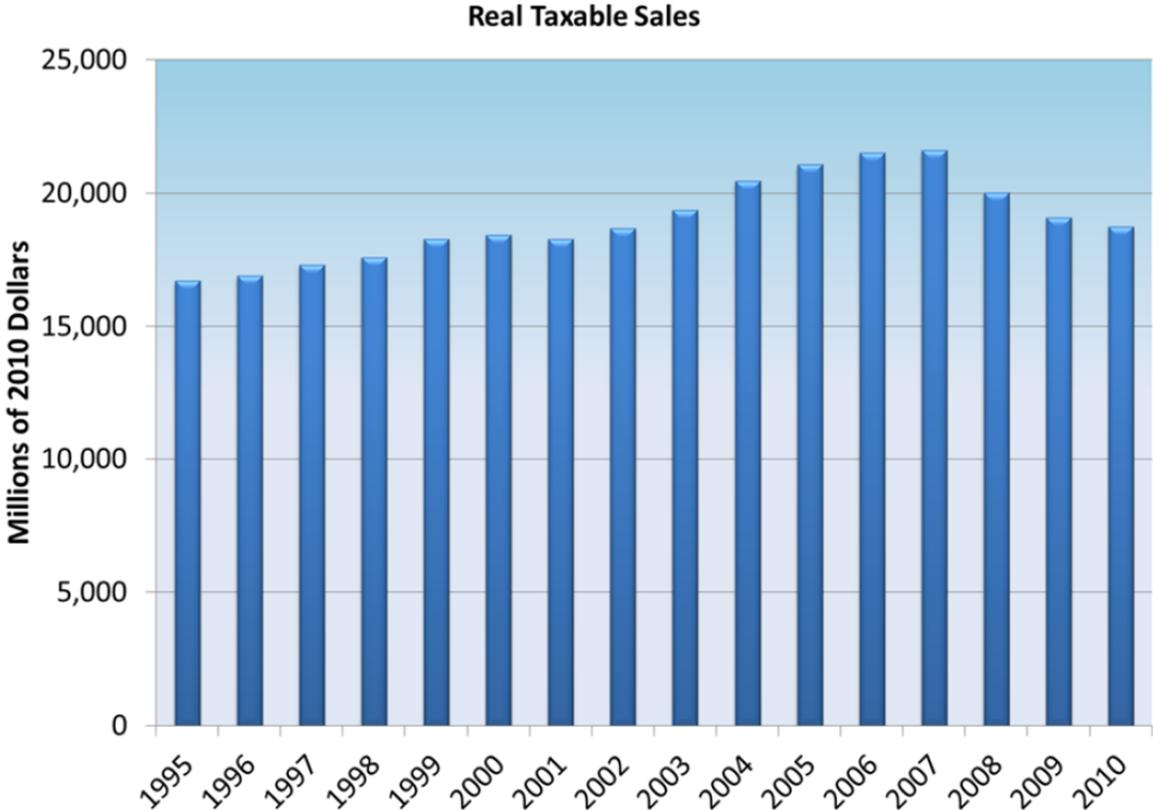


Figure 2.23 Inflation Adjusted Taxable Sales in Hampton Roads



Source: Virginia Department of Taxation. HRPDC.

Why is it important?

Retail trade is Hampton Roads second largest industry. Trends in taxable sales exhibit the interaction between consumer expenditures and the retail trade industry. Strong retail sales imply that consumer confidence is high and that there is a healthy market for retail trade.

How are we doing?

Taxable sales declined for three years in a row as a result of the size and duration of the most recent recession. This will reduce state and local revenues placing increased pressure on the budget

