



CDTFA
CALIFORNIA DEPARTMENT OF
TAX AND FEE ADMINISTRATION

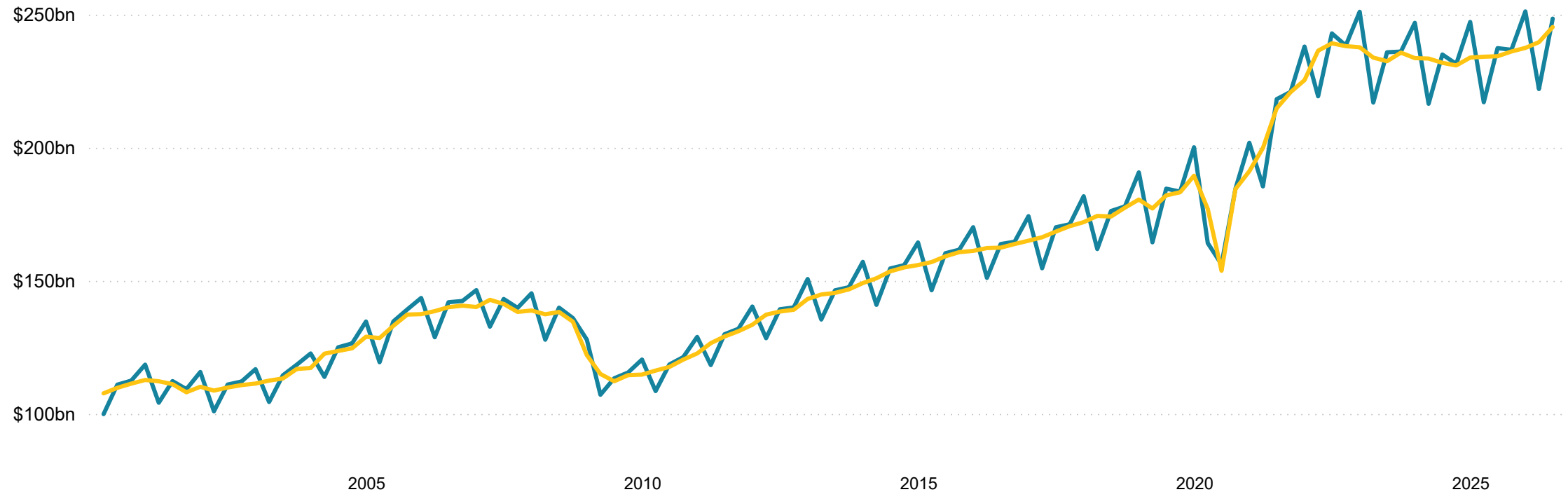
Tax Insights

September 2026

Taxable Sales Over Time

In Q2-2026 total sales were 248.5 billion dollars or 245.4 billion seasonally-adjusted dollars.

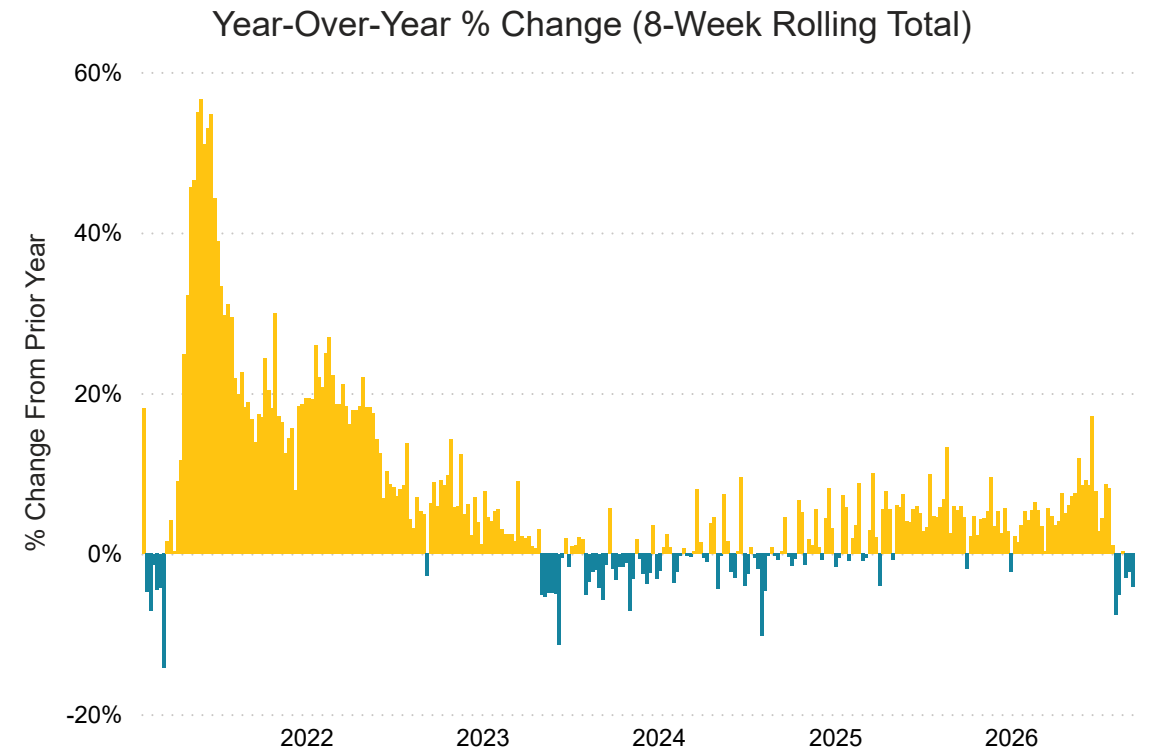
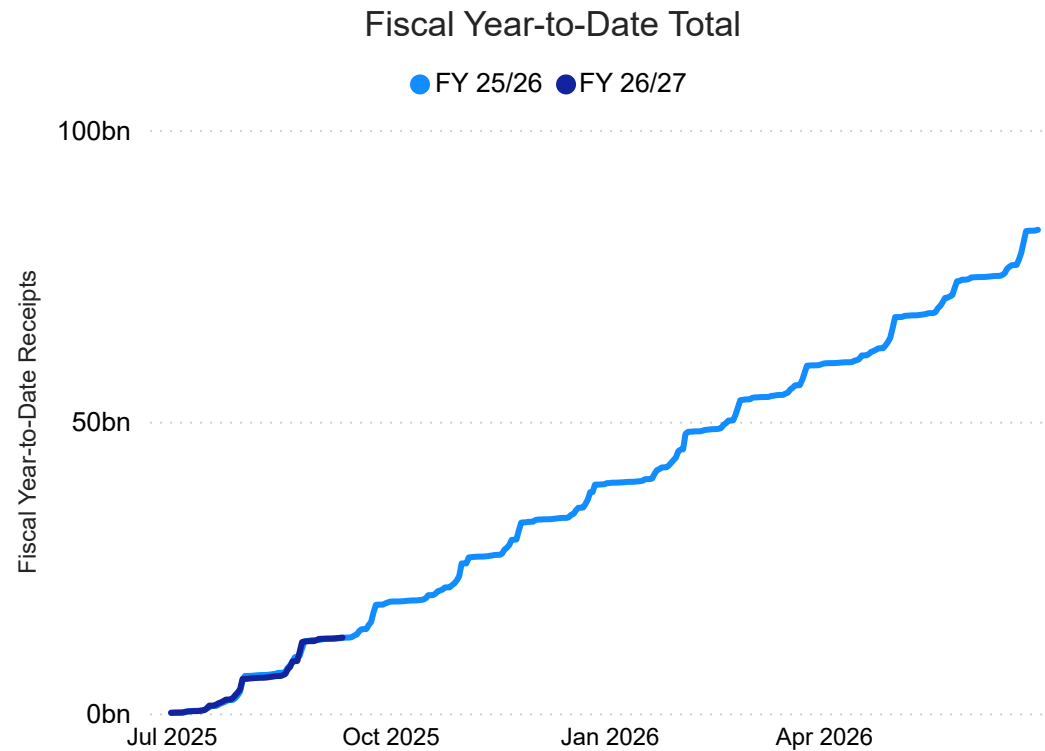
● Unadjusted taxable sales ● Seasonally adjusted taxable sales



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 0.5% relative to the previous fiscal year.



Data as of: 9/14/2026

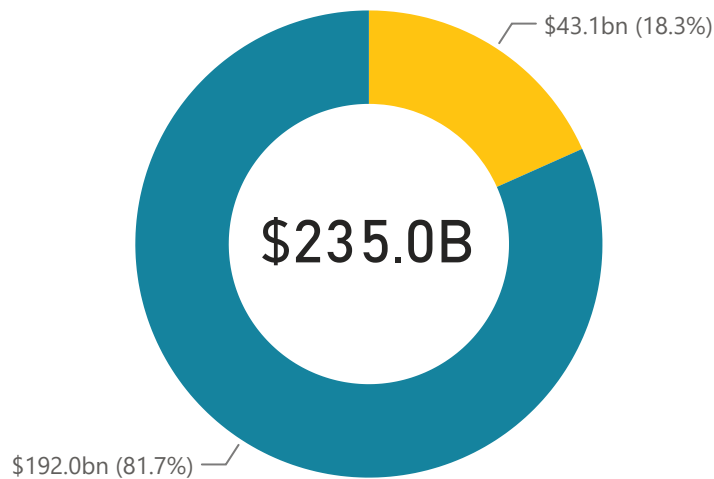
Represents cash receipts (not tax return data). Excludes Department of Motor Vehicles (DMV) payments, Franchise Tax Board (FTB) payments, and other adjustments.

Concentration of Taxable Sales

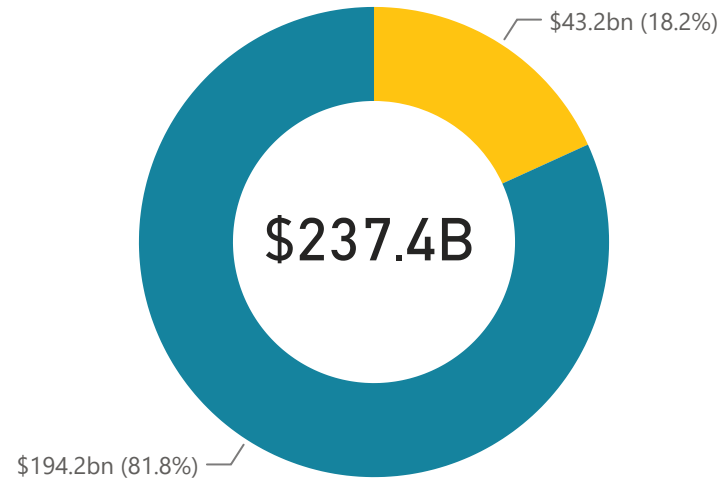
Market share of the top 20 largest taxpayers have remained relatively steady.

Taxpayer Size by Quarterly Taxable Sales: Top 20  Other 

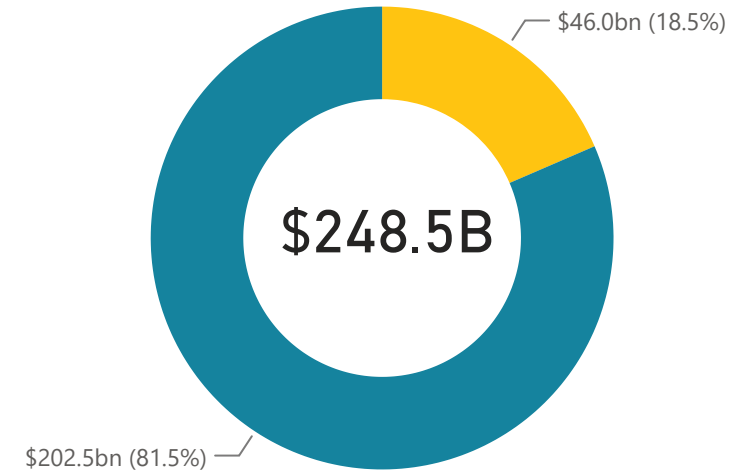
Taxable Sales 2024-Q2



Taxable Sales 2025-Q2



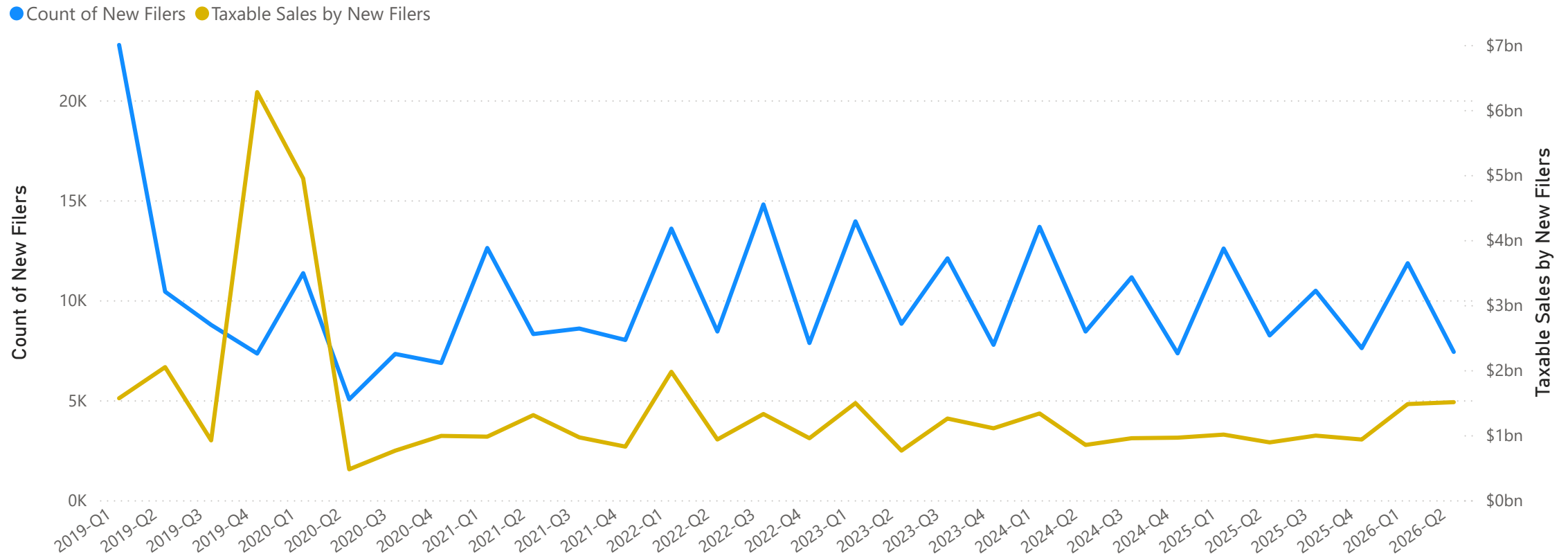
Taxable Sales 2026-Q2



2026-Q2 data are preliminary. Totals do not include DMV and FTB payments.

Sales and Use Tax: New Filers and Taxable Sales

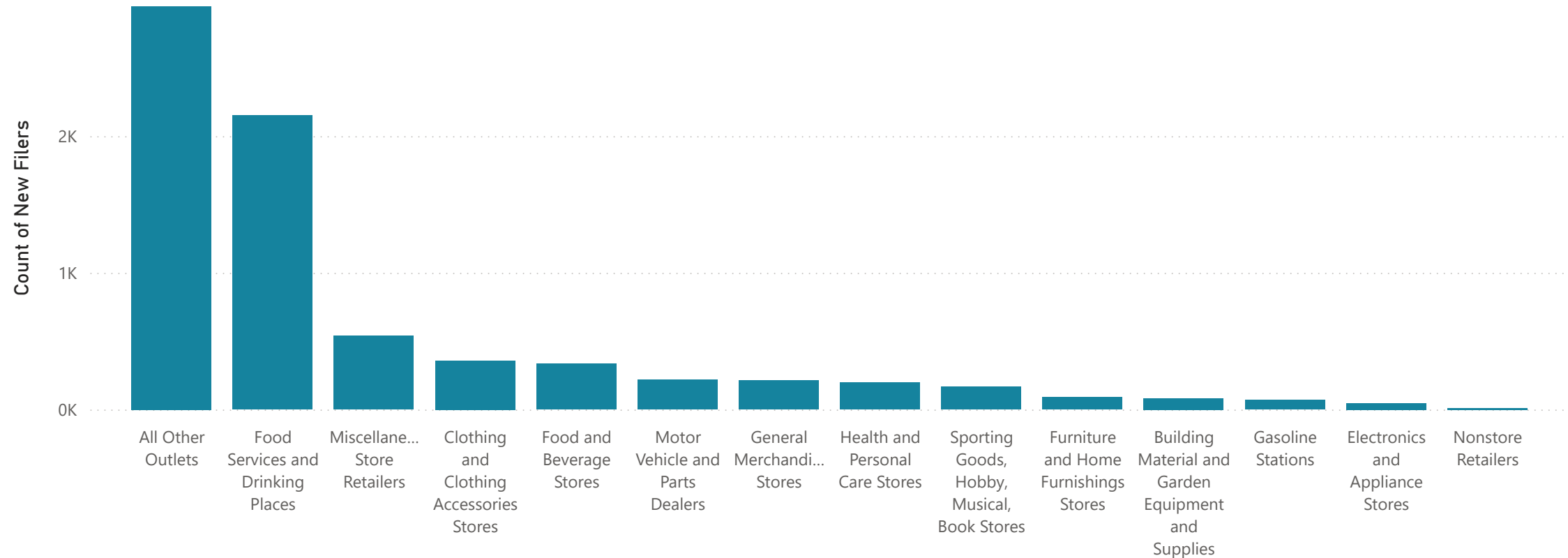
New filers in Q2 dropped by 37.4% from Q1 2026. The taxable sales rose by 2.0%.



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

New Filers: Count of Filers by Industry

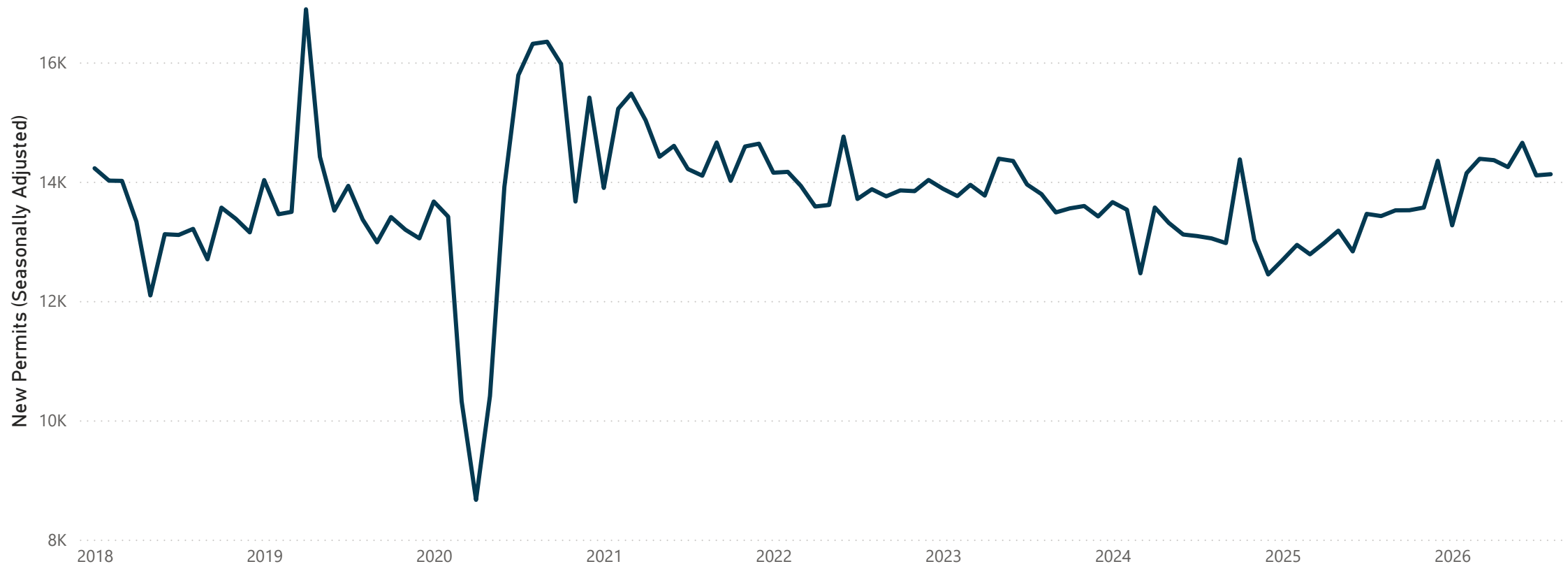
New filers are heavily concentrated in a few industries, with “All Other Outlets” and “Food Services and Drinking Places” making up the largest shares.



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

Sales and Use Tax: New Permits

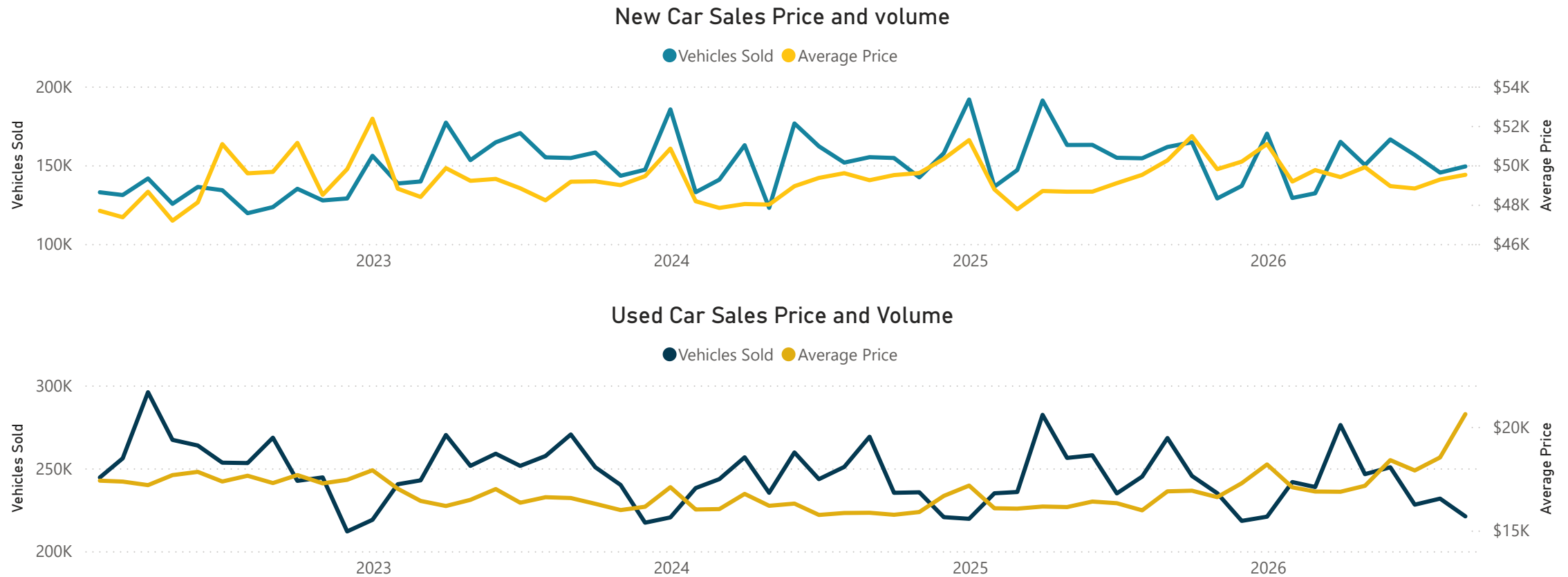
2026 shows a recovery from late-2025, peaking in June before easing and stabilizing by late summer.



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

New and Used Vehicle Sales: Volume and Price

New car sales stay steady, while used car prices rise noticeably (11% from last quarter) even as used car sales volumes fluctuate.



Data provided by Department of Motor Vehicles as of 8/31/2026. 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

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