



CDTFA
CALIFORNIA DEPARTMENT OF
TAX AND FEE ADMINISTRATION

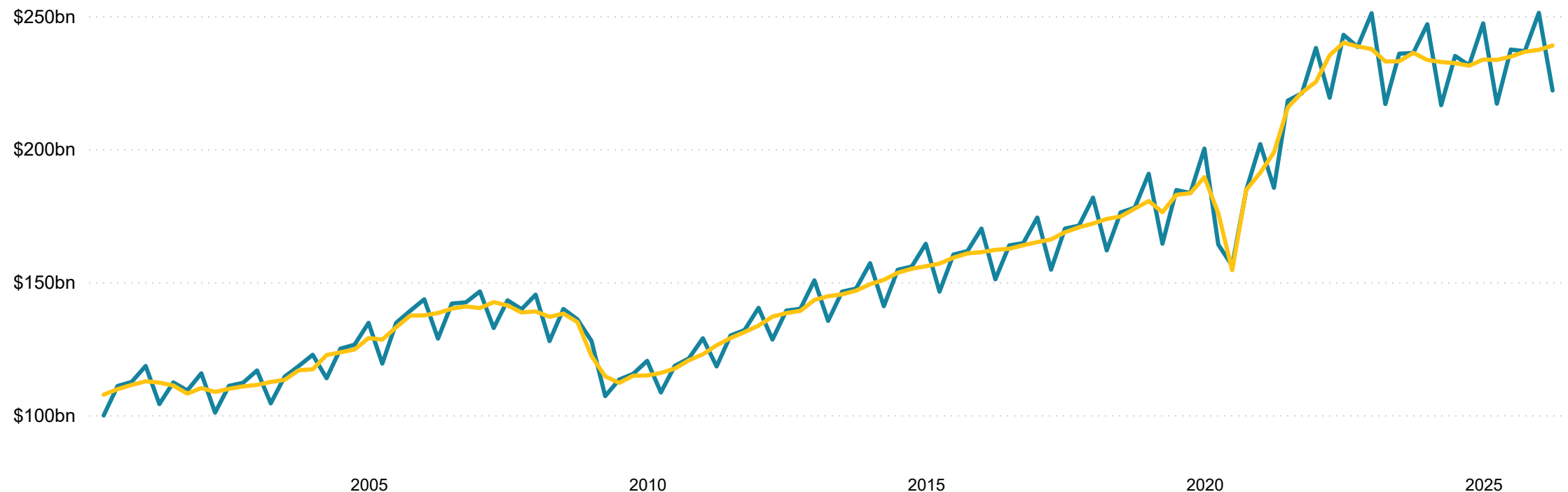
Tax Insights

June 2026

Taxable Sales Over Time

In Q1-2026 total sales were 222.0 billion dollars or 239.0 billion seasonally-adjusted dollars.

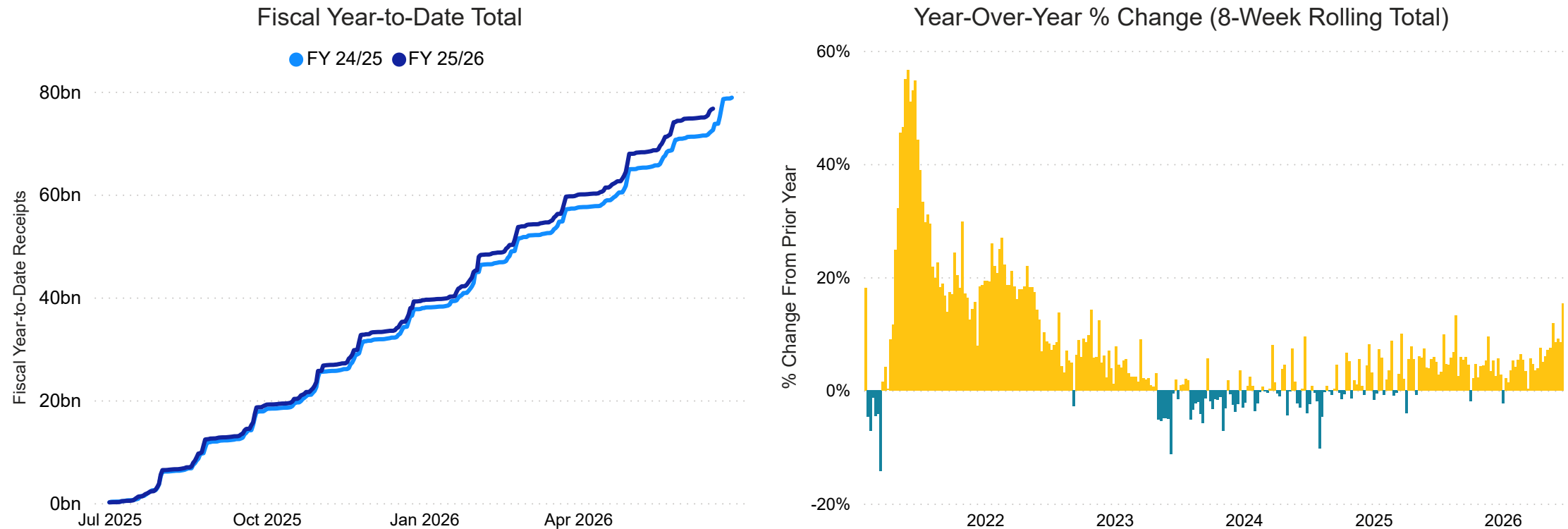
● Unadjusted taxable sales ● Seasonally adjusted taxable sales



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 5.7% relative to the previous fiscal year.



Data as of: 6/22/2026

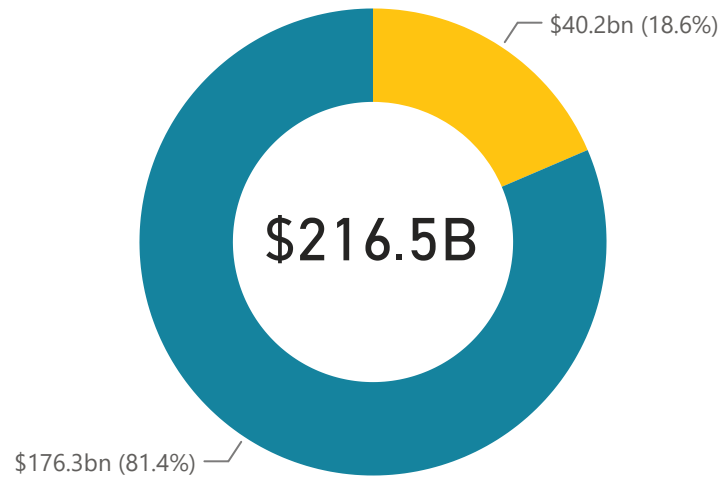
Represents cash receipts (not tax return data). Excludes Department of Motor Vehicles (DMV) payments, Franchise Tax Board (FTB) payments, and other adjustments.

Concentration of Taxable Sales

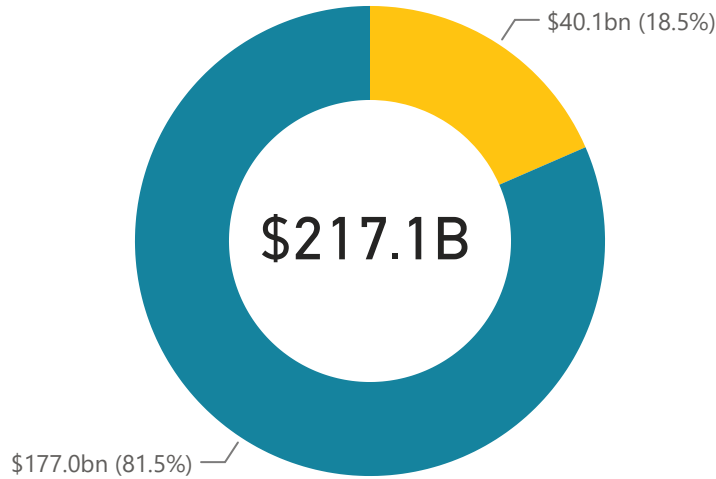
The market share of the top 20 taxpayers in Q1 2026 increased by roughly 1% compared to the prior year.

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

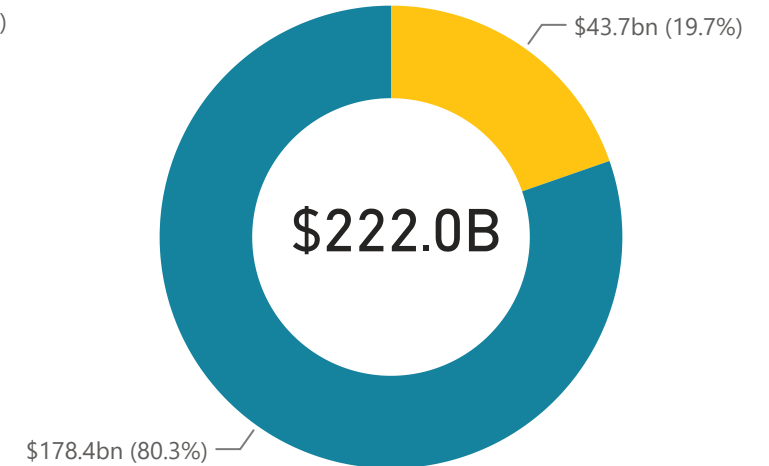
Taxable Sales 2024-Q1



Taxable Sales 2025-Q1



Taxable Sales 2026-Q1

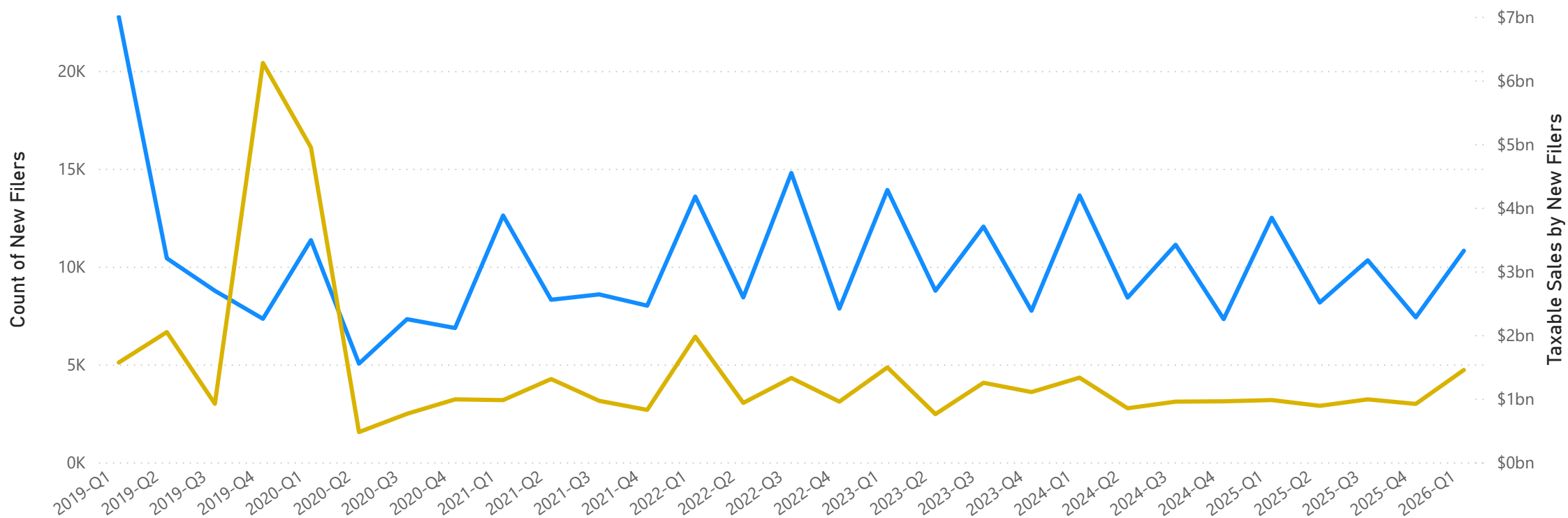


2026-Q1 data are preliminary. Totals do not include DMV and FTB payments.

Sales and Use Tax: New Filers and Taxable Sales

New filers in Q1 rose by 45.9% from Q4 2025. The taxable sales rose by 58.2% from \$917 million to \$1.45 billion.

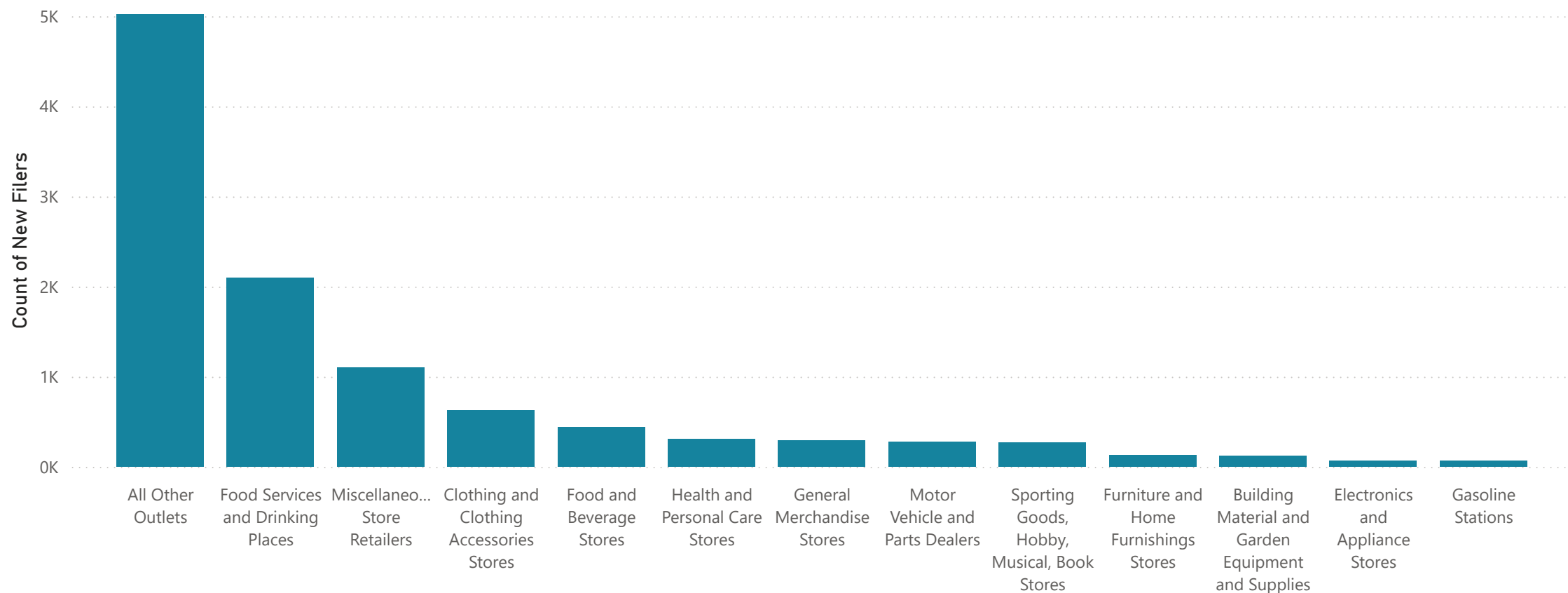
● Count of New Filers ● Taxable Sales by New Filers



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

New Filers: Count of Filers by Industry

All Other Outlets continued to comprise the largest number of new filers.



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

Sales and Use Tax: New Permits

In 2026, new permits remained relatively stable, fluctuating within a narrow range near recent levels.

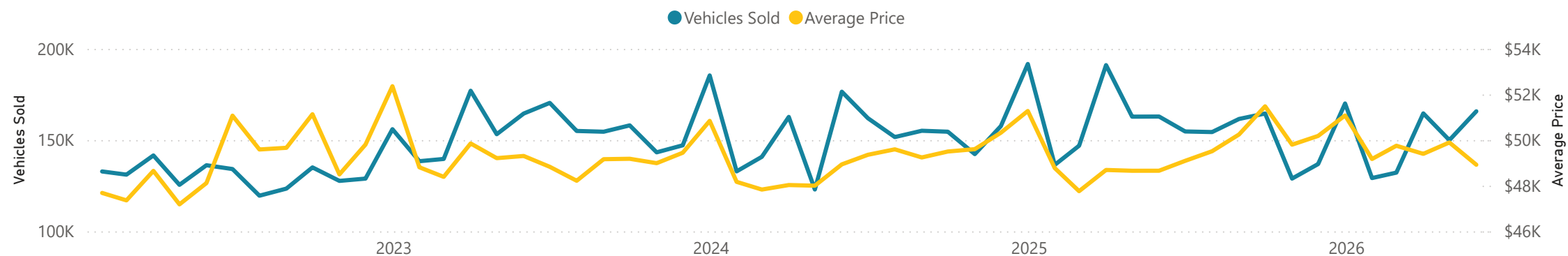


Seasonal adjustments generated using U.S. Census Bureau's X-13 ARIMA-SEATS.

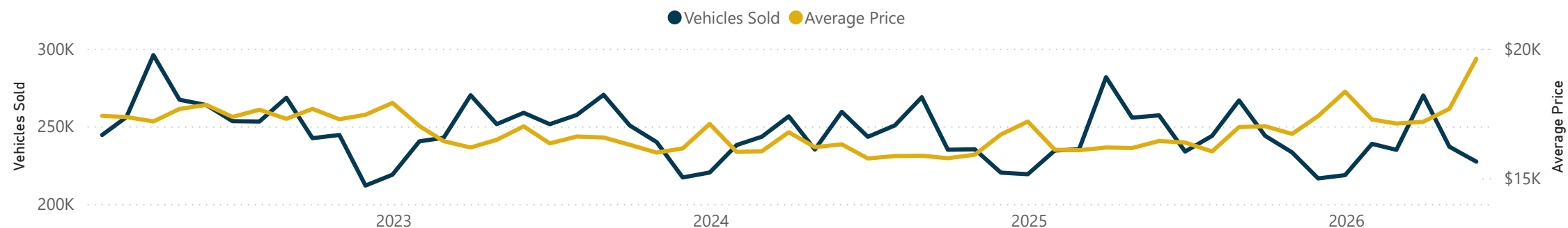
New and Used Vehicle Sales: Volume and Price

Average new car price dropped a little while sales volume increased, whereas average used car price rose as sales volume continued to trend lower.

New Car Sales Price and volume



Used Car Sales Price and Volume



Data provided by Department of Motor Vehicles as of 5/31/2026. 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

The information provided herein is for general informational purposes only. The information is not advice, and should not be treated as such. CDTFA does not assume any legal liability or responsibility, either express or implied, for the accuracy, completeness, or usefulness of any information contained herein.