

# CITY OF EL MONTE

## SALES TAX UPDATE

### 1Q 2025 (JANUARY - MARCH)



#### EL MONTE

TOTAL: \$ 6,096,075

3.8%  
1Q2025



-1.6%  
COUNTY

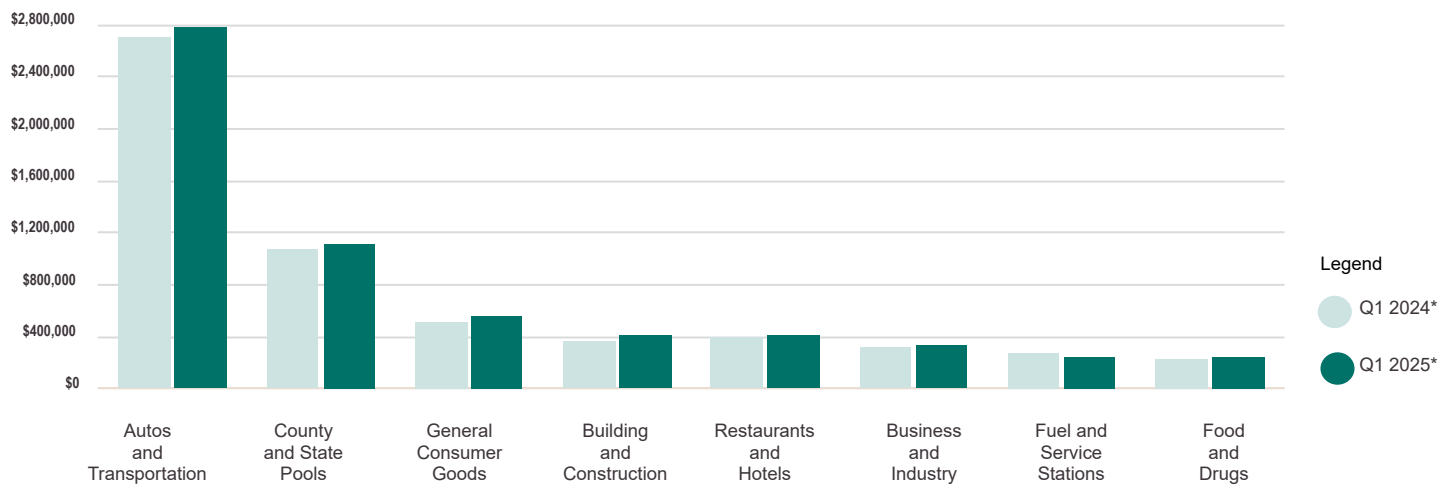


0.3%  
STATE



\*Allocation aberrations have been adjusted to reflect sales activity

#### SALES TAX BY MAJOR BUSINESS GROUP



#### Measure EM

TOTAL: \$1,855,757

4.9%



#### CITY OF EL MONTE HIGHLIGHTS

El Monte's receipts from January through March were 0.2% above the first sales period in 2024. Excluding reporting aberrations, actual sales were up 3.8%.

Fiscal Year 2024-2025 is anticipated to end with lower results than the previous fiscal year, and a modest recovery is expected to begin in Fiscal Year 2025-2026.

The City experienced the largest boost from its top sector, autos-transportation, including new and used motor vehicle dealers and auto lease. Returns from building materials, contractors, light industrial/printers, quick service restaurants, cannabis related businesses, and the state and county pools were also up.

On the down side, receipts from auto repair shops, heavy industrial/printers, and service stations declined. When combined they helped to offset the overall net quarterly gain.

The City's Transaction and Use Tax Measure EM generated 30.4% of the Bradley Burns amount, led by the strongest percentage ratio from the business-industry sector.

Net of aberrations, taxable sales for all of Los Angeles County declined 1.6% over the comparable time period; the Southern California region was flat.



#### TOP 25 PRODUCERS

- |                                 |                            |
|---------------------------------|----------------------------|
| Airgas                          | Honda Lease Trust          |
| Apollo Auto                     | Longo Lexus                |
| Arco                            | Longo Toyota & Longo Scion |
| Car Pros Honda El Monte         | Multi W Systems            |
| Cardinalway Hyundai Of El Monte | Packs                      |
| Catalyst El Monte               | Sams Club w/ Fuel          |
| D R Office Works                | Sus Amigos Auto Center     |
| dd's Discounts                  | T & L Granite              |
| El Monte Nissan                 | Countertop Warehouse       |
| Element Vape                    | Target                     |
| Excellent Kitchen Cabinets      | Toyota Lease Trust         |
| Focus Auto Service              | United Oil                 |
| Ganas Auto                      |                            |
| Home Depot                      |                            |



## 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-

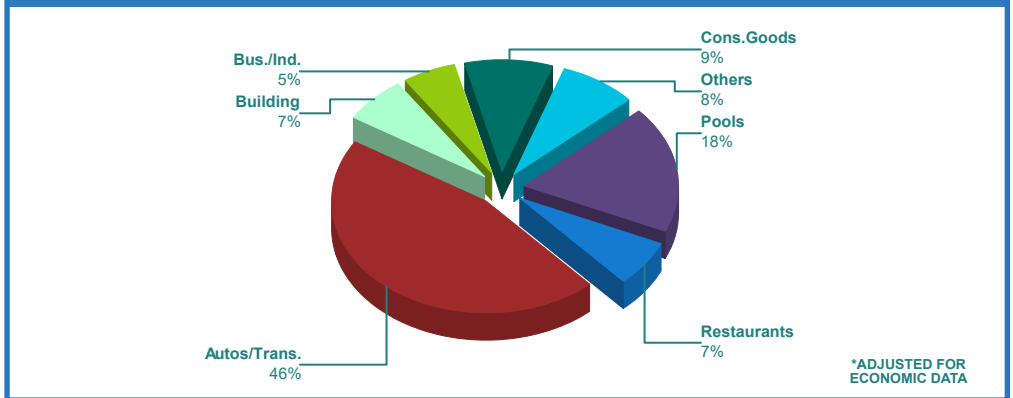
related tax receipts due to lower global crude oil prices—a trend that continued into 1Q 2025. Fuel-related returns dropped by 5%. This decline also affected general consumer goods, as large retailers that sell fuel typically report all sales under a single taxpayer ID. As a result, brick-and-mortar 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 El Monte This Quarter\*



### TOP NON-CONFIDENTIAL BUSINESS TYPES

El Monte Business Type	Q1 '25*	Change	County Change	HdL State Change
New Motor Vehicle Dealers	2,236.6	1.0% ↑	-4.2% ↓	-0.6% ↓
Building Materials	284.0	15.2% ↑	5.0% ↑	3.7% ↑
Service Stations	248.6	-8.3% ↓	-8.9% ↓	-5.8% ↓
Quick-Service Restaurants	240.7	5.4% ↑	-3.0% ↓	-0.9% ↓
Used Automotive Dealers	230.0	25.6% ↑	23.8% ↑	13.1% ↑
Casual Dining	137.0	0.3% ↑	-2.2% ↓	1.3% ↑
Cannabis Related	85.4	9.0% ↑	-13.6% ↓	-9.6% ↓
Contractors	83.8	10.0% ↑	-2.5% ↓	1.1% ↑
Grocery Stores	71.6	-2.3% ↓	-0.7% ↓	-0.8% ↓
Heavy Industrial	60.2	-17.7% ↓	-1.1% ↓	2.1% ↑

\*Allocation aberrations have been adjusted to reflect sales activity      \*In thousands of dollars