

Lake Havasu City

Transaction Privilege Tax (TPT) Collections Report

March 2025



This month's TPT Collection Report includes all collections through March (merchant collections through February 2025). Arizona Department of Revenue provides tax collection information.

Fiscal year-to-date (FYTD) TPT collection is 6.2% or \$1,480,269 above budget and 0.2% above the prior year. The TPT collection for the month of March 2025 is 4.3% lower compared to the prior year.

Fiscal YTD vs. Budget

| Current Year Actual 2025 FYTD | Budget 2025 FYTD | % Increase/Decrease over Budget |
|----------------------------------|---------------------|------------------------------------|
| \$ 25,410,098 | \$ 23,929,829 | 6.2% |

Fiscal YTD vs. Prior Fiscal YTD

| Current Year Actual 2025 FYTD | Prior Year Actual 2024 FYTD | % Increase/Decrease over Prior FYTD |
|----------------------------------|--------------------------------|--|
| \$ 25,410,098 | \$ 25,356,734 | 0.2% |

Month vs. Month Prior Year

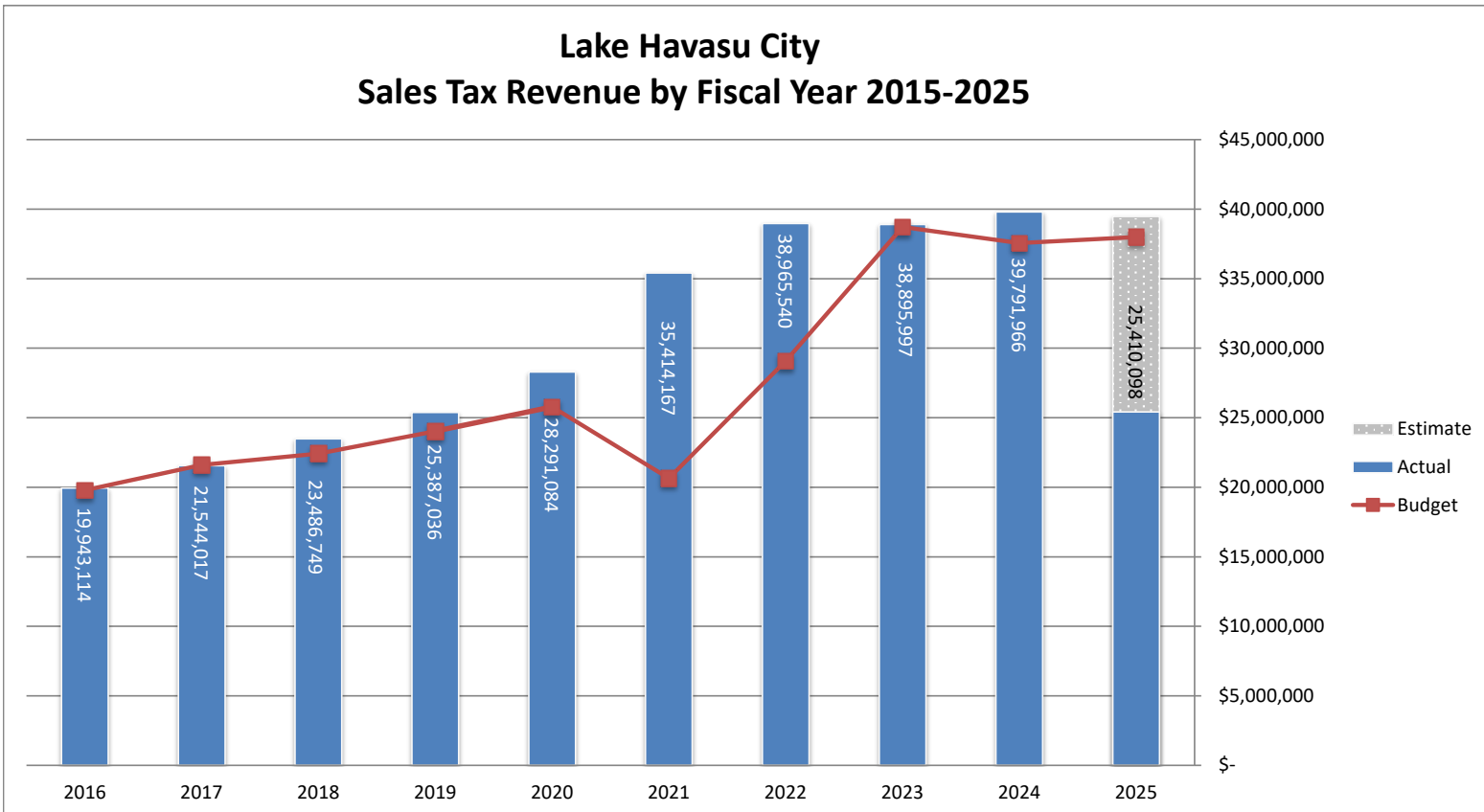
| March 2025 | March 2024 | % Increase/Decrease over Prior Year |
|--------------|--------------|--|
| \$ 3,084,831 | \$ 3,222,092 | -4.3% |

Year-to-date through March, TPT collections have increased by 0.2% or \$53,364 compared to the prior year. For March, collections decreased by 4.3% over the previous year, totaling \$137,261. All business classes were below their performance from the prior year except for Use Tax & rental, Leasing & Lic. Construction decreased by \$82,422, or 34.7%; Accommodations by \$7,469, or 4.4%; Restaurant and Bar by \$14,772, or 3.4%; and Retail by \$ 35,215, or 1.9%.

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The high growth in FY21 is due to the influx of visitors from neighboring states with stricter COVID restrictions.

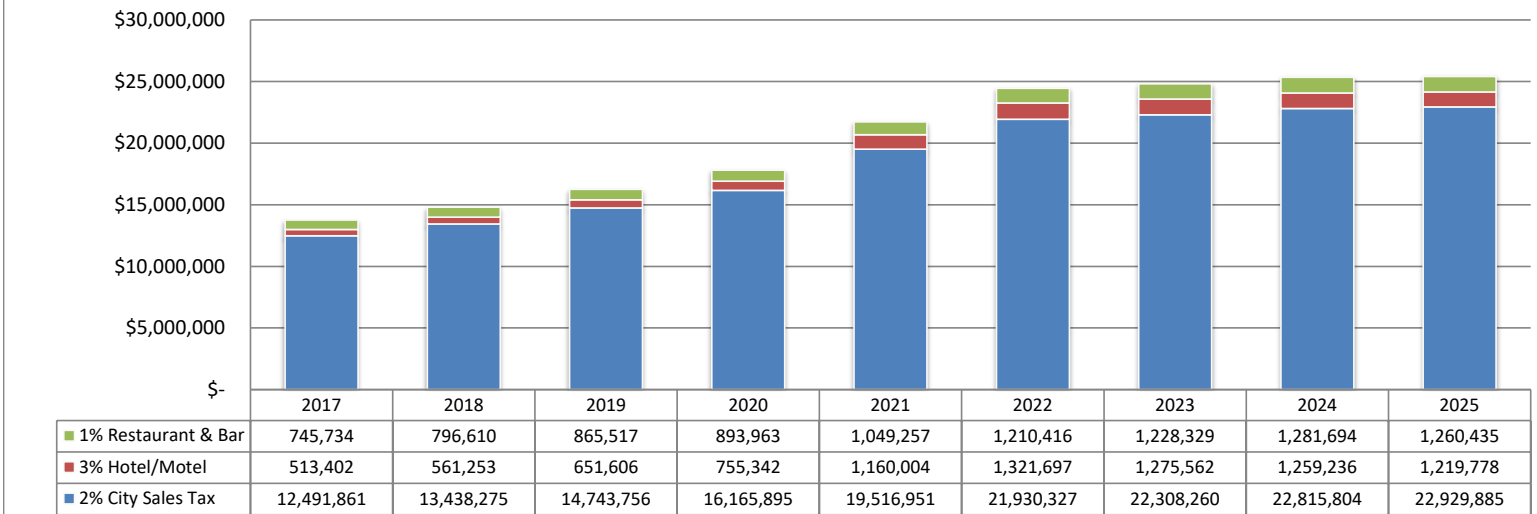
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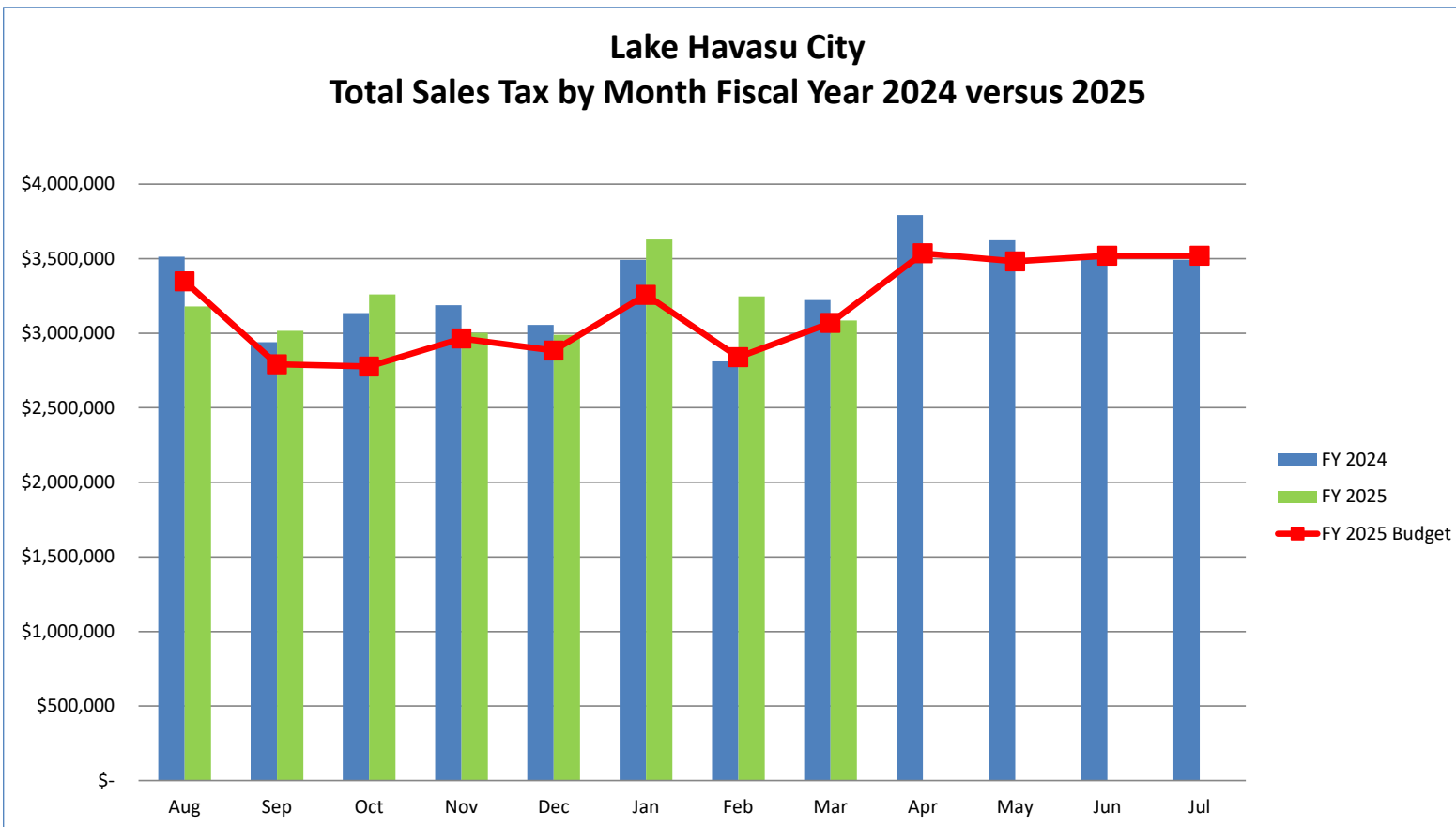
**Lake Havasu City
Total Tax Collected - Fiscal Year to Date**



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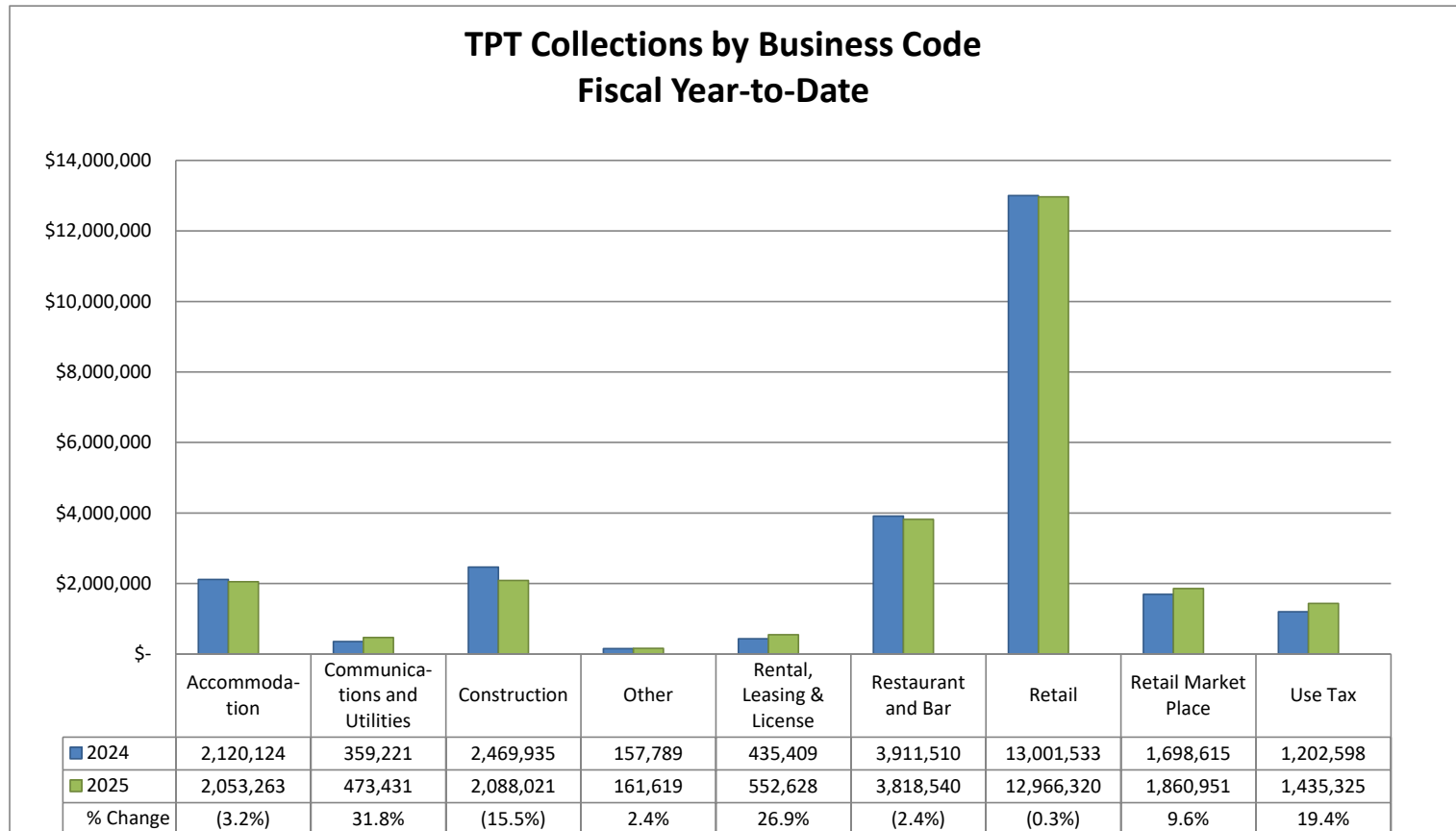


February 2024 (FY24) includes a \$261,160 taxpayer refund from prior years.

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Retail Sales

Retail sales are the most significant component of the City's overall TPT collections. In March, retail sales tax collections decreased by \$35,2159 or 1.9% from the previous year.

Month vs. Month Prior Year

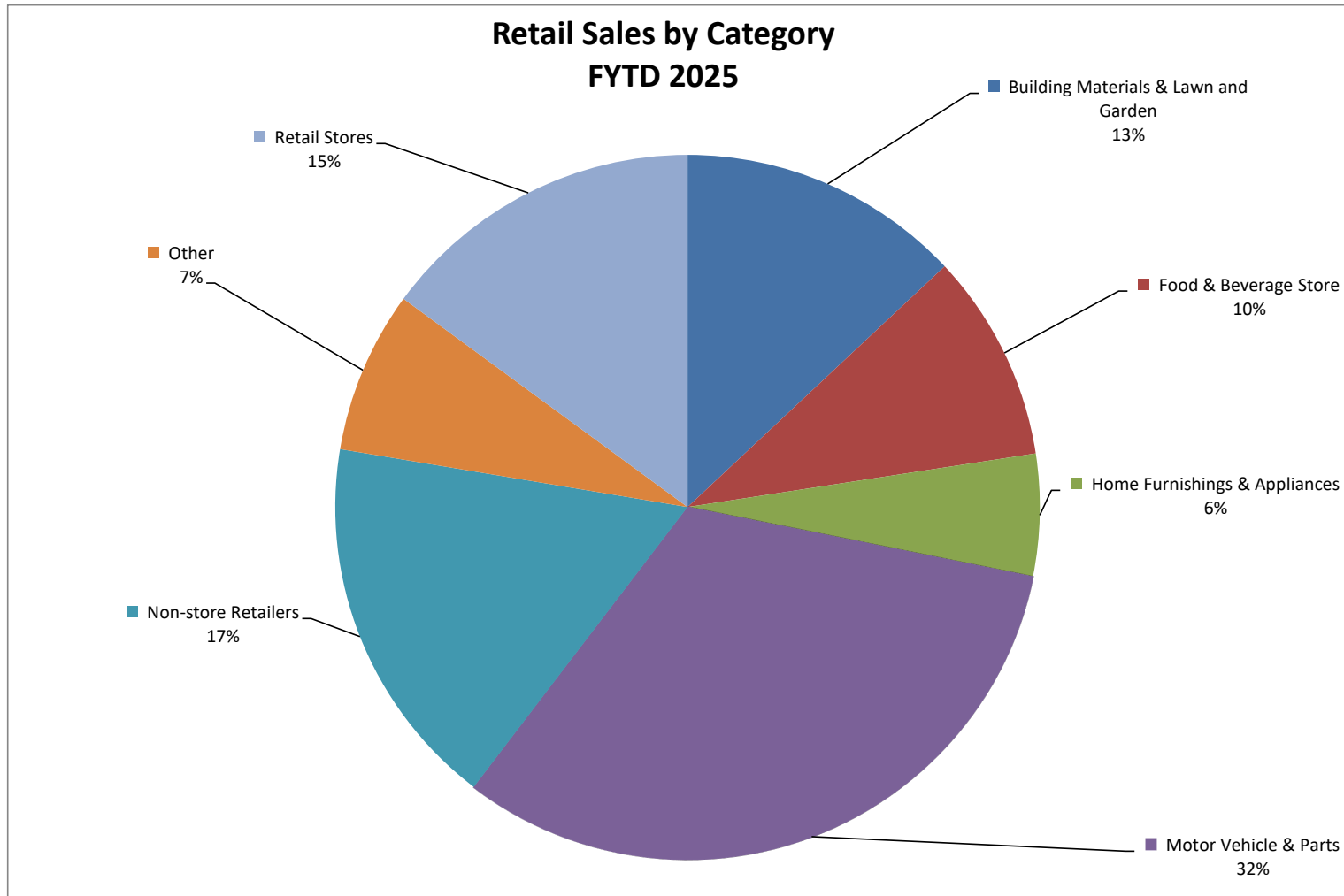
| Month | FY 2025 | FY 2024 | % Increase/Decrease over Prior Year |
|-------|--------------|--------------|-------------------------------------|
| March | \$ 1,770,939 | \$ 1,806,154 | -1.9% |

Fiscal YTD vs. Prior Fiscal YTD

| 2025 FYTD | 2024 FYTD | % Increase/Decrease over Prior FYTD |
|---------------|---------------|-------------------------------------|
| \$ 14,827,272 | \$ 14,700,149 | 0.8% |

Month vs. Month Prior Year Retail Sales Categories

| Retail Trade Categories | March 2025 | March 2024 | Change % |
|--------------------------------------|--------------|--------------|----------|
| Building Materials & Lawn and Garden | \$ 227,711 | \$ 230,288 | -1.1% |
| Food & Beverage Store | \$ 143,326 | \$ 170,387 | -15.9% |
| Home Furnishings & Appliances | \$ 85,189 | \$ 83,482 | 2.0% |
| Motor Vehicle & Parts | \$ 526,388 | \$ 535,303 | -1.7% |
| Non-Store Retailers | \$ 280,630 | \$ 277,414 | 1.2% |
| Other | \$ 266,758 | \$ 259,728 | 2.7% |
| Retail Stores | \$ 240,936 | \$ 249,552 | -3.5% |
| Total | \$ 1,770,939 | \$ 1,806,154 | -1.9% |



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Accommodations and Restaurant & Bar

Lake Havasu City collects a tax on accommodations (3%) and restaurant & bar sales (1%). The revenues generated support tourism and economic development. The Partnership of Economic Development (PED) receives \$500,000 annually, and the Convention & Visitor's Bureau (Go Lake Havasu) receives \$1.6 million annually.

Month vs. Month Prior Year

| Tax Type | March 2025 | March 2024 | % Increase/Decrease over Prior Year |
|---------------------|--------------|--------------|-------------------------------------|
| 1% Restaurant & Bar | \$ 155,959 | \$ 159,112 | -2.0% |
| 3% Hotel/Motel | \$ 173,500 | \$ 178,201 | -2.6% |
| 2% City Sales Tax | \$ 2,755,372 | \$ 2,884,779 | -4.5% |

Fiscal YTD vs. Prior Fiscal YTD

| Tax Type | 2025 FYTD | 2024 FYTD | % Increase/Decrease over Prior Year |
|----------------------|---------------|---------------|-------------------------------------|
| 1 % Restaurant & Bar | \$ 1,260,435 | \$ 1,281,694 | -1.7% |
| 3% Hotel/Motel | \$ 1,219,778 | \$ 1,259,236 | -3.1% |
| 2% City Sales Tax | \$ 22,929,885 | \$ 22,815,804 | 0.5% |

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