

CITY OF GLENDORA

SALES TAX UPDATE

2Q 2025 (APRIL - JUNE)



GLENDORA

TOTAL: \$ 2,708,933

0.0%
2Q2025



-1.1%
COUNTY

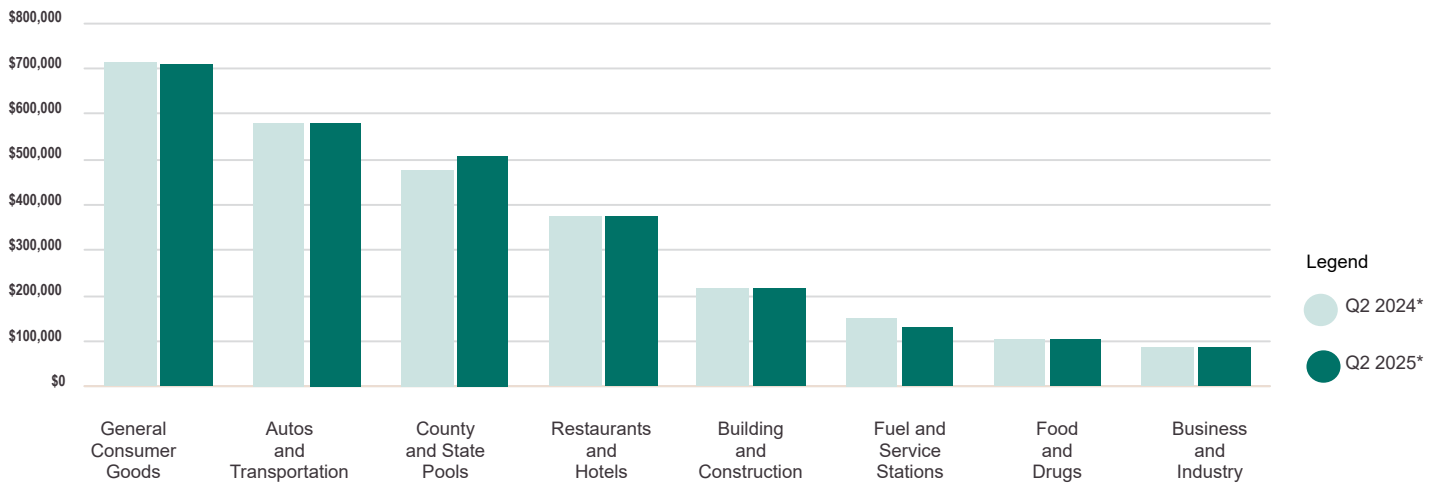


0.5%
STATE



**Allocation aberrations have been adjusted to reflect sales activity*

SALES TAX BY MAJOR BUSINESS GROUP



Measure E

TOTAL: \$2,093,160

↑ 1.6%

Measure Z

TOTAL: \$680,575



CITY OF GLENDORA HIGHLIGHTS

Glendora's receipts from April through June were 3.8% above the second sales period in 2024. Excluding reporting aberrations, actual sales were flat.

Tariffs continued to be a point of concern for both consumers and businesses. Many companies stockpiled inventory in anticipation of increased pricing due to tariffs, which did not occur.

Fuel-service stations followed a statewide downward trend as pricing continued to fluctuate. General consumer goods continued to feel the slowdown as consumers had to decide on what is an essential purchase. Business-industry and autos-transportation also were impacted by the slow economy.

Building-construction experienced a small increase as homeowners began needing repairs. The City's share of the countywide use tax pool increased 12.1% when compared to the same period in the prior year.

The City's Transaction and Use Tax Measure E generated 77.4% 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 1.1% over the comparable time period; the Southern California region was flat.



TOP 25 PRODUCERS

76 Rocket	In N Out Burger
Albertsons	Kohls
Best Buy	Marshalls
Bobs Discount Furniture	Petsmart
Cardinalway Hyundai of Glendora	Raising Cane's
Chevrolet of Glendora	Sams Club w/ Fuel
Chick Fil A	Toyota of Glendora
Chili's	Ulta Beauty
Colley Ford	Verizon Wireless
Fuel Zone	Vons
Glendora Chrysler Jeep Dodge	Walmart
Glendora Route 66 Arco	
Home Depot	
Home Goods	



STATEWIDE RESULTS

California's one-cent local sales and use tax receipts rose 0.6% in Q2 compared to the same period last year, after adjusting for accounting anomalies. While only modest growth, it is the second consecutive quarter experiencing positive results following an extended timeline of declines. This period is traditionally met with improved weather with the beginning of summer activity.

Steady gains in both business-industry and countywide use tax pools were driven by strong online sales, reflecting shopper's willingness and ability to spend. Whether pulled from inventory within California or shipped from outside the state, demand for goods by value-conscious shoppers prevailed. Other notable upticks came from purchases of office and electrical equipment.

Increased tax receipts from restaurants also demonstrated diners continued desire to eat out. Even amongst higher menu prices and tip fatigue, casual dining establishments generated the largest lift. While this is a good sign for the coming summer season, underlying data shows that disposal personal income – a key driver of restaurant sales – is growing at a slower pace than prior years, possibly signaling softer tax growth on the horizon.

The two sectors primed to take advantage of upcoming interest rate changes, autos-transportation and building-construction, only experienced lackluster returns this period. New auto sales declined, offsetting gains in used vehicles and leasing, while building material sales remained unchanged from a year ago. However, aging vehicles and deferred home improvements remain a potential catalyst driving demand in the near term.

Balancing the positive results, revenue

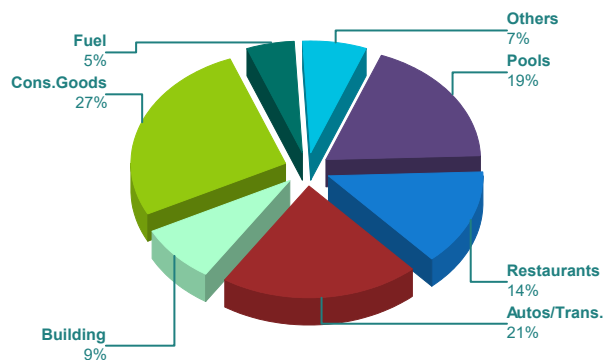
from fuel and service stations declined for the ninth time in ten quarters, primarily due to West Texas Intermediate (WTI) low crude oil prices. As the global economy and development remains tempered, so has the demand for oil, leaving prices relatively low. While this dampens sales taxes, lower fuel costs during peak travel months may boost spending in other segments.

Traditional retailers saw a 1% decline, with specialty, sporting goods, and department stores under performing compared to year ago totals. Inflation and tariffs continue to pressure consumer spending and retailer margins, prompting reevaluation of physical store investments by regional and national

companies alike.

The September reduction in the federal funds rate, noting the possibility of more in early 2026, leaves optimism regarding future financing and accessing equity opportunities for some consumers. However, national tariff/trade talks remain a vital piece of the inflation/higher prices story with the potential of diminishing spending power. So sluggish calendar year 2025 continues with only modest expansion expected braced against the ever-changing larger economic trends.

REVENUE BY BUSINESS GROUP Glendora This Fiscal Year*



*ADJUSTED FOR ECONOMIC DATA

TOP NON-CONFIDENTIAL BUSINESS TYPES

Glendora Business Type	Q2 '25*	Change	County Change	HdL State Change
New Motor Vehicle Dealers	439.8	-3.5% ↓	-5.0% ↓	-2.3% ↓
Quick-Service Restaurants	164.9	0.7% ↑	-1.8% ↓	-0.7% ↓
Casual Dining	162.6	-3.6% ↓	0.4% ↑	1.4% ↑
Service Stations	130.0	-13.4% ↓	-10.6% ↓	-9.4% ↓
Electronics/Appliance Stores	86.2	9.4% ↑	3.7% ↑	6.8% ↑
Specialty Stores	75.5	2.8% ↑	-6.8% ↓	-4.2% ↓
Grocery Stores	61.3	-0.5% ↓	0.8% ↑	-0.1% ↓
Auto Repair Shops	58.9	10.6% ↑	-5.9% ↓	-8.9% ↓
Family Apparel	52.3	-0.2% ↓	1.4% ↑	1.4% ↑
Home Furnishings	45.1	20.7% ↑	1.8% ↑	1.5% ↑

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*In thousands of dollars