

May 19, 2026

FY2026 Q3 Revenue Update

Paul Soldinger, Chief Financial Officer



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3rd Quarter of FY2026 (Jan – Mar 2026) Revenue Update



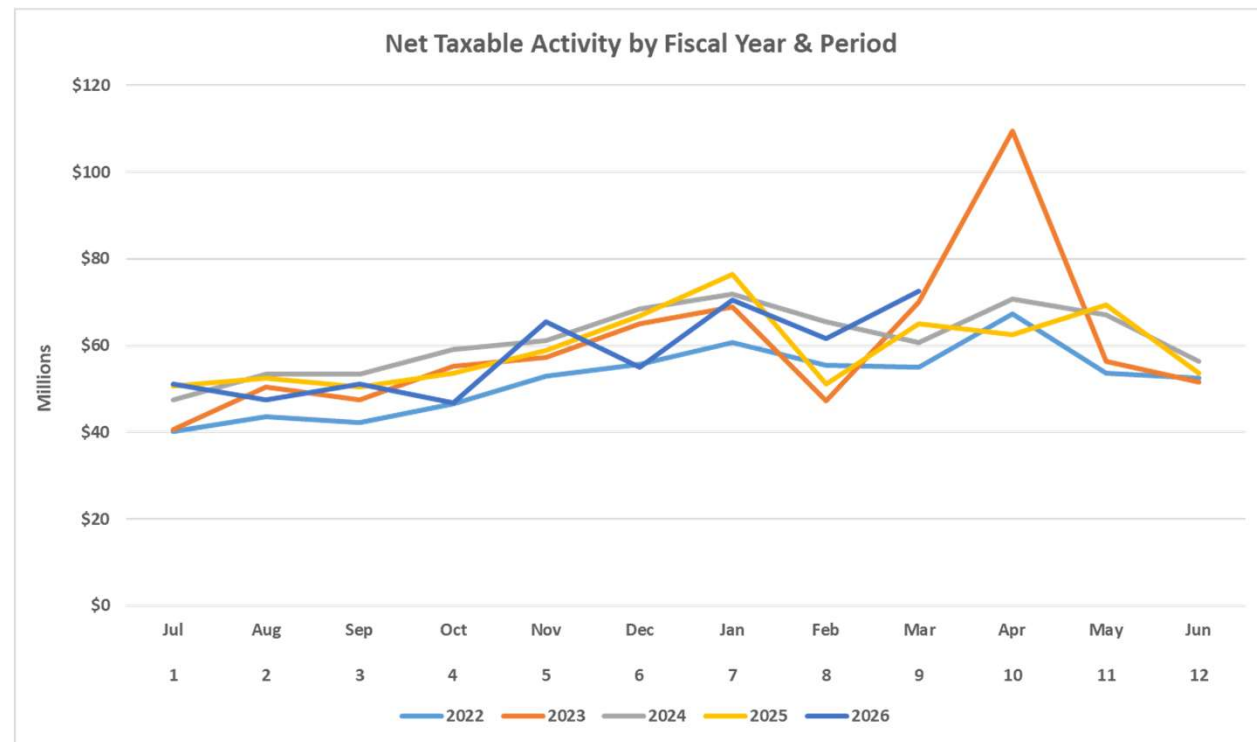
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3rd Quarter Revenue Update

Net Taxable Activity

- Total Net Taxable Activity for Quarter 3 of FY26 was \$204.5M
- Increased by \$11.9M, or 5.8%, from the same period in FY26



3rd Quarter Revenue Update

Total TPT Collections

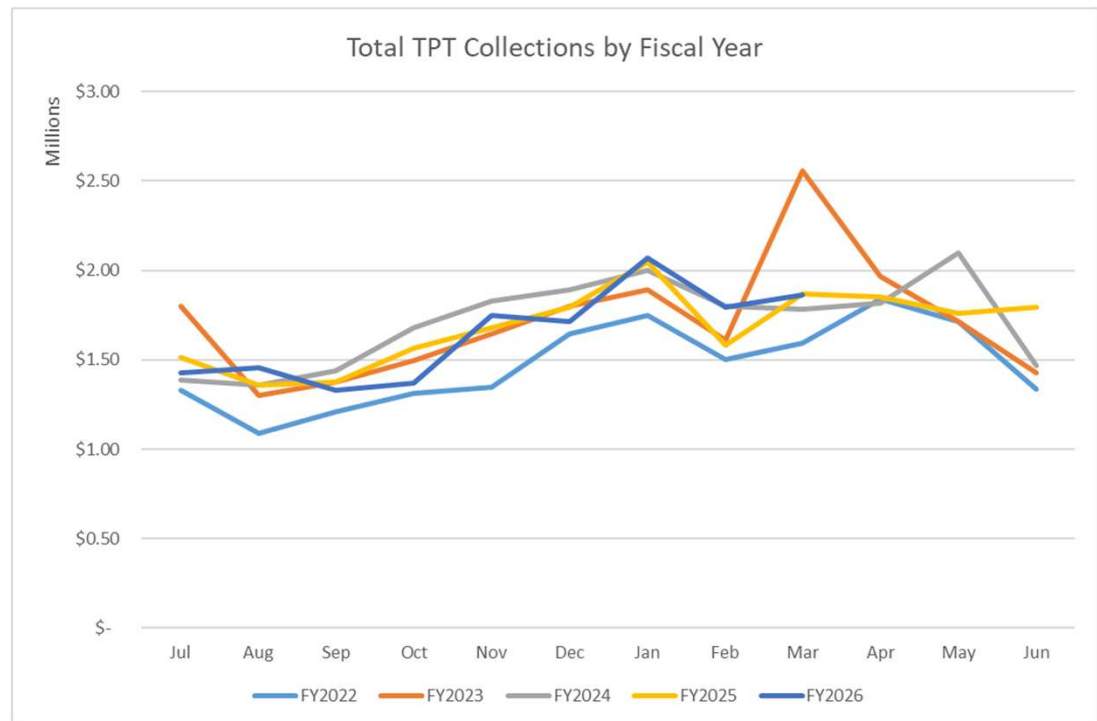
- Includes all TPT reporting categories for all funds



Actual TPT Revenues				Change from
	FY2024	FY2025	FY2026	FY2025
1st quarter	4,188,306	4,250,022	4,209,368	-0.96%
2nd quarter	5,403,449	5,035,683	4,831,425	-4.06%
3rd quarter	5,582,509	5,496,543	5,726,149	4.18%
4th quarter				
Totals:				



FY2026 Projection to Actual			
	Actual TPT	Projection	% of Projection
1st quarter	4,209,368	3,843,441	9.5%
2nd quarter	4,831,425	4,549,742	6.2%
3rd quarter	5,726,149	4,892,878	17.0%
4th quarter		4,727,661	
Totals:		18,013,722	



3rd Quarter Revenue Update

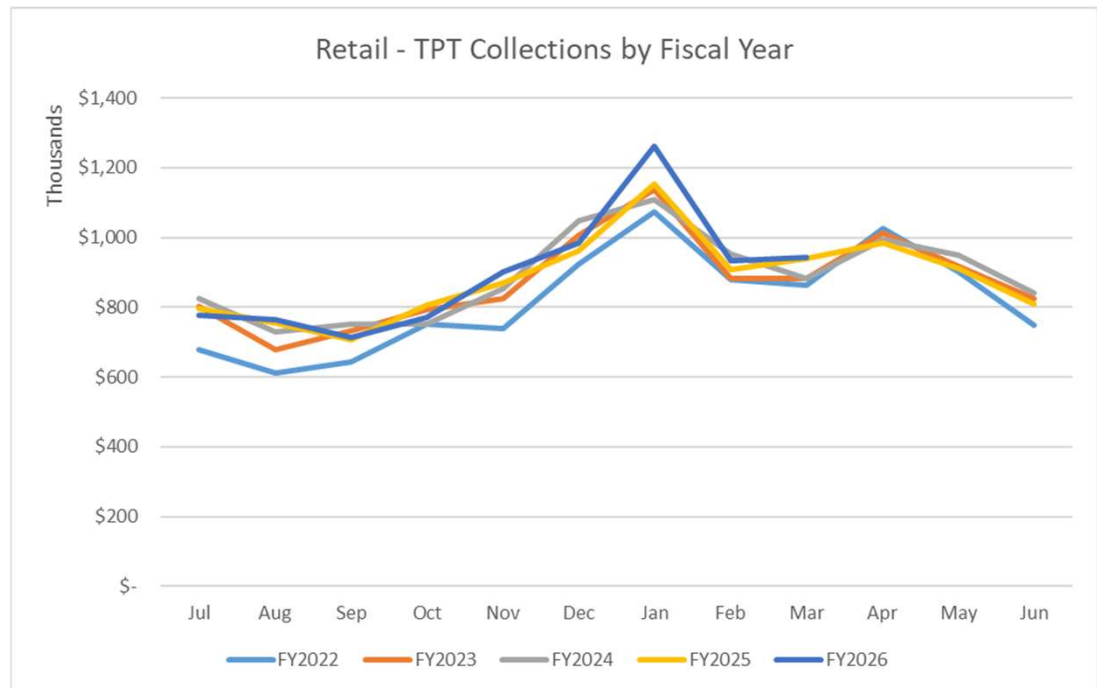
Retail Sales

- Includes Local and Online Retail Sales, Food and Use Tax



Retail Sales				
	FY2024	FY2025	FY2026	Change from FY2025
1st quarter	2,307,337	2,258,775	2,255,637	-0.14%
2nd quarter	2,654,837	2,639,578	2,654,588	0.57%
3rd quarter	2,945,812	3,001,273	3,140,878	4.65%
4th quarter				
Totals:				

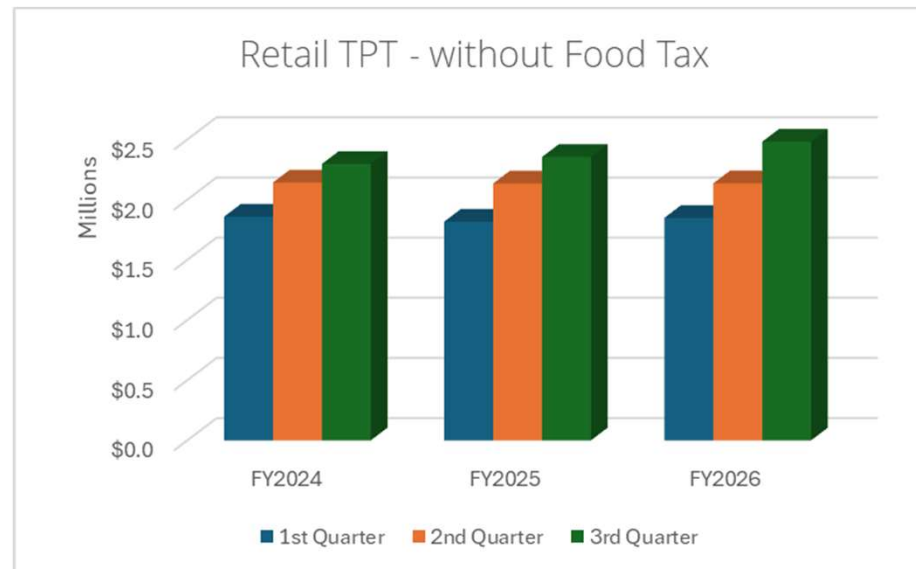
FY2026 Projection to Actual			
	Actual TPT	Projection	% of Projection
1st quarter	2,255,637	2,103,817	7.2%
2nd quarter	2,654,588	2,616,341	1.5%
3rd quarter	3,140,878	2,833,986	10.8%
4th quarter		2,706,216	
Totals:		10,260,360	



3rd Quarter Revenue Update

Retail Sales – without food sales

- Retail sales excluding food tax may better indicate local shopping trends



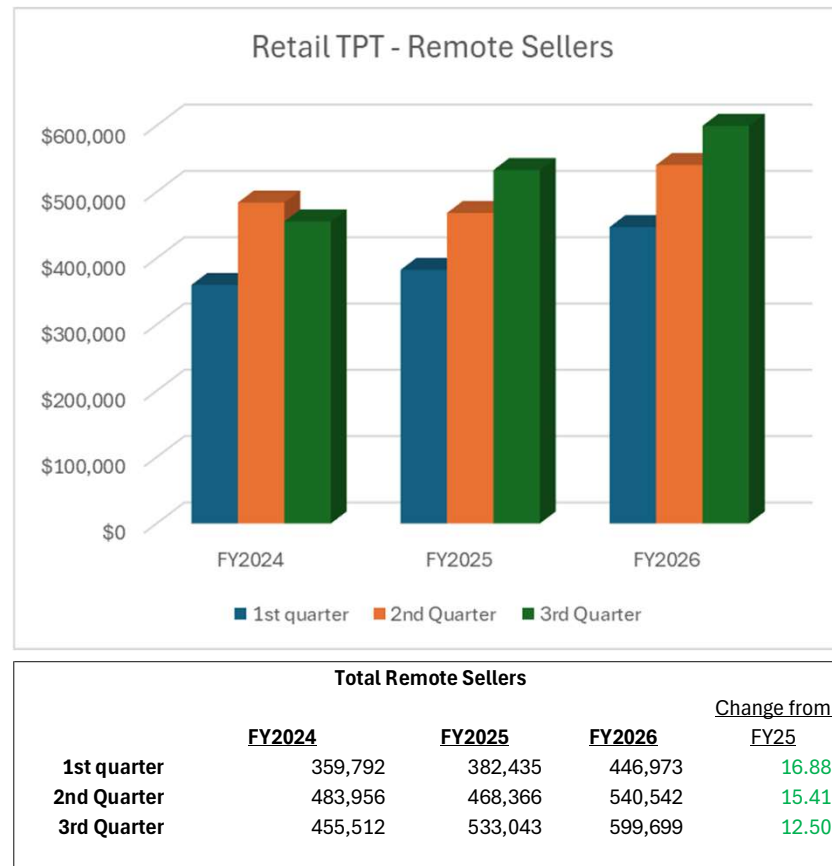
Retail sales - without food sales				Change from
	FY2024	FY2025	FY2026	FY25
1st Quarter	1,858,340	1,817,463	1,848,555	1.71%
2nd Quarter	2,142,377	2,134,130	2,135,426	0.06%
3rd Quarter	2,296,515	2,354,760	2,481,521	5.38%



3rd Quarter Revenue Update

Retail Sales – Remote Sellers

- Remote sales (within retail sales) may better indicate online shopping trends



3rd Quarter Revenue Update

Construction

- Includes Prime Contracting and Speculative Builders



Construction

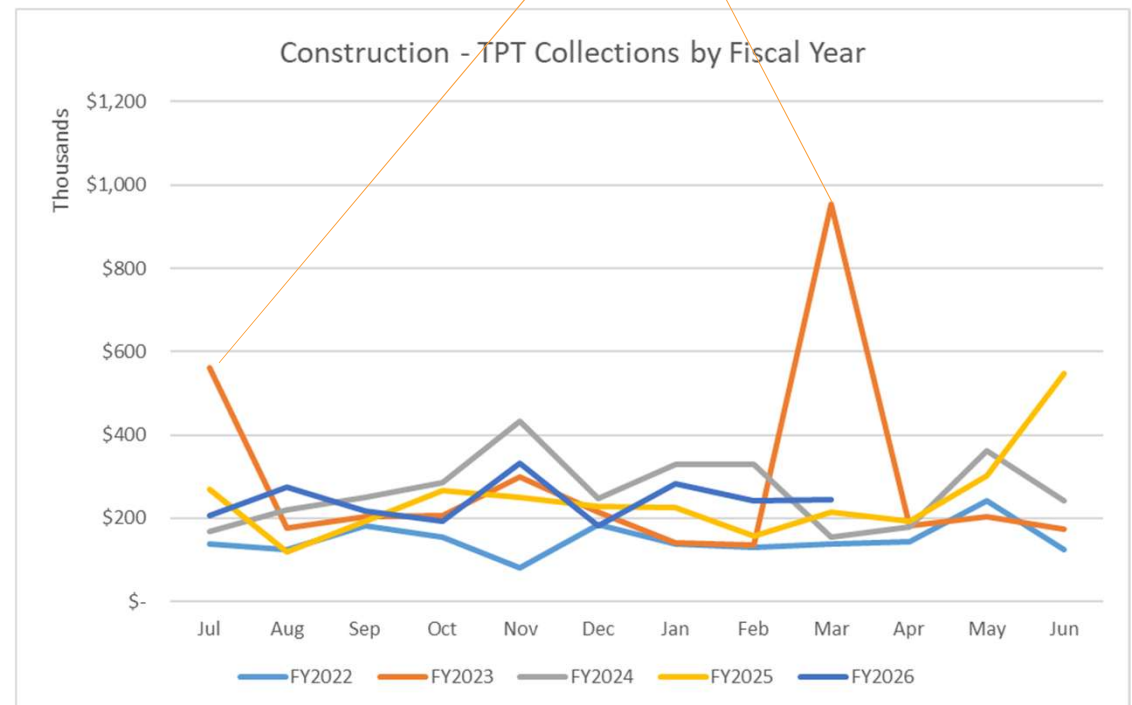
	FY2024	FY2025	FY2026	Change from FY2025
1st quarter	637,858	582,874	696,692	19.53%
2nd quarter	966,106	745,598	704,959	-5.45%
3rd quarter	811,500	597,941	767,747	28.40%
4th quarter				

Totals:

FY2026 Projection to Actual

	Actual TPT	Projection	% of Projection
1st quarter	696,692	577,499	20.6%
2nd quarter	704,959	588,569	19.8%
3rd quarter	767,747	599,639	28.0%
4th quarter		610,707	
Totals:		2,376,414	

Large Taxable Event & Audit Collection in FY23



3rd Quarter Revenue Update

Utilities & Communications

- Includes Water, Sewer, Electricity, Cable, Natural Gas, and Internet Services



Utilities & Communications

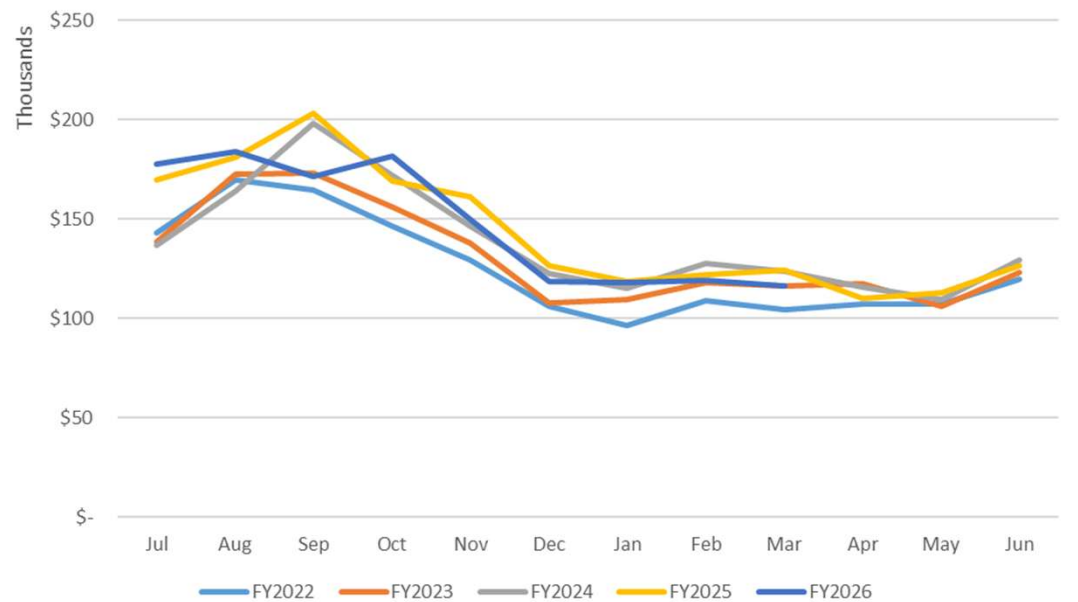
	<u>FY2024</u>	<u>FY2025</u>	<u>FY2026</u>	<u>Change from FY2025</u>
1st quarter	499,547	553,976	533,086	-3.77%
2nd quarter	440,338	456,112	450,222	-1.29%
3rd quarter	366,577	364,324	352,903	-3.13%
4th quarter				

Totals:

FY2026 Projection to Actual

	<u>Actual TPT</u>	<u>Projection</u>	<u>% of Projection</u>
1st quarter	533,086	490,504	8.7%
2nd quarter	450,222	444,726	1.2%
3rd quarter	352,903	378,111	-6.7%
4th quarter		381,906	
Totals:		1,695,247	

Utilities - TPT Collections by Fiscal Year



3rd Quarter Revenue Update

Real Estate

- Includes Commercial Rentals (*no longer includes long-term residential*)



February 2025 - First month without long-term residential rental tax

Real Estate

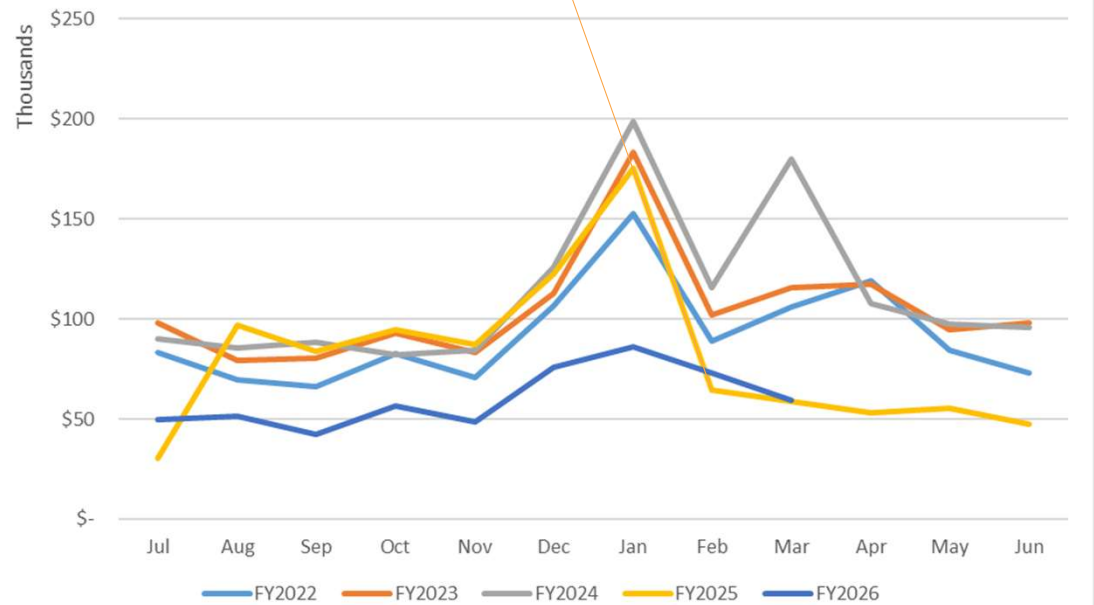
	FY2024	FY2025	FY2026	Change from FY2025
1st quarter	263,394	210,949	143,223	-32.11%
2nd quarter	292,549	304,767	180,773	-40.68%
3rd quarter	494,045	299,016	218,692	-26.86%
4th quarter				

Totals:

FY2026 Projection to Actual

	Actual TPT	Projection	% of Projection
1st quarter	143,223	117,747	21.6%
2nd quarter	180,773	157,363	14.9%
3rd quarter	218,692	242,244	-9.7%
4th quarter		164,090	
Totals:		681,444	

Real Estate - TPT Collections by Fiscal Year



3rd Quarter Revenue Update

Restaurants and Bars

- Includes Local Restaurants and Bars



Restaurants & Bars

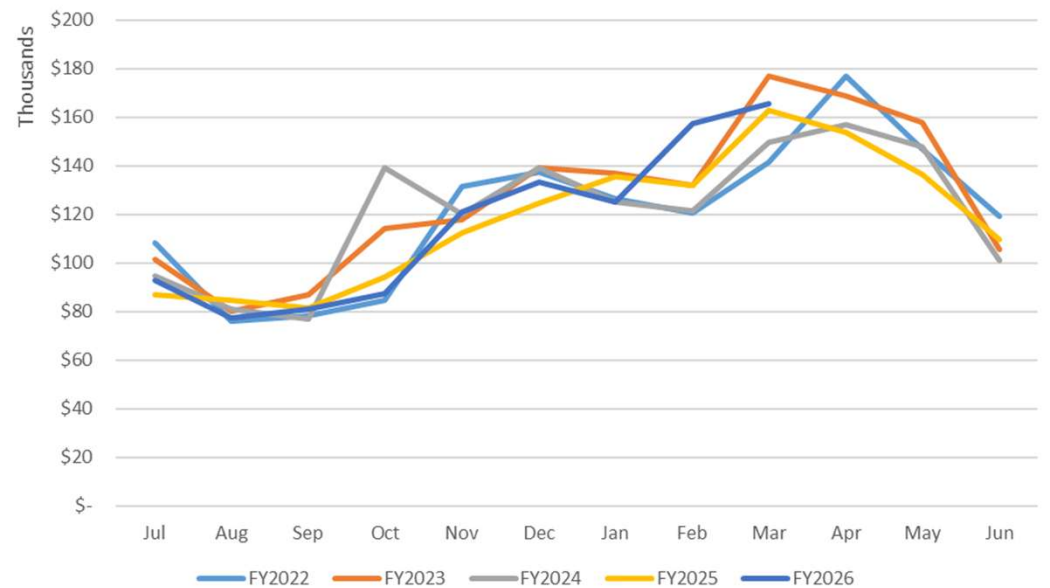
	<u>FY2024</u>	<u>FY2025</u>	<u>FY2026</u>	<u>Change from FY2025</u>
1st quarter	252,574	252,750	251,363	-0.55%
2nd quarter	398,130	330,995	341,597	3.20%
3rd quarter	396,098	430,328	448,269	4.17%
4th quarter				

Totals:

FY2026 Projection to Actual

	<u>Actual TPT</u>	<u>Projection</u>	<u>% of Projection</u>
1st quarter	251,363	273,533	-8.1%
2nd quarter	341,597	311,787	9.6%
3rd quarter	448,269	355,815	26.0%
4th quarter		368,082	
Totals:		1,309,217	

Restaurants/Bars - TPT Collections by Fiscal Year



3rd Quarter Revenue Update

Services

- Includes Hotels, Golf, Tours, and Short-Term Residential Rentals



Services

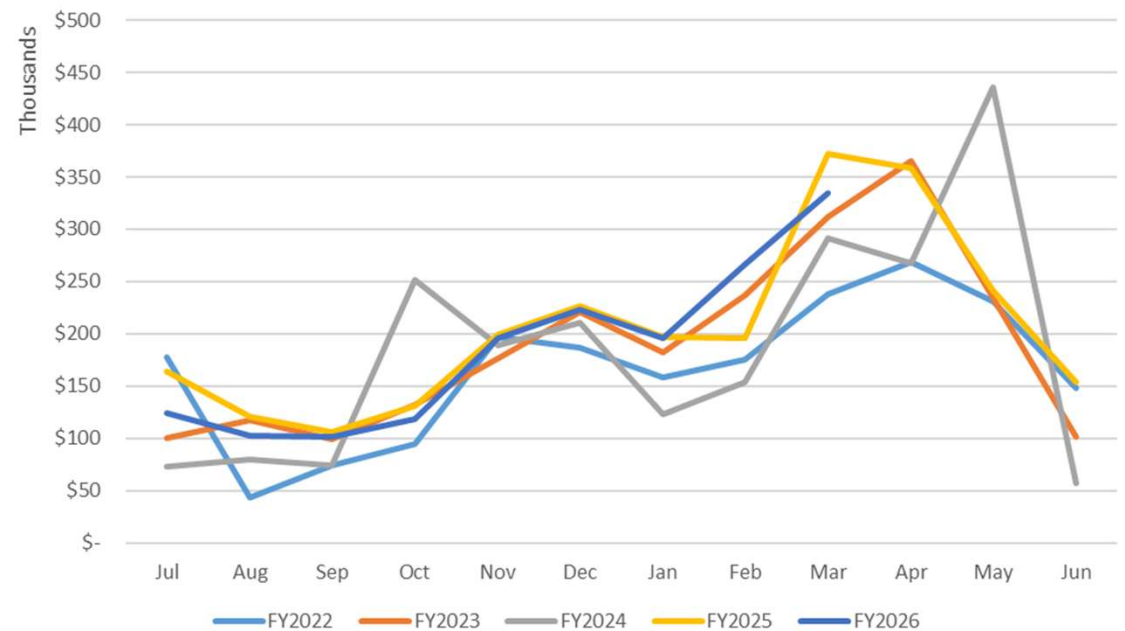
	FY2024	FY2025	FY2026	Change from FY2025
1st quarter	227,440	390,269	328,474	-15.83%
2nd quarter	650,848	557,727	536,694	-3.77%
3rd quarter	568,398	765,103	796,424	4.09%
4th quarter				

Totals:

FY2026 Projection to Actual

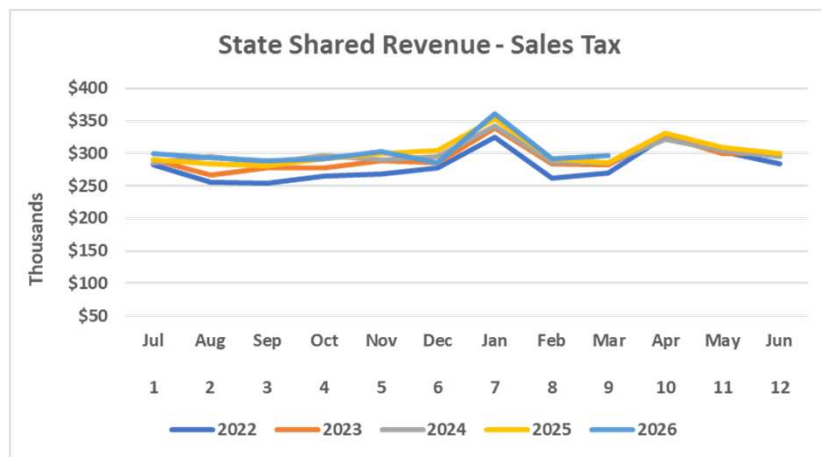
	Actual TPT	Projection	% of Projection
1st quarter	328,474	280,341	17.2%
2nd quarter	536,694	430,956	24.5%
3rd quarter	796,424	483,083	64.9%
4th quarter		496,660	
Totals:		1,691,040	

Services - TPT Collections by Fiscal Year



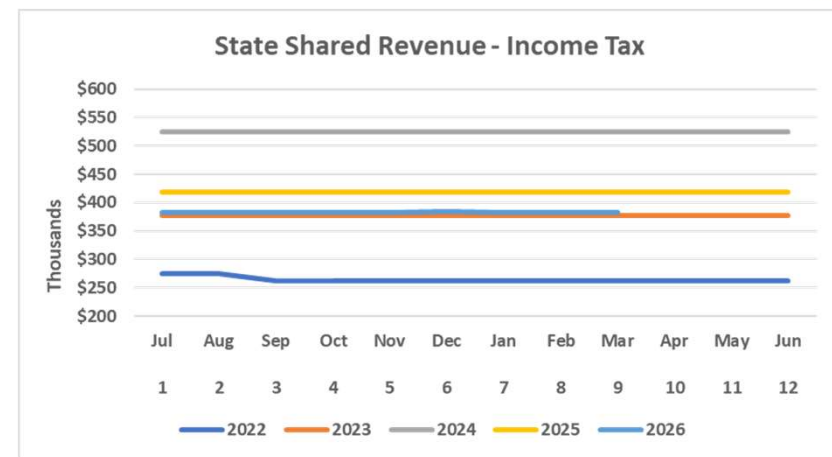
3rd Quarter Revenue Update

State Shared Revenue



General Fund Revenues

- Projected \$931K
- Collected \$950k*



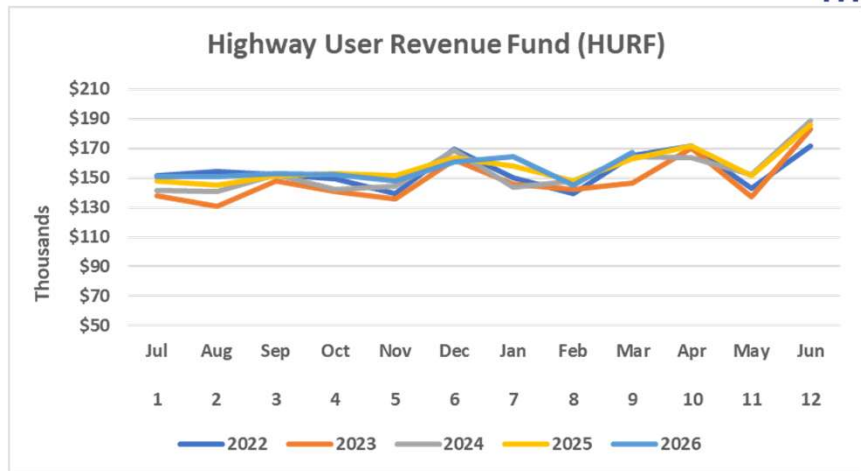
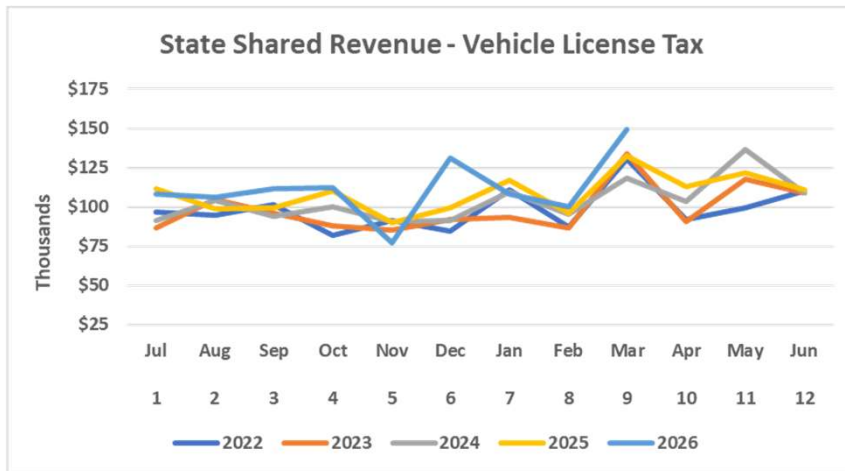
General Fund Revenues

- Projected \$1.17M
- Collected \$1.15M

*San Tan Valley began receiving State shared revenues in December 2025, reducing Fountain Hills' shares of TPT & HURF revenues

3rd Quarter Revenue Update

State Shared Revenue



Streets Fund Revenues

- Projected \$341K
- Collected \$358K

Streets Fund Revenues

- Projected \$465K
- Collected \$477K*

*San Tan Valley began receiving State shared revenues in December 2025, reducing Fountain Hills' shares of TPT & HURF revenues

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Questions?



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