILLE**  
TOTAL: \$ 1,429,277

2.3%  
1Q2025



1.1%  
COUNTY

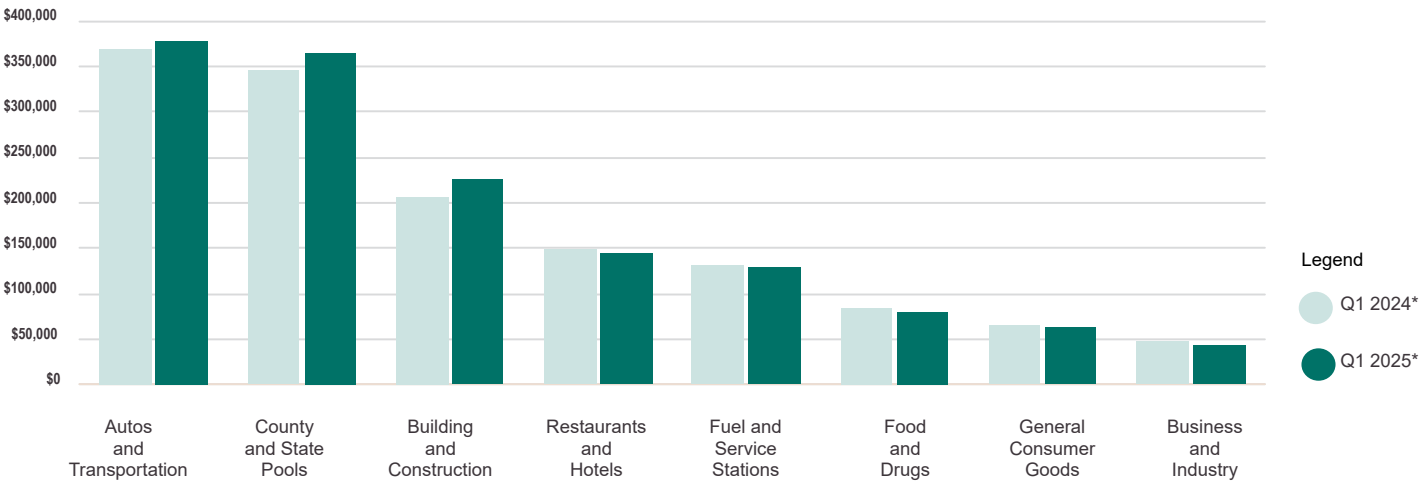


0.3%  
STATE



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

#### SALES TAX BY MAJOR BUSINESS GROUP



**Measure J**  
TOTAL: \$329,206  
↑ 2.8%

**Measure H**  
TOTAL: \$329,210  
↑ 2.8%

**Measure L**  
TOTAL: \$658,059  
↑ 2.8%



#### CITY OF PLACERVILLE HIGHLIGHTS

Placerville's receipts from January through March were 1.3% above the first sales period in 2024. Excluding reporting aberrations, receipts for the period were up 2.3%.

Most of this period's increase came from the City's payout from the use tax pool, determined by the size of the pool and the City's pro rata share each quarter. This period, the pool grew while the City's share remained unchanged.

This quarter, the autos-transportation group posted a gain along with the construction group, which benefitted from the prior addition of a new retail outlet.

The prior closure of several outlets contributed to the declines reported by the business-industry and general consumer goods groups. The latter was also impacted by the shift in consumer preference to online retailers.

The City's district taxes added to the growth from sales of local building materials by recording numerous payments related to purchases of material imported into the community.

Net of aberrations, taxable sales for all of El Dorado County grew 1.1% over the comparable period while those of the Sacramento region were up 3.4%.



#### TOP 25 PRODUCERS

C & H Motor Parts	Raley's
Chuck's Cannabis Collective	Rancho Convenience Center
Diamond Pacific	Sacred Roots
Ferguson Enterprises	Save Mart
Fuel 4 Less	Shell
Grocery Outlet	Thompsons Buick GMC
Harbor Freight Tools	Thompsons Chrysler Dodge Jeep Ram
Home Depot	Thompson's Toyota
In N Out Burger	Tractor Supply
Kwik Serv	Verizon Wireless
Main Street Tap House	
Marathon	
McDonald's	
Mobil	
Placerville Valero	



## STATEWIDE RESULTS

California's local one-cent sales and use tax receipts for January through March 2025 increased by 0.34% compared to the same quarter in 2024, after adjusting for accounting anomalies. While this modest growth may signal the end of an eight-quarter decline, it could be temporary, as the broader economy remains on the edge between recovery and further slowdown.

The first quarter is traditionally the lowest sales tax-generating period of the year, often influenced by seasonal weather and post-holiday consumer behavior.

Notably, the autos-transportation and building-construction sectors—both of which had been dragging down statewide results over the past two years—showed the strongest rebounds this quarter. In the autos sector, used car sales and leasing activity led the recovery. Consumers are increasingly opting for more affordable vehicles and shorter-term commitments, moving away from high-end purchases. In construction, pent-up demand for repairs and improvements, especially in weather-affected and wildfire-damaged areas like Southern California, drove strong sales for building material suppliers.

Other segments generating modest growth included business-industry and countywide use tax pools, largely due to continued strength in online sales. Sales of goods already in California before purchase are reported under business-industry fulfillment centers. Goods shipped from outside the state are reported under county pools, based on the destination of the out-of-state shipment. Online shopping remains a preferred option for value-conscious consumers, contributing significantly to tax receipts in these categories.

Calendar year 2024 saw a decline in fuel-

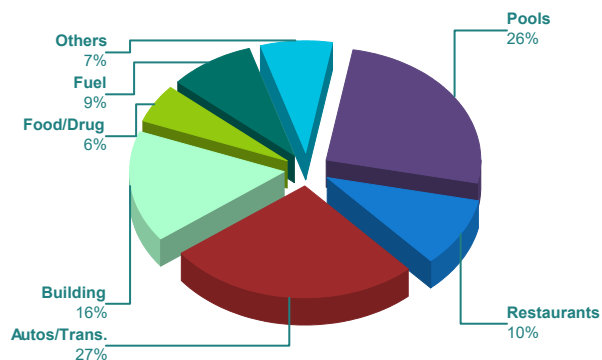
related tax receipts due to lower global crude oil prices—a trend that continued into 1Q 2025. Fuel-related returns dropped by 5%. This decline also affected general consumer goods, as large retailers that sell fuel typically report all sales under a single taxpayer ID. As a result, brick-and-mortar merchants such as post-holiday family apparel stores, winter sporting goods vendors and closures of variety stores contributed to weaker performance.

Although food-drugs is the smallest of the eight tax groupings, it was significant that cannabis returns continued a downturn trend that has been ongoing for over two years. Bankruptcies, customer shopping

alternatives and oversaturation of retail footprint diminished taxes coming from drug stores.

As 2025 begins, sales tax returns remain modest, reflecting broader economic volatility. Key factors influencing our outlook include: ongoing national tariff and trade negotiations and decisions on the federal funds rate - which directly affect consumer interest rates. Recent Middle East conflicts, which temporarily spiked crude oil prices and threatened local gas prices during the summer, will be a short-term concern. In summary, "uncertainty" remains the most accurate descriptor of California's current and future economic climate.

## REVENUE BY BUSINESS GROUP Placerville This Quarter\*



\*ADJUSTED FOR ECONOMIC DATA

## TOP NON-CONFIDENTIAL BUSINESS TYPES

Placerville Business Type	Q1 '25*	Change	County Change	HdL State Change
Service Stations	119.8	-1.0% ↓	-3.6% ↓	-5.8% ↓
Casual Dining	76.3	-4.2% ↓	1.2% ↑	1.3% ↑
Quick-Service Restaurants	60.9	0.9% ↑	-1.7% ↓	-0.9% ↓
Automotive Supply Stores	38.7	3.3% ↑	3.6% ↑	-0.4% ↓
Grocery Stores	36.5	-0.9% ↓	-0.4% ↓	-0.8% ↓
Auto Repair Shops	21.4	-0.9% ↓	-0.5% ↓	-5.1% ↓
Garden/Agricultural Supplies	20.9	-5.0% ↓	-3.9% ↓	0.3% ↑
Cigarette/Cigar Stores	12.0	7.6% ↑	2.3% ↑	-6.5% ↓
Convenience Stores/Liquor	11.4	3.5% ↑	-0.7% ↓	-2.2% ↓
Auto Lease	7.2	28.4% ↑	17.9% ↑	20.6% ↑

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\*In thousands of dollars