

### News

- **GDP:** Grew 2.6% in 2018Q4; 3.4% in 2018Q3; and 4.2% in 2018Q2. Consumer spending was robust due to a strong job market, tax cuts and household income gains. Business investment, after faltering in the third quarter, bounced back in final three months of the year.
- The California Department of Tax and Fee Administration announced that it will require out-of-state retailers to collect and remit use tax beginning on April 1, 2019 if in the preceding or current calendar year their sales into California exceed \$100,000, or 200 or more separate transactions.
- **Real Estate Sales in California:** Statewide sales of existing, single-family homes in January 2019 totaled 357,730, down 3.9% from December and down 12.6% from January 2018. The 30-year, fixed-mortgage interest rate averaged 4.46% in January, up from 4.03% in January 2018 (Freddie Mac).

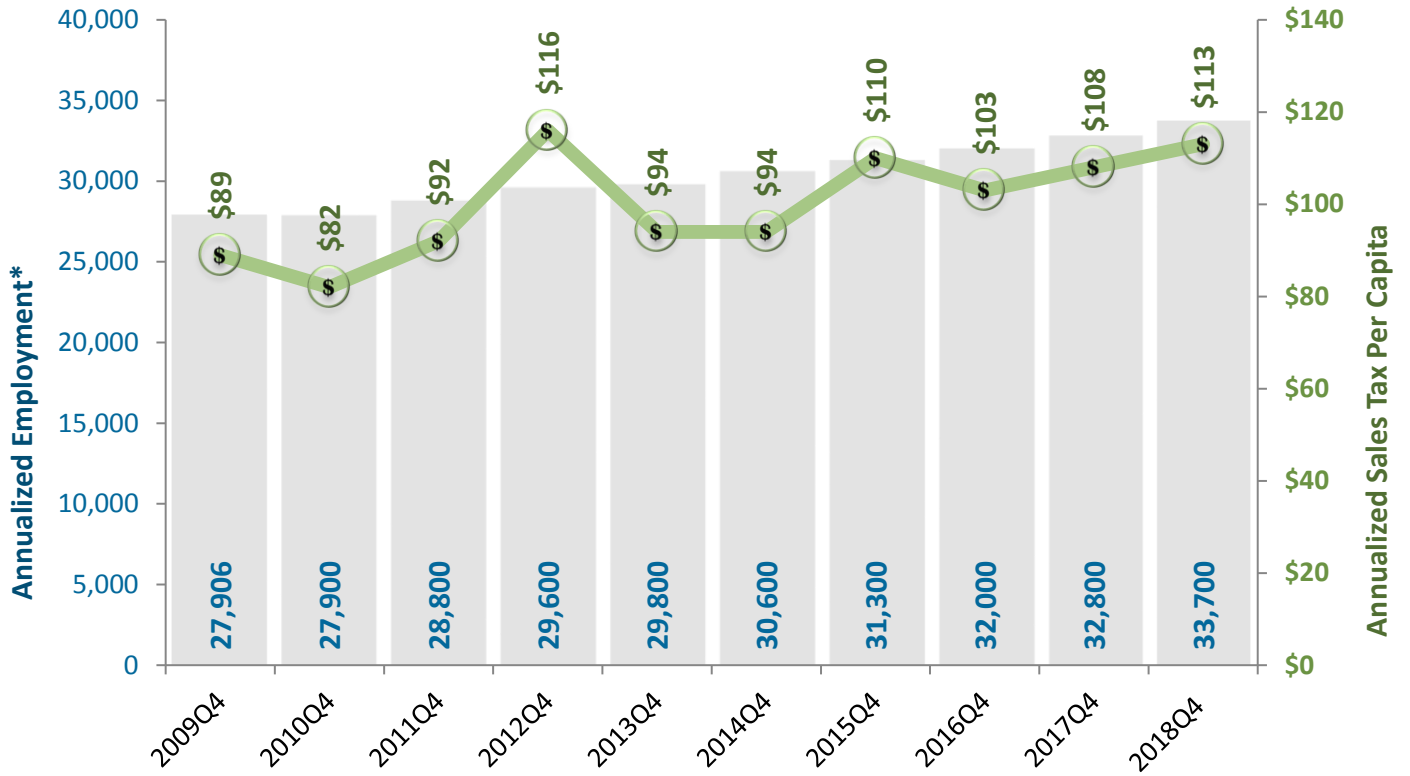
### Top 25 Sales Tax Generators

AGRA TECH	FERGUSON ENTERPRISES	PRAXAIR
ALL STAR FORD	FOODS CO.	ROSS STORES
ALL STAR HYUNDAI	GRANITE EXPO OUTLET	SHELL SERVICE STATIONS
ANTIOCH BUILDING MATERIALS COMPANY	HAMMOND ENTERPRISES	TARGET STORES
APPROVED AUTO CENTER	HOME DEPOT	WAL MART STORES
ARCO AM/PM MINI MARTS	MERIT USA	WINCO FOODS
BURLINGTON COAT FACTORY	MOBIL SERVICE STATIONS	WINTER CHEVROLET
CALPINE OPERATING SVCS CO	OLIVE GARDEN RESTAURANT	WINTER HONDA
CONTRA COSTA COUNTY PUBLIC AUTO AUCTION		

### Business Activity

	Quarter over Quarter			Year over Year		
	Pittsburg	S.F. Bay Area	California	Pittsburg	S.F. Bay Area	California
<b>TOTAL</b>	<b>0.8%</b>	0.5%	0.0%	<b>8.4%</b>	5.3%	3.9%
GENERAL RETAIL	<b>-4.1%</b>	-2.0%	0.2%	<b>-1.1%</b>	1.8%	2.1%
FOOD PRODUCTS	<b>3.4%</b>	-1.1%	-3.2%	<b>6.9%</b>	2.0%	2.5%
TRANSPORTATION	<b>-8.7%</b>	7.4%	3.6%	<b>0.0%</b>	11.6%	5.2%
CONSTRUCTION	<b>-6.8%</b>	5.1%	-0.5%	<b>11.8%</b>	10.2%	9.7%
BUSINESS TO BUSINESS	<b>44.2%</b>	-3.7%	-1.7%	<b>46.9%</b>	3.7%	3.3%
Auto Sales - New	<b>-5.5%</b>	10.8%	5.0%	<b>-3.5%</b>	13.6%	3.7%
Restaurants	<b>5.3%</b>	-1.0%	-1.5%	<b>5.5%</b>	2.3%	2.1%
Service Stations	<b>-16.2%</b>	8.3%	5.5%	<b>5.2%</b>	14.7%	11.3%
Department Stores	<b>-0.6%</b>	0.1%	4.1%	<b>-1.0%</b>	1.4%	1.9%
Bldg.Matls-Whsle	<b>-2.2%</b>	10.1%	4.1%	<b>16.8%</b>	10.5%	9.6%
Bldg.Matls-Retail	<b>-11.6%</b>	-2.1%	-7.1%	<b>6.7%</b>	9.8%	9.9%
Food Markets	<b>-1.5%</b>	-3.9%	-9.5%	<b>9.4%</b>	-0.6%	4.2%
Heavy Industry	<b>90.9%</b>	0.5%	2.4%	<b>83.8%</b>	3.6%	4.9%
Chemical Products	<b>-18.5%</b>	0.2%	4.6%	<b>-8.5%</b>	6.1%	7.4%
Miscellaneous Retail	<b>-21.4%</b>	-1.1%	-2.3%	<b>-6.9%</b>	4.0%	2.2%
Leasing	<b>74.6%</b>	0.4%	-0.8%	<b>199.0%</b>	6.4%	6.1%
Apparel Stores	<b>4.9%</b>	-4.7%	-1.8%	<b>4.6%</b>	-1.1%	1.3%
Auto Parts/Repair	<b>-5.0%</b>	-7.6%	-2.8%	<b>-2.2%</b>	-3.6%	-1.5%
Auto Sales - Used	<b>-8.1%</b>	-4.0%	-2.3%	<b>5.4%</b>	1.8%	-1.0%

## Estimated Annualized Employment and Gross Sales Tax Per Capita by Benchmark Year



## Total Gross Benchmark Year Sales Tax as a Percent of California GDP

Per Capita Annual Effective Buying Income Compared to Per Capita Gross and Net Sales Tax

