



For more information, contact:

Kim Schmanke

Desk 360-534-1602 | Cell 360-688-6102

Follow us on Twitter: @WASStateDOR

## Second quarter retail sales up 8.6 percent

**OLYMPIA** – Nov. 9, 2016 - Washington state's taxable retail sales reached \$36.8 billion in the second quarter of 2016, an increase of 8.6 percent over the same quarter (April – June) in 2015. Retail trade, which is a subset of all taxable retail sales, rose nearly 5.2 percent to a total of \$15.8 billion.

These figures are part of a quarterly report released today by the Washington State Department of Revenue (Revenue). The Quarterly Business Review compares the same quarter year-over-year to equalize any seasonal effects that would influence consumer and business spending decisions.

### Statewide snapshot of taxable retail sales activity

- Taxable **e-commerce and mail order** sales increased 14.6 percent to \$638 million.\*
- **Drug and health stores'** sales rose 13.6 percent, reaching \$633 million.
- Sales reported by **RV, boat and motorcycle dealers** jumped 10.2 percent, reaching \$491 million.
- **New and used auto dealers'** sales rose 8.5 percent to \$3.24 billion.
- **Department store** retail sales dropped 2 percent, marking \$687 million for the quarter.

### Highest taxable retail sales – top 10 counties

County	Taxable retail sales	Percent change	Retail trade	Percent change
King	\$15.10 billion	11.1	\$5.32 billion	3.8
Pierce	\$3.68 billion	6.2	\$1.89 billion	6.6
Snohomish	\$3.39 billion	7.9	\$1.79 billion	7.0
Spokane	\$2.29 billion	6.5	\$1.14 billion	5.3
Clark	\$1.63 billion	9.3	\$722 million	7.3
Thurston	\$1.24 billion	7.9	\$610 million	4.3
Kitsap	\$1.03 billion	7.3	\$550 million	7.4
Yakima	\$980 million	6.1	\$450 million	5.2
Benton	\$979 million	3.7	\$479 million	3.1

Whatcom	\$967 million	4.8	\$433 million	5.2
---------	---------------	-----	---------------	-----

### Highest taxable retail sales – top 10 cities

City	Taxable retail sales	Percent change	Retail trade	Percent change
Seattle	\$6.13 billion	9.6	\$1.70 billion	3.8
Bellevue	\$1.81 billion	11.0	\$724 million	3.2
Tacoma	\$1.22 billion	6.2	\$602 million	4.5
Spokane	\$1.20 billion	5.3	\$548 million	3.4
Vancouver	\$926 million	7.0	\$415 million	6.7
Redmond	\$814 million	37.6	\$235 million	7.5
Renton	\$723 million	13.4	\$359 million	4.7
Everett	\$698 million	3.8	\$344 million	7.3
Bellingham	\$626 million	5.4	\$326 million	0.9
Lynnwood	\$620 million	11.4	\$395 million	8.4

### Accessing more results by city or county

Check Revenue's Statistics and Reports page for additional detail about taxable retail sales by city, county and industry: [http://dor.wa.gov/Content/AboutUs/StatisticsAndReports/stats\\_qbr2016.aspx](http://dor.wa.gov/Content/AboutUs/StatisticsAndReports/stats_qbr2016.aspx)

### Understanding how businesses are classified

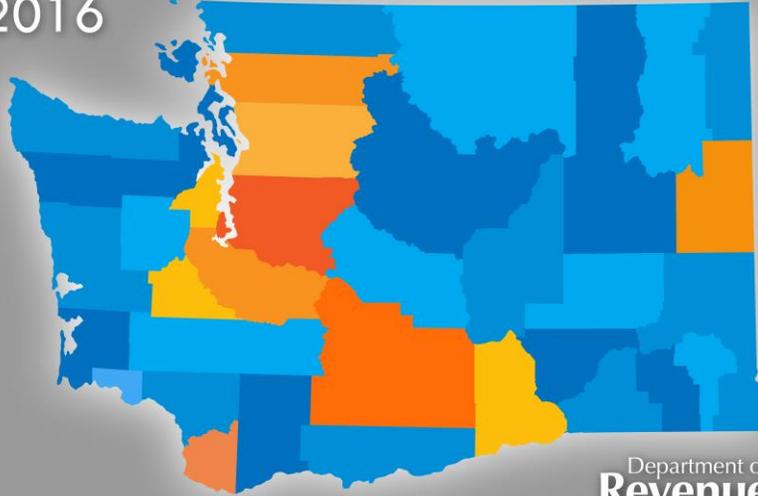
Revenue uses business tax return data to create this quarterly report. Businesses are categorized under the U.S. Census Bureau's classification system based on their primary taxable activity. The North American Industry Classification System – or NAICS – is the same method federal statistical agencies use for the purpose of analyzing economic data.

\*The taxable retail sales reported in the e-commerce and mail order category do not necessarily include online sales made by businesses with a bricks-and-mortar presence. Businesses categorized by this NAICS code identify their primary activity as online or mail order sales.

## Highest taxable retail sales: top 10 counties

Q2: April - June 2016

King	\$15.10 b
Pierce	\$3.68 b
Snohomish	\$3.39 b
Spokane	\$2.29 b
Clark	\$1.63 b
Thurston	\$1.24 b
Kitsap	\$1.03 b
Yakima	\$980 m
Benton	\$979 m
Whatcom	\$967 m



## Statewide snapshot of taxable retail sales

Q2: April - June 2016



RV/BOAT/  
MOTORCYCLES



10.2%

\$491 million

DEPARTMENT  
STORES



2%

\$687 million

DRUG/HEALTH  
STORES



13.6%

\$633 million

E-COMMERCE  
& MAIL ORDER



14.6%

\$638 million



###

#### About Revenue

The Department of Revenue is Washington state's primary tax administration agency, nationally recognized for innovation and service quality. Revenue collected \$22.4 billion in tax revenues in Fiscal Year 2016. These funds support education, social services, health care, corrections, public safety, natural resources conservation and other public services.