



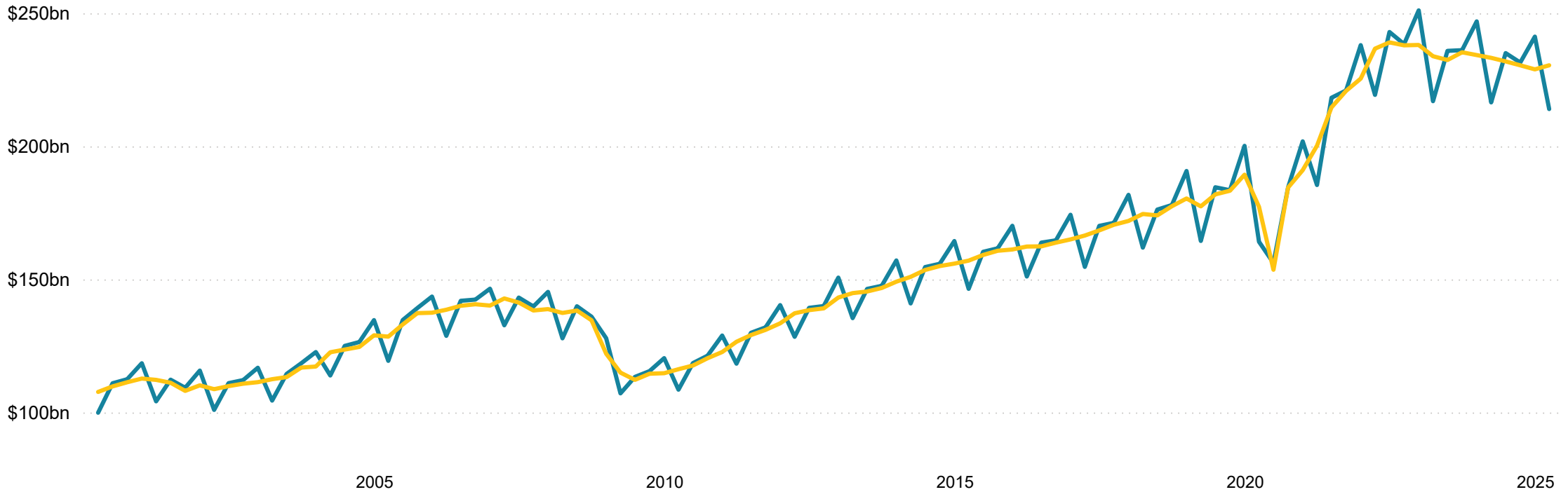
CDTFA
CALIFORNIA DEPARTMENT OF
TAX AND FEE ADMINISTRATION

Tax Insights June 2025

Taxable Sales Over Time

In Q1-2025 total sales were 214.0 billion dollars or 230.4 billion seasonally-adjusted dollars.

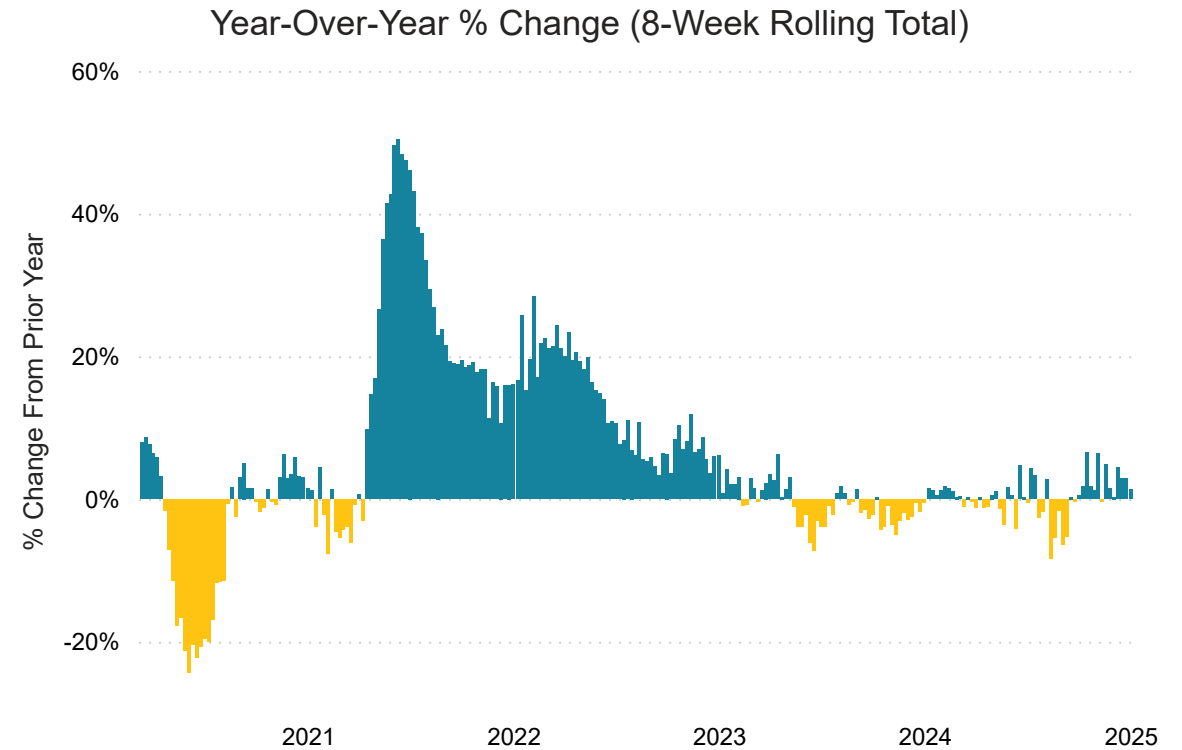
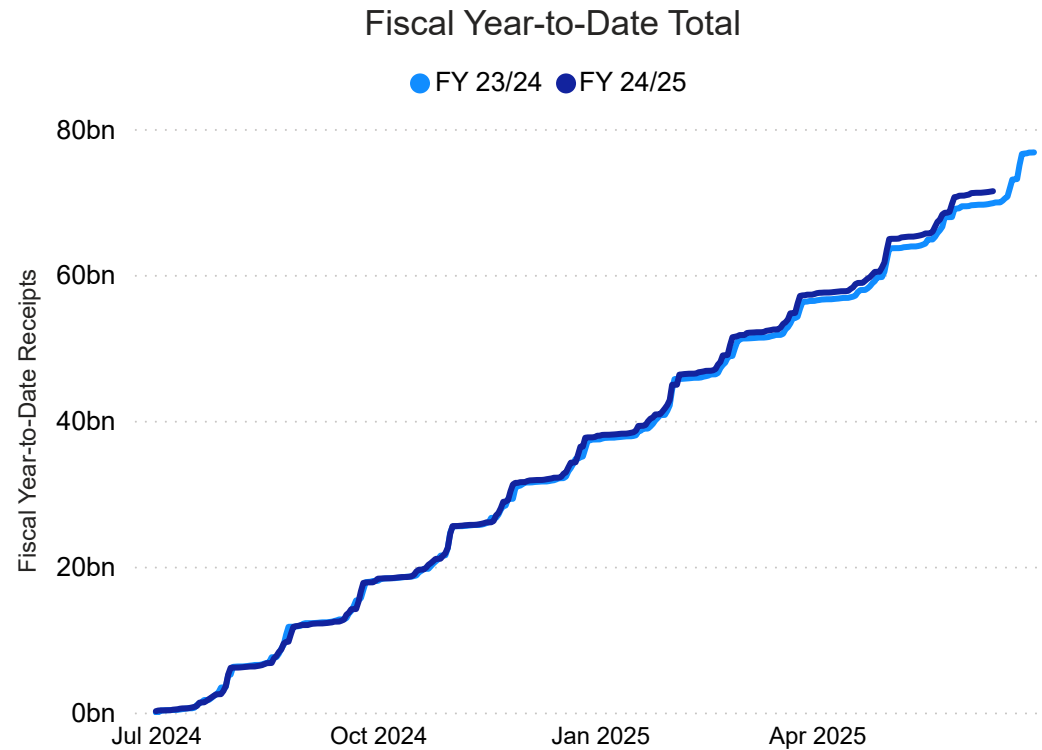
● Unadjusted taxable sales ● Seasonally adjusted taxable sales



Seasonal adjustments generated using U.S Census Bureau's X-13 ARIMA-SEATS.

Sales & Use Tax: Overall Cash Receipts

Fiscal year-to-date sales and use tax cash receipts are up 2.2% relative to the previous fiscal year.



Data as of: 6/16/2025

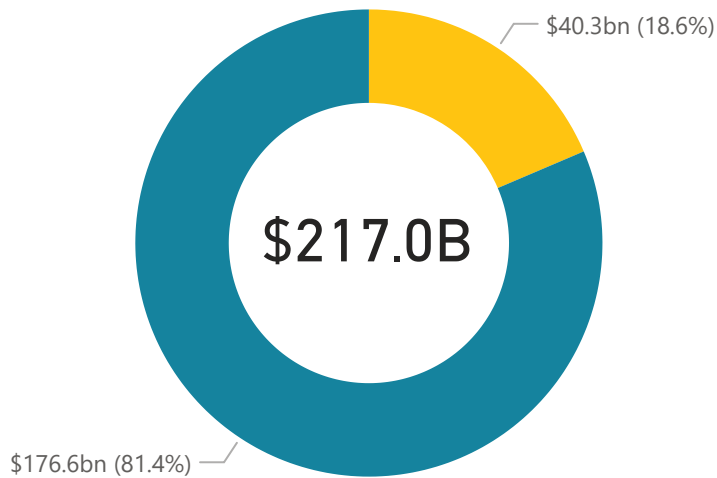
Represents cash receipts (not tax return data). Excludes Department of Motor Vehicles (DMV) payments, Franchise Tax Board (FTB) payments, and other adjustments.

Concentration of Taxable Sales

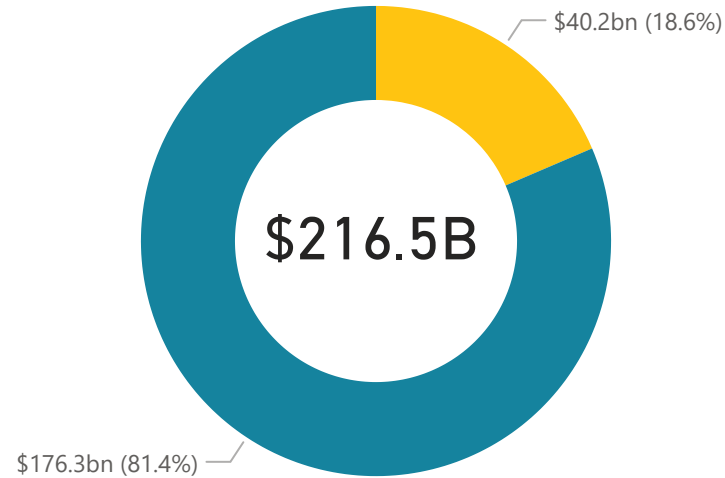
Market share of the largest taxpayers has remained relatively steady since 2023.

Taxpayer Size by Quarterly Taxable Sales: Top 20 ■ Other ■

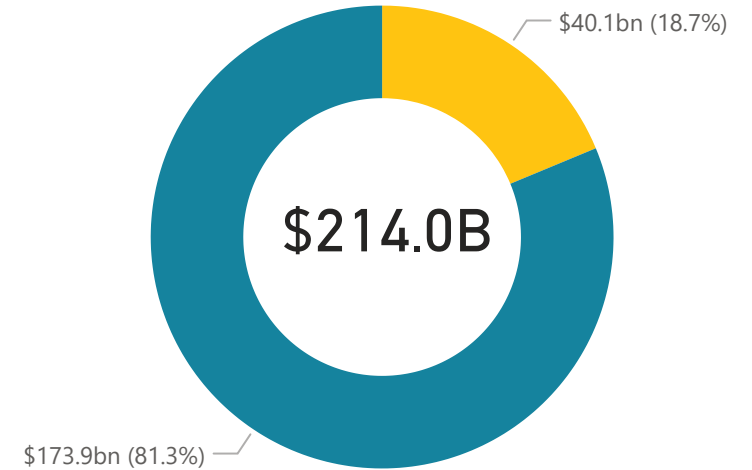
Taxable Sales 2023-Q1



Taxable Sales 2024-Q1



Taxable Sales 2025-Q1

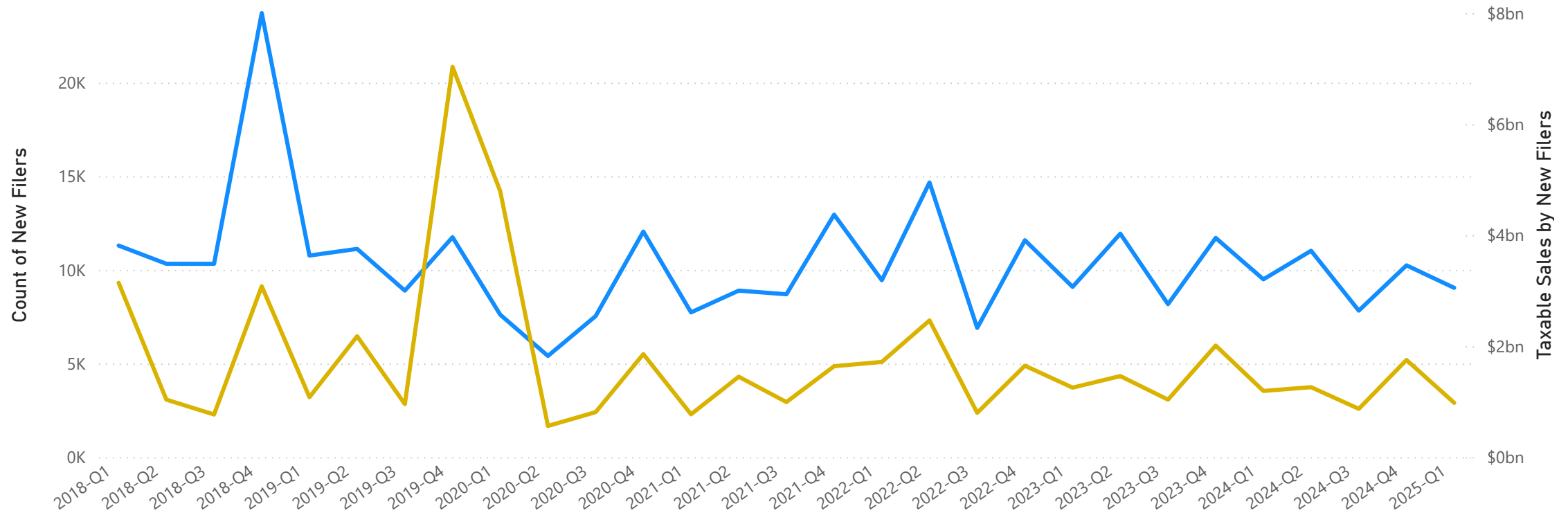


2025-Q1 data are preliminary. Totals do not include DMV and FTB payments.

Sales and Use Tax: New Filers and Taxable Sales

In the most recent quarter there were 9,042 new accounts reporting 0.98 billion dollars in taxable sales.

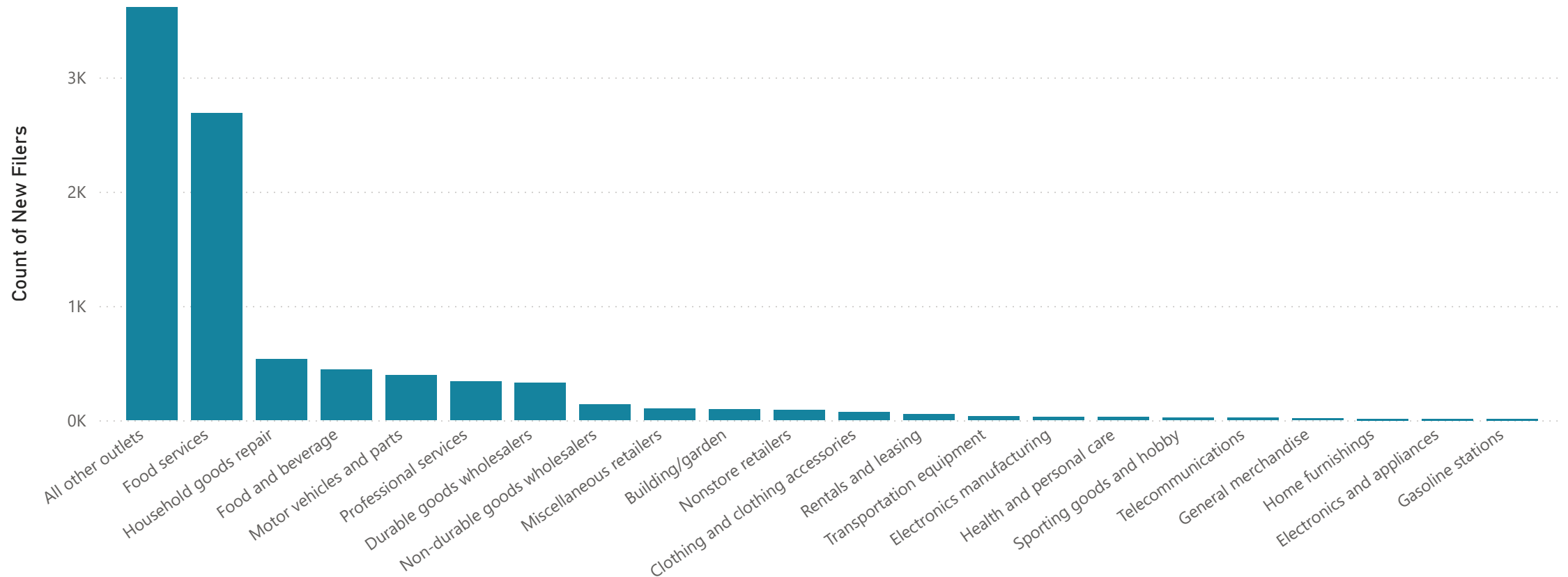
● Count of New Filers ● Taxable Sales by New Filers



New filers include first time filers, changes of ownership, and existing filers that created a new account.

New Filers: Count of Filers by Industry

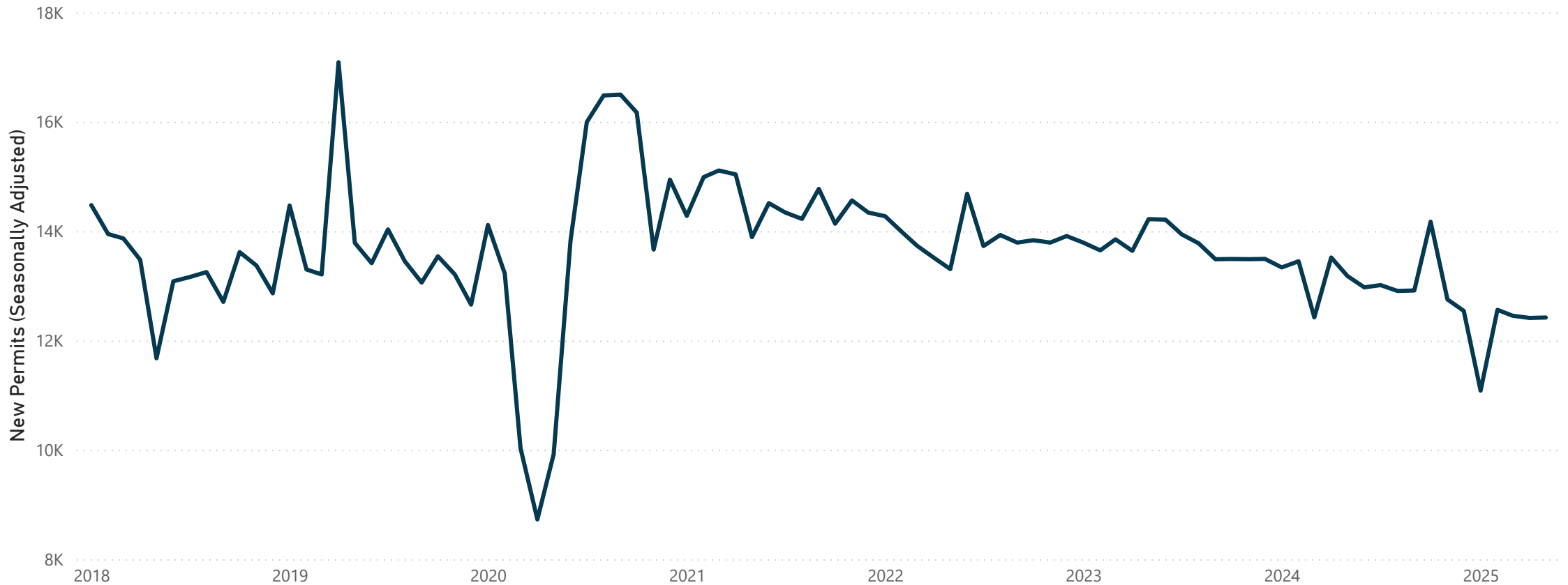
Food services comprise the largest number of new filers, followed by household goods repair.



New filers include first time filers, changes of ownership, and existing filers that created a new account.

Sales and Use Tax: New Permits

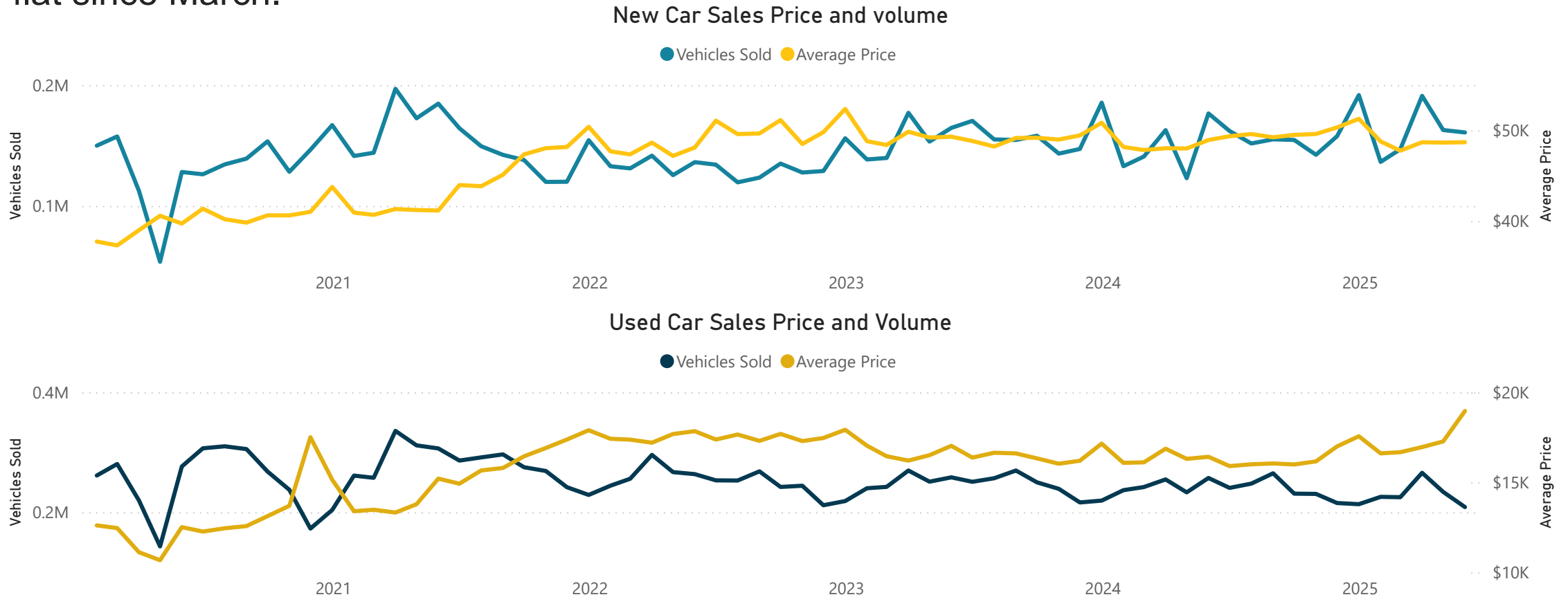
New sales and use tax permits have continued to decline since their peak in 2020.



Seasonal adjustments generated using U.S Census Bureau's X-13 ARIMA-SEATS.

New and Used Vehicle Sales: Volume and Price

Used vehicle prices continued the upward trend in 2025, while new vehicle prices remained flat since March.



Data provided by Department of Motor Vehicles as of 5/31/2025. Used vehicles include both dealer and private party sales.



Additional Resources

CDTFA Open Data Portal

www.cdtfa.ca.gov/dataportal/

CDTFA Data Visualizations

www.cdtfa.ca.gov/dataportal/visual.htm

CDTFA Research and Statistics Email

research@cdtfa.ca.gov

Additional Resources

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