



CDTFA
CALIFORNIA DEPARTMENT OF
TAX AND FEE ADMINISTRATION

Tax Insights Quarterly

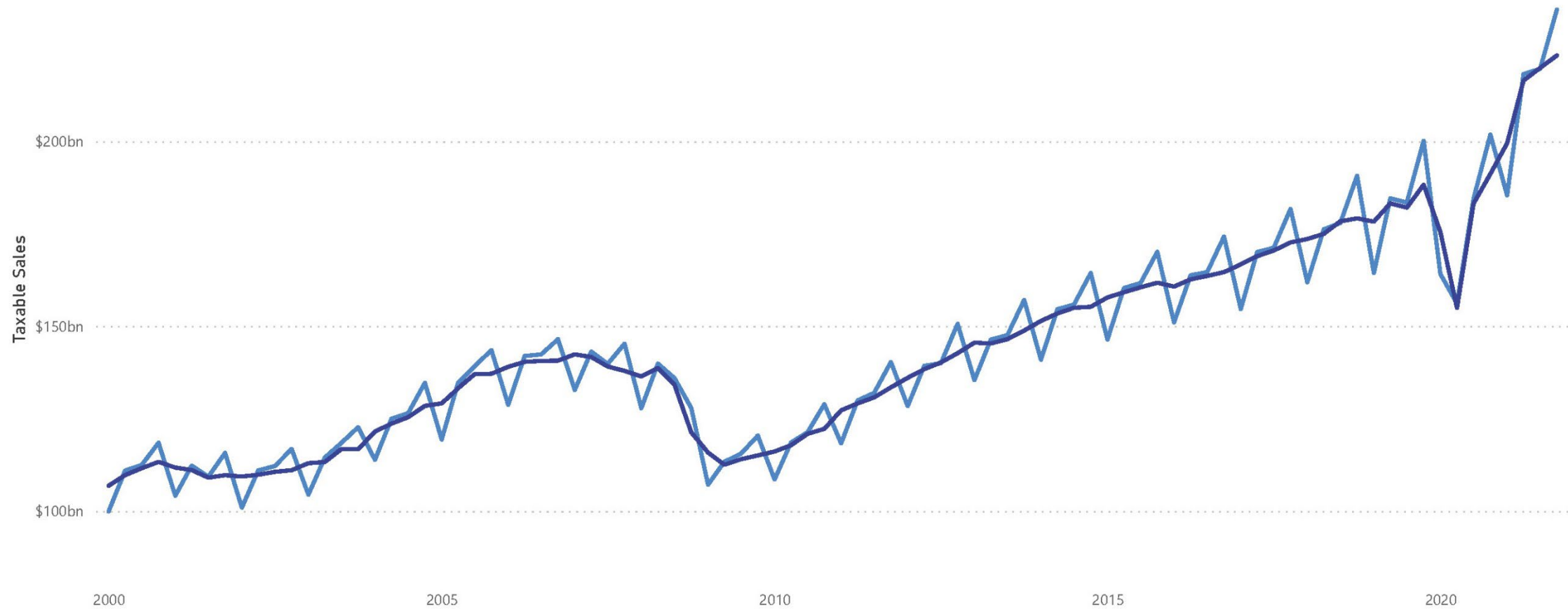
Q4 2021



Taxable Sales Over Time

Q4 2021 taxable sales reached a historic high of \$235 billion. Q4 2021 is the fifth consecutive quarter of record-setting seasonally adjusted taxable sales.

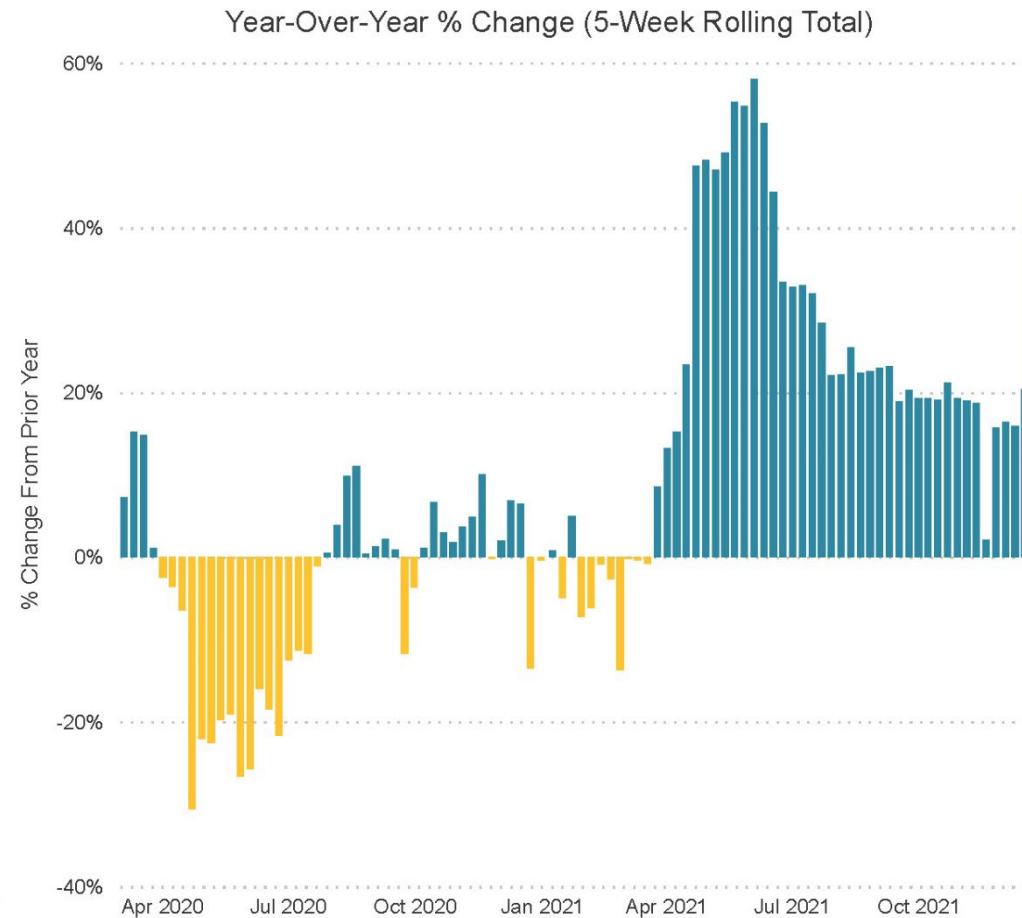
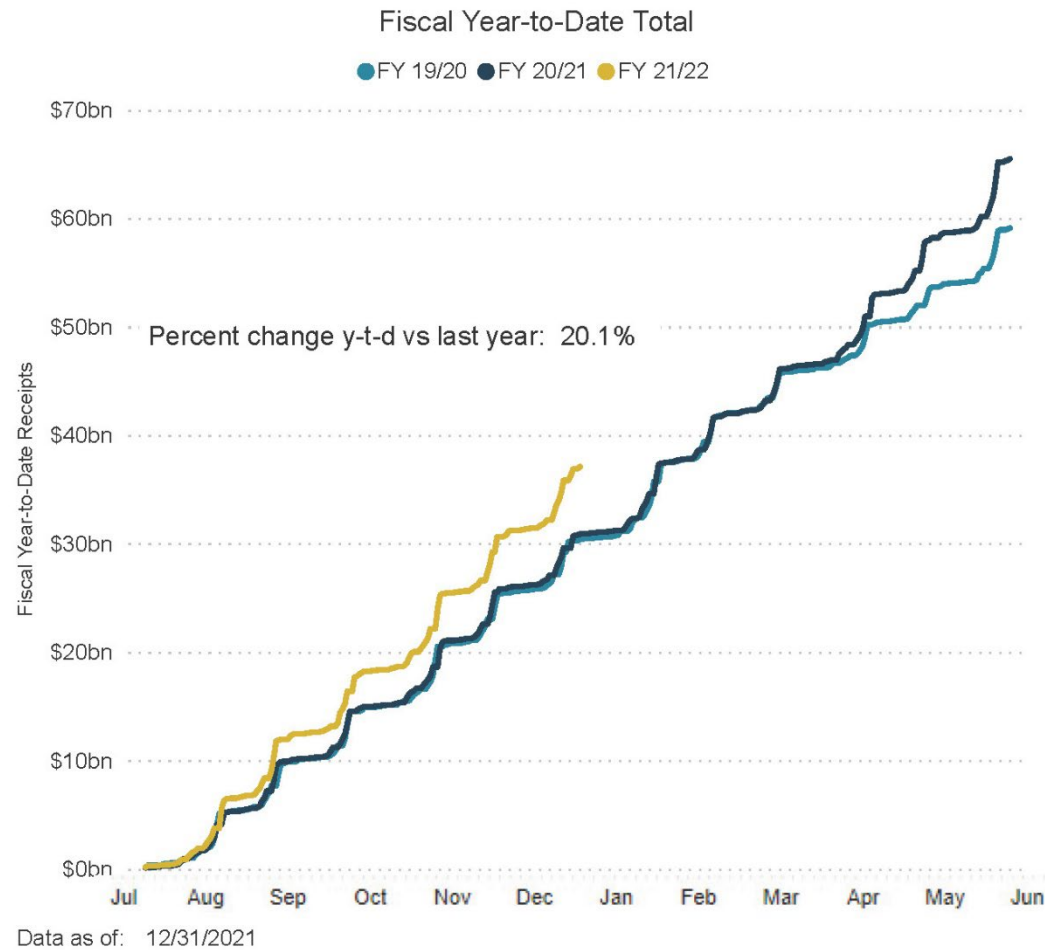
● Unadjusted taxable sales ● Seasonally adjusted taxable sales



Note: Seasonal adjustments provided by California Department of Finance.

Sales and Use Tax Cash Receipts

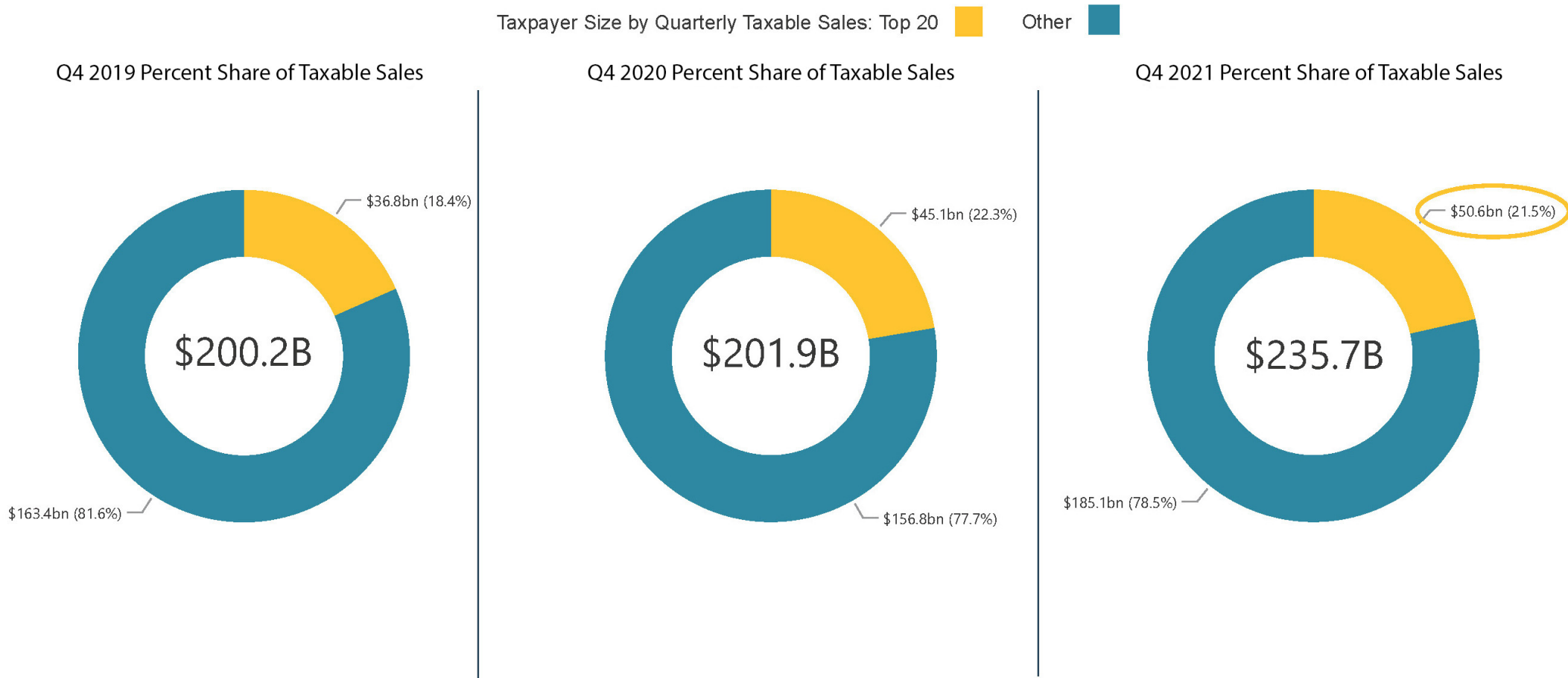
Despite the initial drop in the spring/summer of 2020, cash receipts rebounded and are up over 20% from year-to-date versus last year.



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

Concentration of Taxable Sales

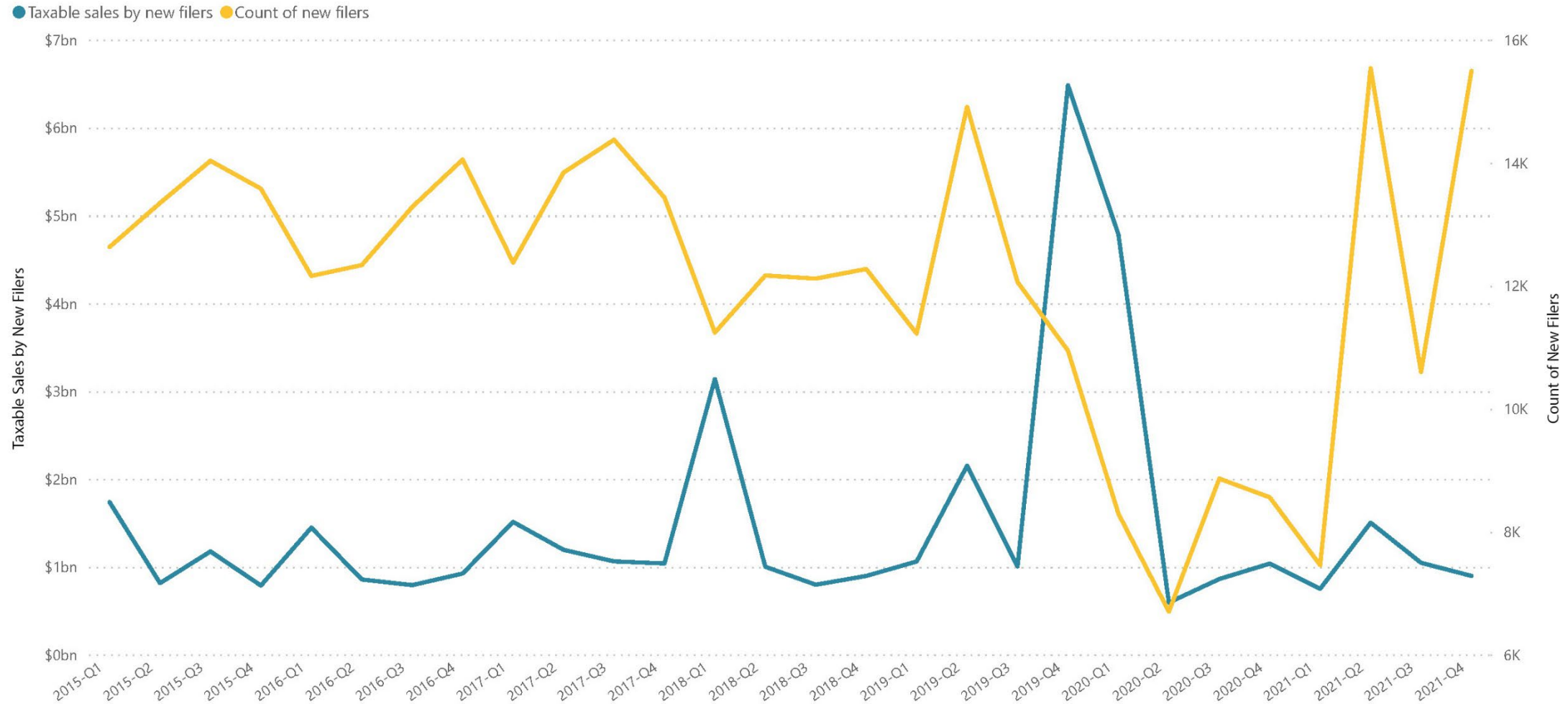
The 20 largest taxpayers have reported strong sales throughout the pandemic. In Q4 2019, those taxpayers accounted for 18.4% of taxable sales. In Q4 2021 they accounted for 21.5% of taxable sales.



Note: Q4 2021 data is preliminary; over 335,000 taxpayers filed a non-zero liability Sales and Use Tax return in Q4 2021.

Sales and Use Tax: First Time Filers and Taxable Sales

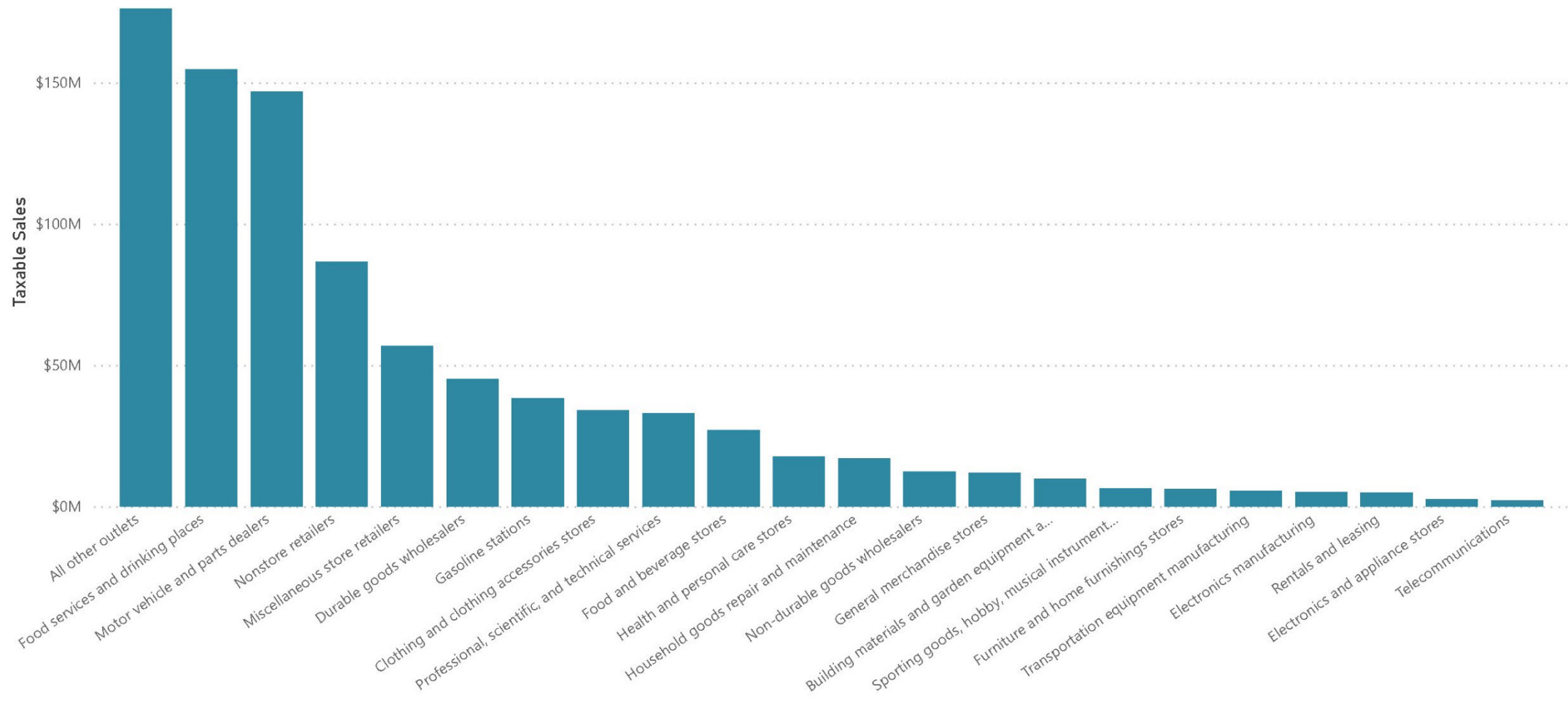
The number of new quarterly SUT filers reached a low point in Q2 2020, and the recovery has been unsteady. In recent quarters, a handful of new filers have accounted for a large percentage of taxable sales by new filers. In Q4 2021, the mean new SUT filing was \$57,892 and the median was \$3,736.





New Filers: Taxable Sales by Industry

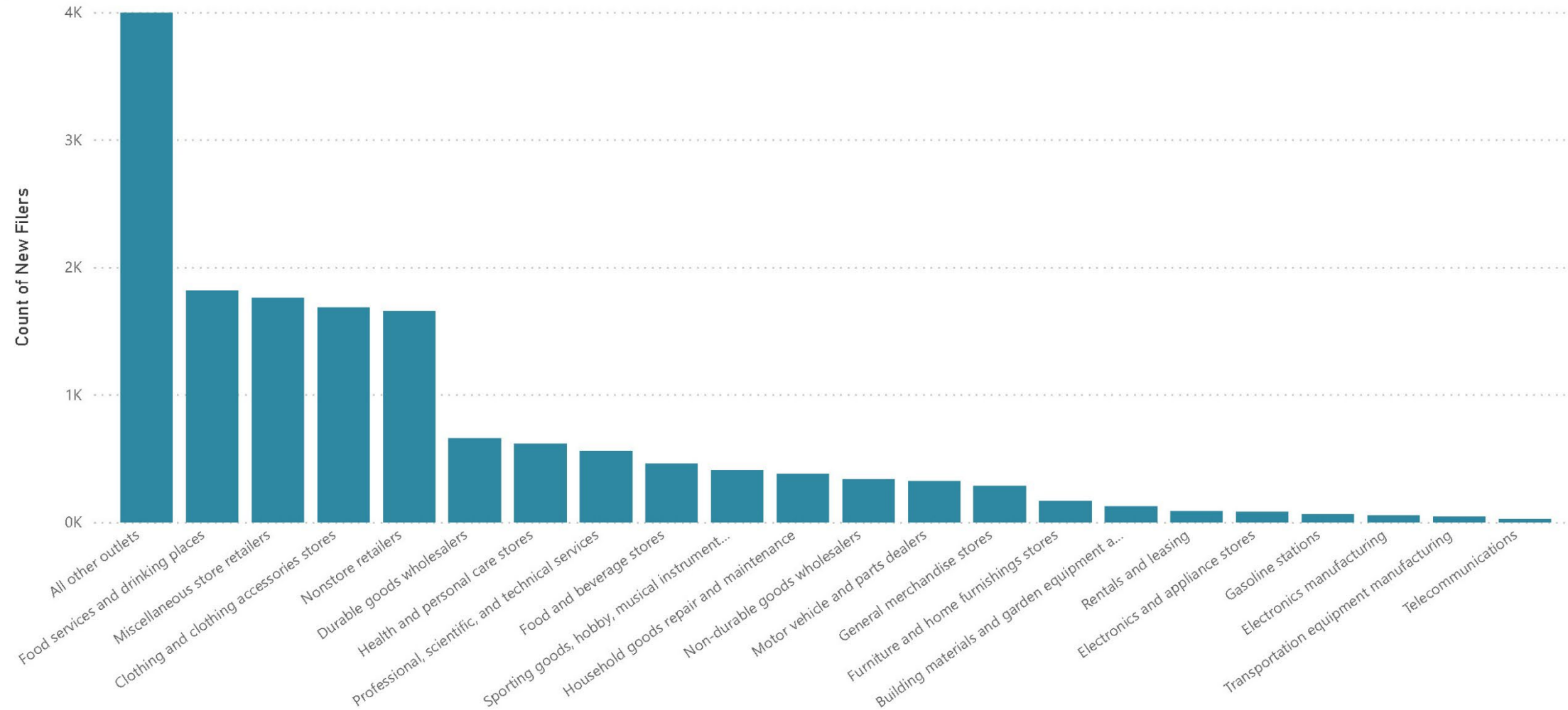
First-time filers in the restaurants/bar, motor vehicle and parts, and non-store (online) sectors reported more taxable sales than those of all other sectors combined.





New Filers: Count of Filers by Industry

First-time filers most often self-identified their industry as food services, miscellaneous retailers, clothing stores, or nonstore (online) retailers.



Sales and Use Tax: New Permits

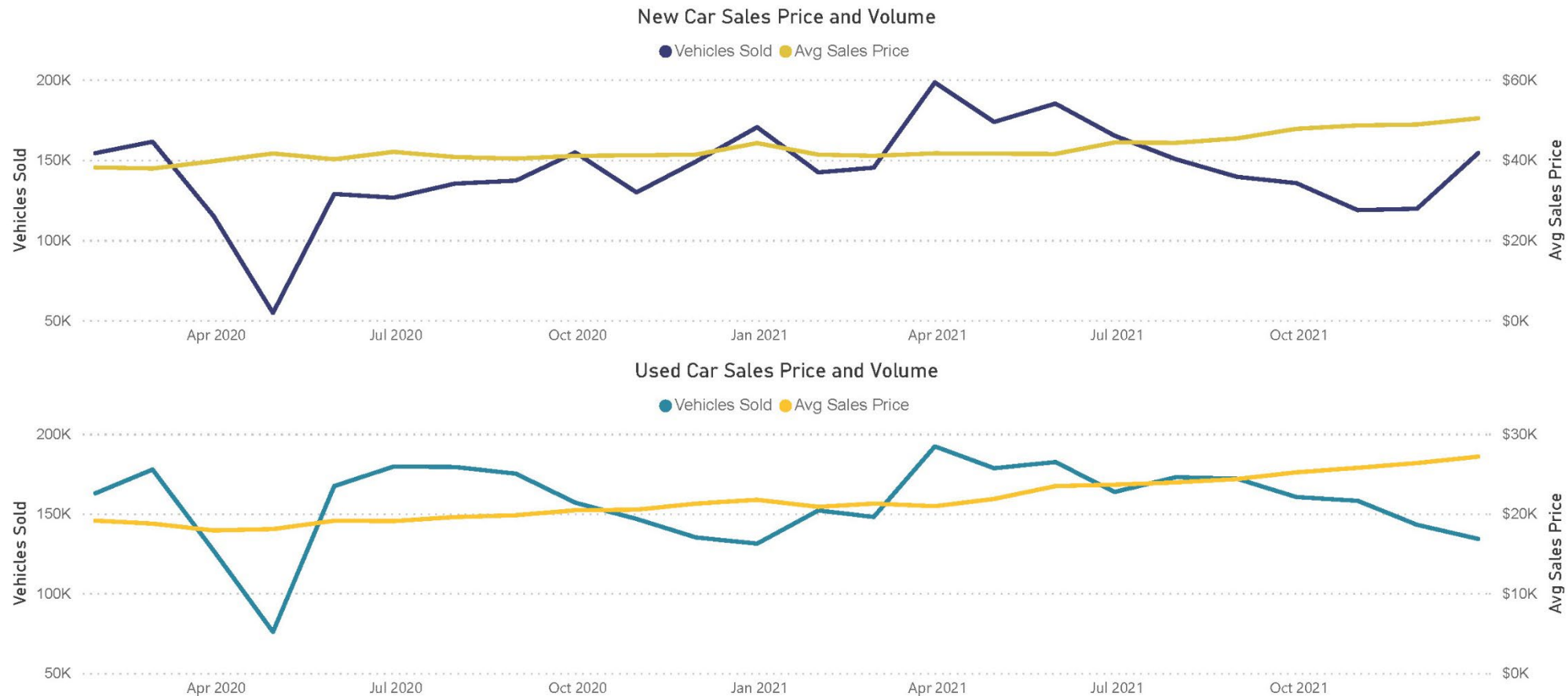
New permits fell with the onset of COVID-19, but have since recovered.



Note: Data is seasonally adjusted using US Census Bureau's X-13 ARIMA-SEATS.

New and Used Vehicle Sales: Volume and Average Sales Price

The average sales price for new and used vehicles continued to increase in December 2021, reaching \$50,332 for new vehicles and \$27,149 for used. After months of steadily declining sales volume, new vehicle sales increased in December 2021, while used vehicle sales continued to decline.



Note: Data as of March 30, 2022, from the California Department of Motor Vehicles.



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

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