

# TEXAS ★ BARTAB

TOP FOUR MSAs, APRIL 2023 DATA

TOP FOUR TEXAS MSAs | APRIL 2023  
CONTENTS

- I. Dallas – Fort Worth
- II. Houston – Sugar Land – The Woodlands
- III. San Antonio – New Braunfels
- IV. Austin – Round Rock – San Marcos

# DFW MSA

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TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

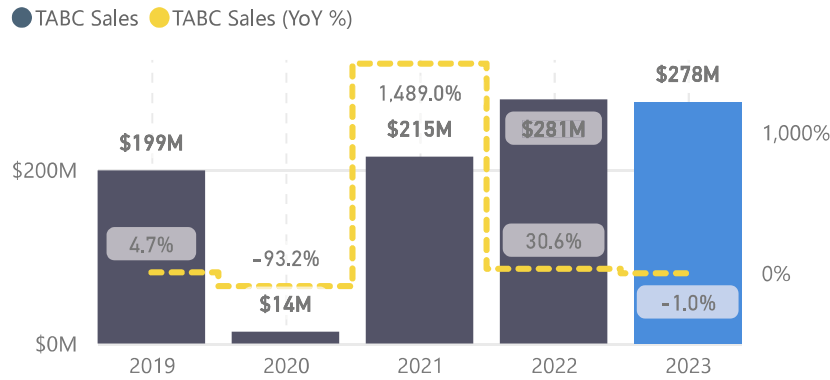
Comparison – Adjacent Cities

Comparison – Region + Top Cities

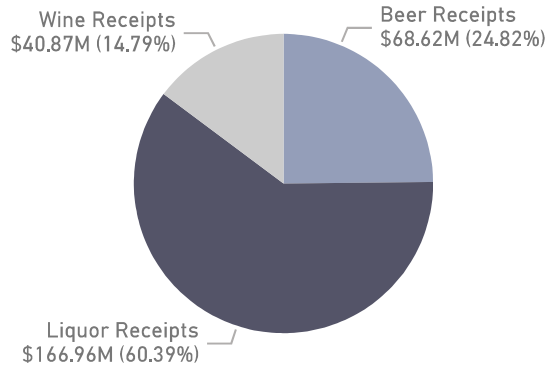
Comparison – State



YoY Apr 2023 Comparison



Apr 2023 Category %



Apr 2023 Receipts

**\$166,956,186**  
Liquor Sales

**\$40,874,640**  
Wine Sales

**\$68,621,875**  
Beer Sales

**\$278.2M** Total Receipts

**-1.0%** Month YoY %

MSA ▼

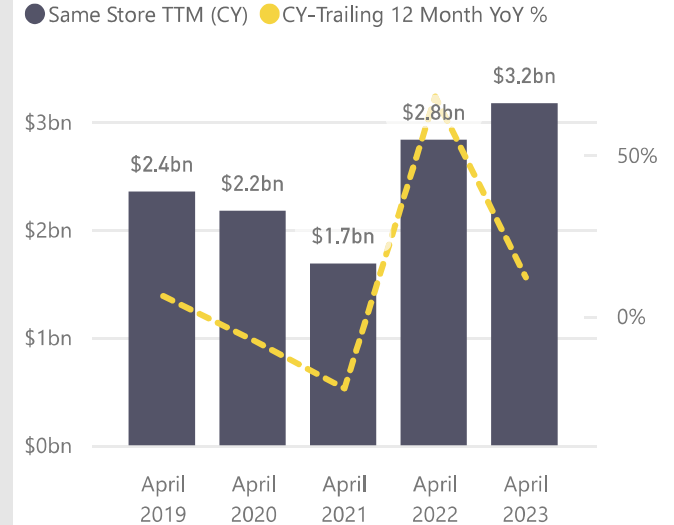
**Dallas-Fort Worth** ▼

Dallas-Fort Worth

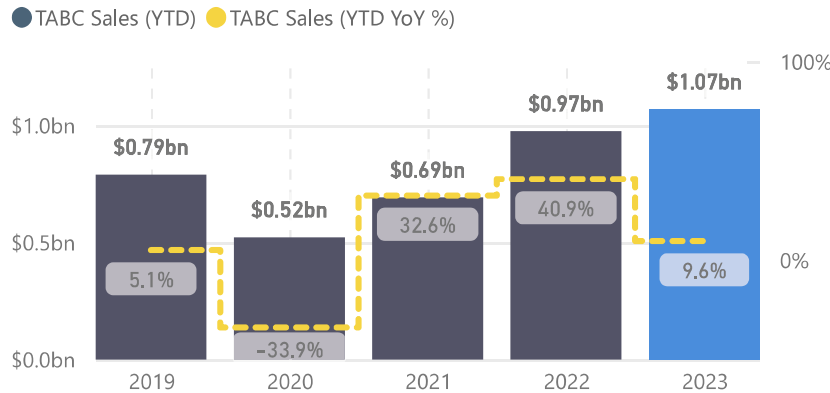
**4,139** Locations Reporting > \$0

**\$766,524** TTM Per Location

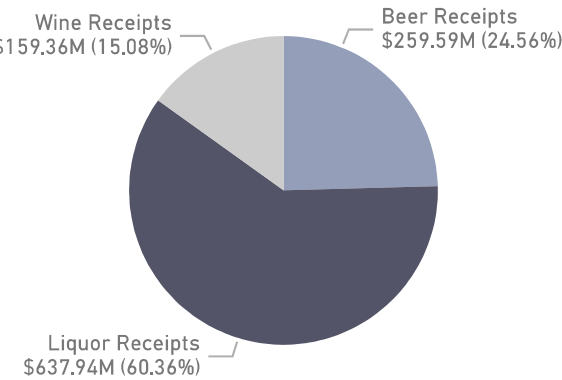
TTM YoY Comparison Apr 2023



YTD Apr 2023 Comparison



YTD Apr 2023 - Category %



YTD Apr 2023 Receipts

**\$637,941,000**  
Liquor Sales

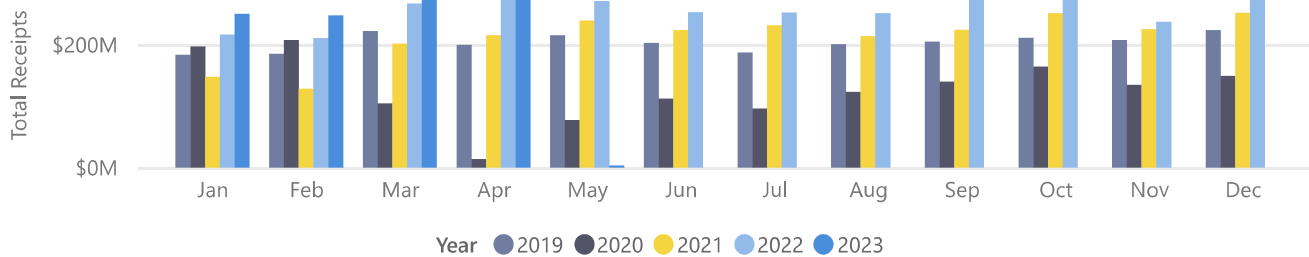
**\$159,360,757**  
Wine Sales

**\$259,589,896**  
Beer Sales

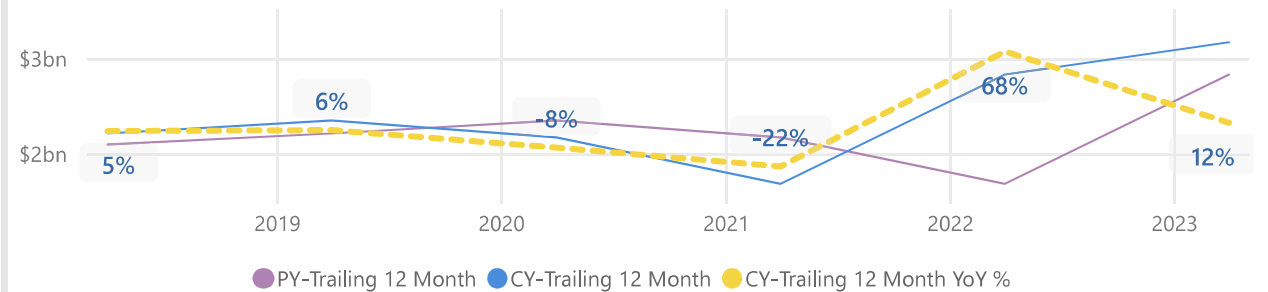
**\$1.1bn** Total Receipts

**9.6%** YTD YoY %

YTD MoM + YoY Comparison Apr 2023



TTM YoY % Comparison Apr 2023

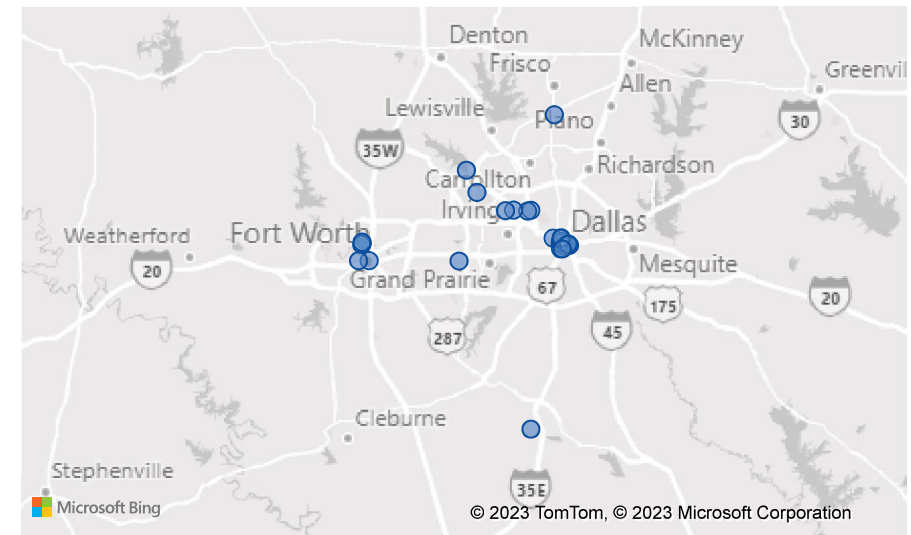


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
<b>Dallas</b>	<b>\$12,538,391</b>	<b>4.8%</b>	<b>\$45,054,419</b>	<b>11.2%</b>	<b>\$119,886,603</b>	<b>12%</b>
LEVY RESTAURANTS (DALLAS - 75219 - 7)	\$1,481,788	-23.3%	\$6,472,995	4.5%	\$14,742,000	31%
OMNI DALLAS CONVENTION CENTER (DALLA...	\$1,077,690	14.0%	\$4,998,666	38.6%	\$11,028,639	36%
DFB CAPITAL LLC (DALLAS - 75201 - 2)	\$917,243	-12.0%	\$3,220,636	5.3%	\$9,361,549	-4%
SALC, INC. (DALLAS - 75207 - 16)	\$858,687	-19.3%	\$3,276,194	8.3%	\$10,880,489	54%
HAPPIEST HOUR, LLC (DALLAS - 75201 - 1)	\$852,206	-15.9%	\$2,940,210	-5.8%	\$9,259,632	-9%
BABY DOLLS (DALLAS - 75220 - 1)	\$754,850		\$1,119,793		\$1,119,793	
TRUE KITCHEN & KOCKTAILS / FLAIR COCKTA...	\$750,570	22.7%	\$2,385,276	10.6%	\$7,266,496	4%
GREEN LIGHT SOCIAL (DALLAS - 75204 - 1)	\$725,476	2.7%	\$2,375,143	-1.0%	\$7,002,463	
MONARCH (DALLAS - 75202 - 2)	\$702,017		\$2,960,871		\$2,960,871	
ALLAN WEISS ENTERPRISES (DALLAS - 75226 ...	\$679,800	45.5%	\$712,126	41.8%	\$970,841	-5%
HOSPITALITY INTERNATIONAL INC (DALLAS - ...	\$650,985	-14.5%	\$2,219,846	-3.4%	\$6,717,033	-3%
VIDORRA (DALLAS - 75226 - 1)	\$640,921	-9.8%	\$2,348,469	-2.7%	\$6,929,543	-6%
NICK & SAM'S STEAK & FISH HOUSE (DALLA...	\$621,788	-21.3%	\$2,731,936	-10.0%	\$8,803,464	-2%
COWBOY'S RED RIVER (DALLAS - 75220 - 1)	\$619,914	-11.8%	\$2,398,916	-6.2%	\$7,037,610	1%
BOTTLED BLONDE- THE BACK YARD (DALLAS ...	\$608,593	5.4%	\$2,598,630	-29.7%	\$8,777,208	-32%
ROUNDUP SALOON (DALLAS - 75219 - 4)	\$595,863	-6.7%	\$2,294,712	-6.0%	\$7,028,972	-4%
<b>Arlington</b>	<b>\$6,965,918</b>	<b>6.1%</b>	<b>\$17,304,014</b>	<b>-0.9%</b>	<b>\$73,936,726</b>	<b>22%</b>
TEXAS RANGER BALLPARK (ARLINGTON - 760...	\$3,171,757	9.9%	\$5,781,678	65.8%	\$22,659,007	66%
AT&T STADIUM (ARLINGTON - 76011 - 1)	\$2,028,336	-3.4%	\$6,814,021	-25.5%	\$33,904,632	19%
BACKYARD C/O TEXAS LIVE! (ARLINGTON - 7...	\$1,765,825	11.6%	\$4,708,315	-2.4%	\$17,373,087	-7%
<b>Fort Worth</b>	<b>\$4,115,475</b>	<b>-7.4%</b>	<b>\$17,588,397</b>	<b>7.9%</b>	<b>\$48,578,796</b>	<b>20%</b>
BILLY BOB'S TEXAS (FORT WORTH - 76164 - 1)	\$883,791	-27.3%	\$4,065,603	9.8%	\$10,130,695	1%
JOE T GARCIA'S MEXICAN DISHES (FORT WO...	\$749,291	6.8%	\$2,523,426	19.0%	\$7,165,313	3%
HOTEL DROVER (FORT WORTH - 76164 - 15)	\$651,302	5.4%	\$2,295,295	5.1%	\$7,504,399	26%
EL CHINGON (FORT WORTH - 76107 - 1)	\$617,875	-5.8%	\$2,135,019	-4.5%	\$6,877,598	4%
OMNI FT WORTH HOTEL (FORT WORTH - 761...	\$607,662	65.4%	\$2,322,513	52.6%	\$6,415,484	44%
DICKIES ARENA (FORT WORTH - 76107 - 1)	\$605,554	-31.7%	\$4,246,541	-6.4%	\$10,485,307	64%
<b>Grapevine</b>	<b>\$2,447,687</b>	<b>5.1%</b>	<b>\$10,268,735</b>	<b>44.2%</b>	<b>\$27,330,158</b>	<b>43%</b>
GAYLORD TEXAN (GRAPEVINE - 76051 - 1)	\$2,447,687	5.1%	\$10,268,735	44.2%	\$27,330,158	43%
<b>Irving</b>	<b>\$1,388,000</b>	<b>168.3%</b>	<b>\$3,170,023</b>	<b>240.7%</b>	<b>\$10,180,498</b>	<b>108%</b>
TOYOTA MUSIC FACTORY (IRVING - 75039 - 20)	\$774,273	49.7%	\$1,425,270	53.2%	\$7,465,060	53%
DLC HOTEL CONCESSIONS LLC (IRVING - 750...	\$613,727		\$1,744,753		\$2,715,438	
<b>Plano</b>	<b>\$725,402</b>	<b>-11.9%</b>	<b>\$2,721,474</b>	<b>1.4%</b>	<b>\$8,456,766</b>	<b>-2%</b>
LEGACY HALL (PLANO - 75024 - 1)	\$725,402	-11.9%	\$2,721,474	1.4%	\$8,456,766	-2%
<b>Total</b>	<b>\$28,895,459</b>	<b>6.0%</b>	<b>\$96,826,795</b>	<b>13.1%</b>	<b>\$289,886,724</b>	<b>20%</b>

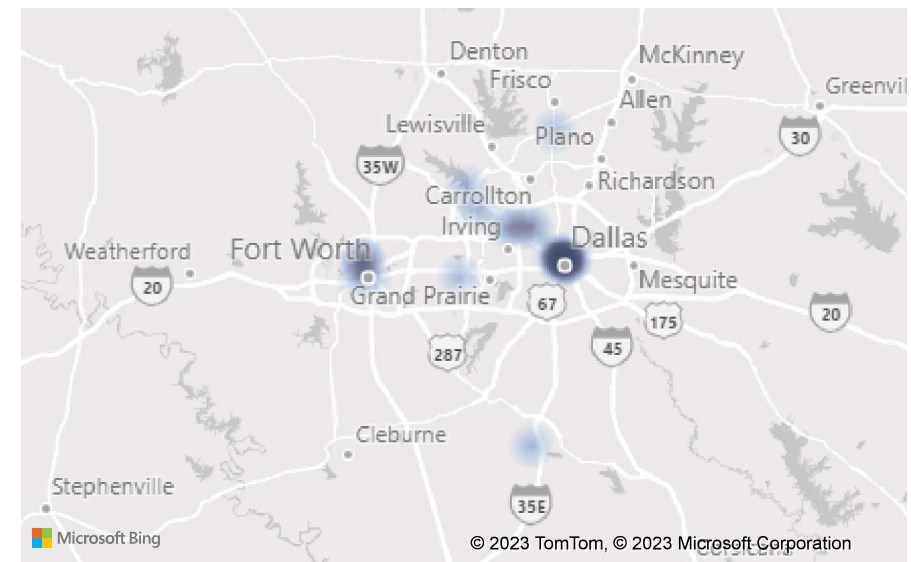
MSA

Dallas-Fort Worth

Location Map



Heat Map



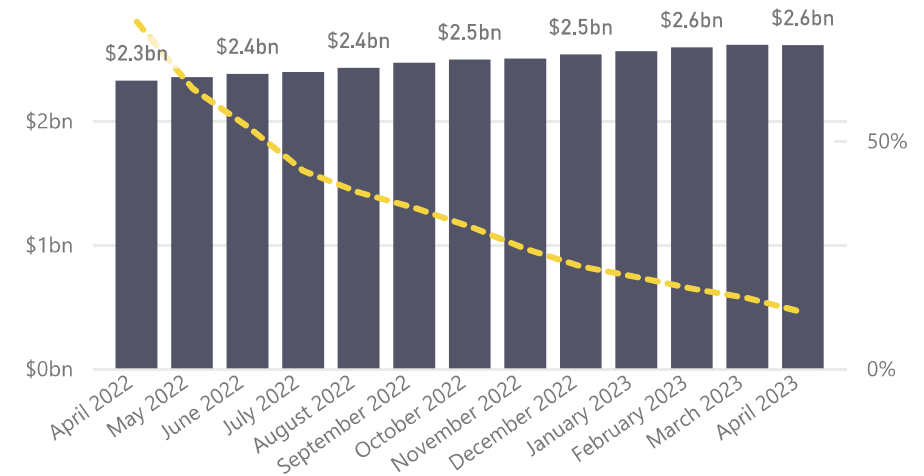
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>Dallas-Fort Worth</b>	<b>\$227,328,688</b>	<b>-1.7%</b>	<b>\$873,819,358</b>	<b>35.2%</b>	<b>\$2,606,351,716</b>	<b>\$2,321,419,380</b>	<b>12%</b>
Dallas	\$102,843,615	-3.7%	\$400,387,429	25.1%	\$1,183,698,067	\$1,058,158,643	12%
Fort Worth	\$35,814,363	0.1%	\$140,796,985	29.5%	\$405,541,991	\$359,090,444	13%
Arlington	\$15,758,914	-0.6%	\$52,443,932	6.3%	\$179,594,962	\$166,669,602	8%
Plano	\$14,907,021	-4.3%	\$58,680,775	14.7%	\$177,149,091	\$165,941,228	7%
Grapevine	\$11,788,853	6.5%	\$46,338,284	25.0%	\$134,277,854	\$114,180,878	18%
Frisco	\$9,096,549	3.2%	\$35,723,122	172.5%	\$105,141,556	\$90,261,996	16%
Irving	\$8,522,314	1.1%	\$29,773,783	24.8%	\$93,166,481	\$79,170,367	18%
The Colony	\$4,428,929	3.9%	\$17,308,492	75.0%	\$51,478,748	\$45,234,744	14%
Mckinney	\$4,130,668	-4.4%	\$15,800,278	97.4%	\$47,032,482	\$41,499,211	13%
Richardson	\$4,091,777	3.3%	\$15,678,041	33.1%	\$45,909,630	\$40,446,468	14%
Denton	\$3,815,494	-6.4%	\$14,768,455	59.6%	\$44,449,470	\$40,189,921	11%
Southlake	\$3,127,695	1.8%	\$12,197,711	60.1%	\$36,547,579	\$29,644,413	23%
Lewisville	\$3,052,159	2.3%	\$11,850,717	45.4%	\$34,692,501	\$30,634,290	13%
Grand Prairie	\$3,047,231	2.0%	\$10,599,968	13.7%	\$33,248,469	\$26,108,852	27%
Addison	\$2,903,106	-7.1%	\$11,471,386	9.3%	\$34,422,835	\$34,188,323	1%
<b>Total</b>	<b>\$227,328,688</b>	<b>-1.7%</b>	<b>\$873,819,358</b>	<b>35.2%</b>	<b>\$2,606,351,716</b>	<b>\$2,321,419,380</b>	<b>12%</b>

MSA

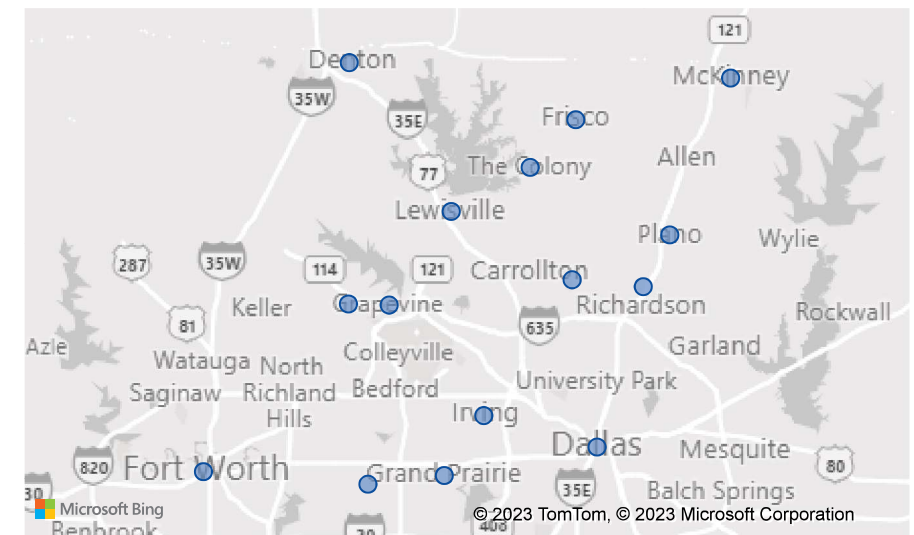
Dallas-Fort Worth

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



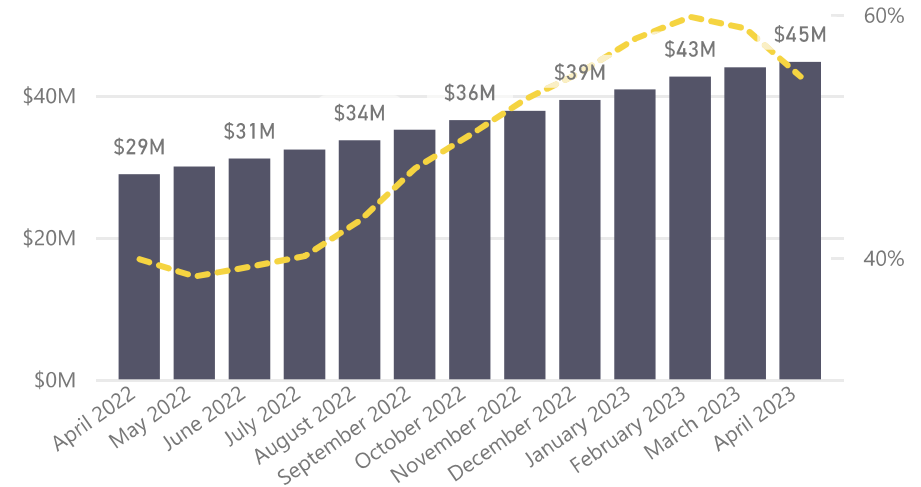
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>Dallas-Fort Worth</b>	<b>\$4,175,898</b>	<b>22.7%</b>	<b>\$16,378,188</b>	<b>34.9%</b>	<b>\$44,694,086</b>	<b>\$28,851,856</b>	<b>55%</b>
Forest Hill	\$14,659	127.3%	\$66,292	268.0%	\$157,799	\$25,289	524%
Northlake	\$356,310	280.6%	\$1,511,493	335.8%	\$2,951,214	\$1,021,408	189%
Melissa	\$50,148	235.1%	\$177,869	11.8%	\$291,276	\$130,386	123%
Corinth	\$103,296	78.8%	\$336,433	-6.4%	\$1,138,204	\$672,848	69%
Little Elm	\$730,486	54.5%	\$2,524,959	63.2%	\$7,015,039	\$4,180,314	68%
Sachse	\$352,915	-24.5%	\$1,587,414	42.8%	\$4,833,613	\$2,980,234	62%
Princeton	\$40,566	72.6%	\$145,076	14.6%	\$361,282	\$229,615	57%
University Park	\$274,755	18.6%	\$1,438,625	4.7%	\$3,837,511	\$2,508,686	53%
Campbell	\$71,161	19.3%	\$267,478	32.2%	\$783,740	\$536,803	46%
Krum	\$47,151	54.6%	\$293,118	3.9%	\$591,852	\$410,294	44%
Sanger	\$133,271	36.4%	\$478,998	14.4%	\$1,211,027	\$847,408	43%
Forney	\$631,173	2.6%	\$2,516,326	22.9%	\$6,888,194	\$4,840,571	42%
Prosper	\$971,164	10.8%	\$3,594,441	2.0%	\$10,400,600	\$7,375,872	41%
Joshua	\$116,403	49.8%	\$452,685	-8.3%	\$1,193,326	\$852,855	40%
Willow Park	\$282,440	1.2%	\$986,981	16.0%	\$3,039,409	\$2,239,273	36%
<b>Total</b>	<b>\$4,175,898</b>	<b>22.7%</b>	<b>\$16,378,188</b>	<b>34.9%</b>	<b>\$44,694,086</b>	<b>\$28,851,856</b>	<b>55%</b>

MSA

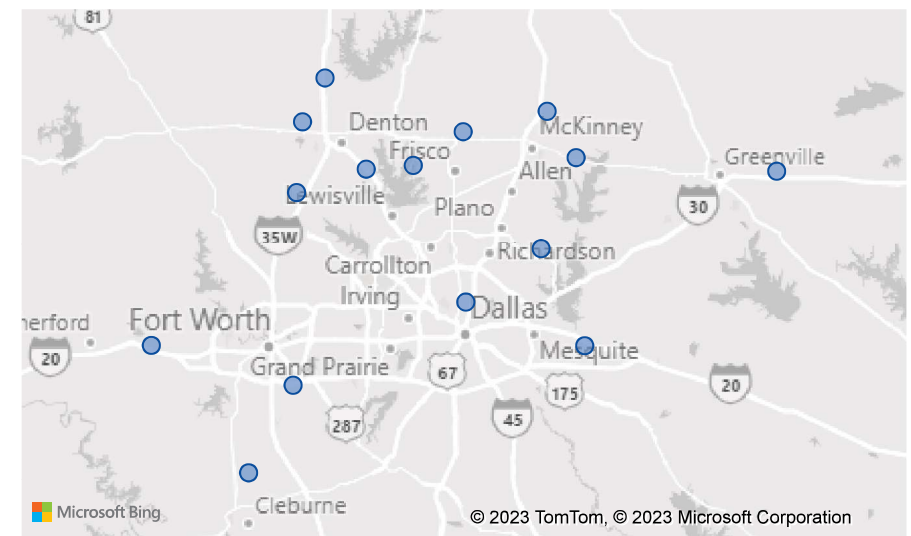
Dallas-Fort Worth

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



**Subject MSA** ▼  
 Dallas-Fort Worth ▼

**City - 1** ▼  
 Dallas-Fort Worth (Region) + Dallas (City) ▼

**City - 2** ▼  
 Dallas-Fort Worth (Region) + Fort Wort... ▼

**City - 3** ▼  
 Dallas-Fort Worth (Region) + Arlington ... ▼

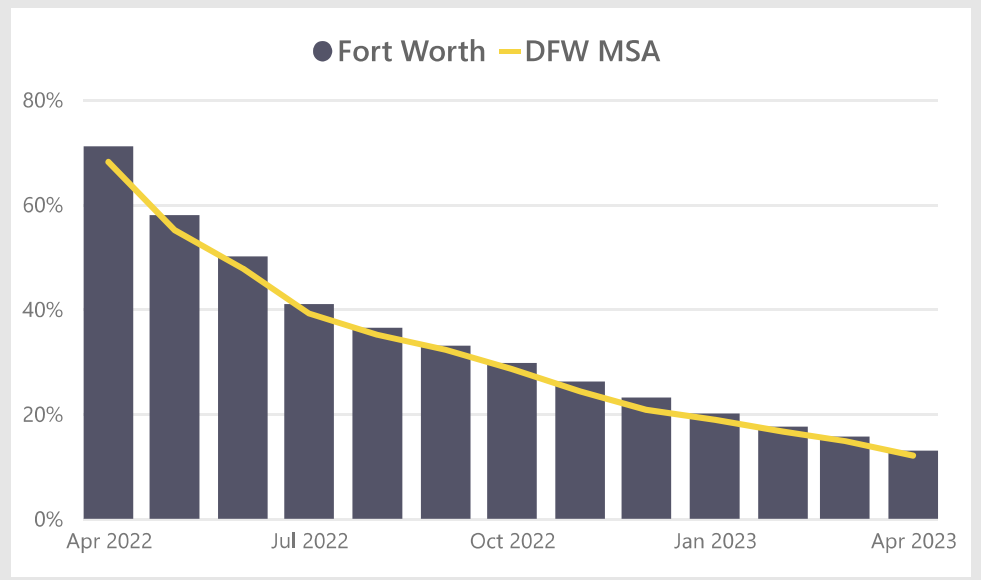
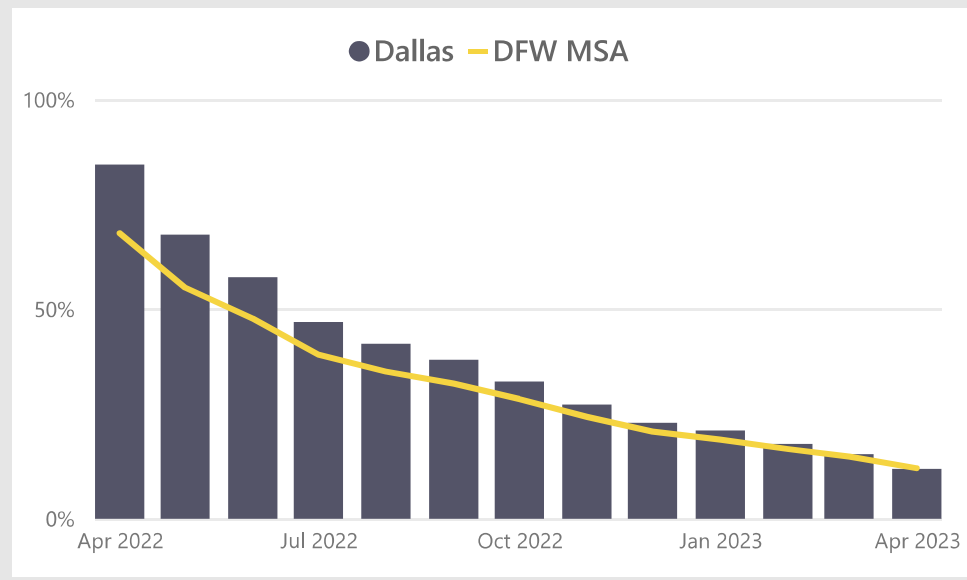
**City - 4** ▼  
 Dallas-Fort Worth (Region) + Plano (City) ▼

**Dallas-Fort Worth**

**\$3,172,642,336**  
CY-Trailing 12 Month

**12.0%**  
CY-Trailing 12 Month YoY %

**\$2,832,054,229**  
PY-Trailing 12 Month



**Dallas**

**\$1,183,698,067**  
CY-Trailing 12 Month

**11.9%**  
CY-Trailing 12 Month YoY %

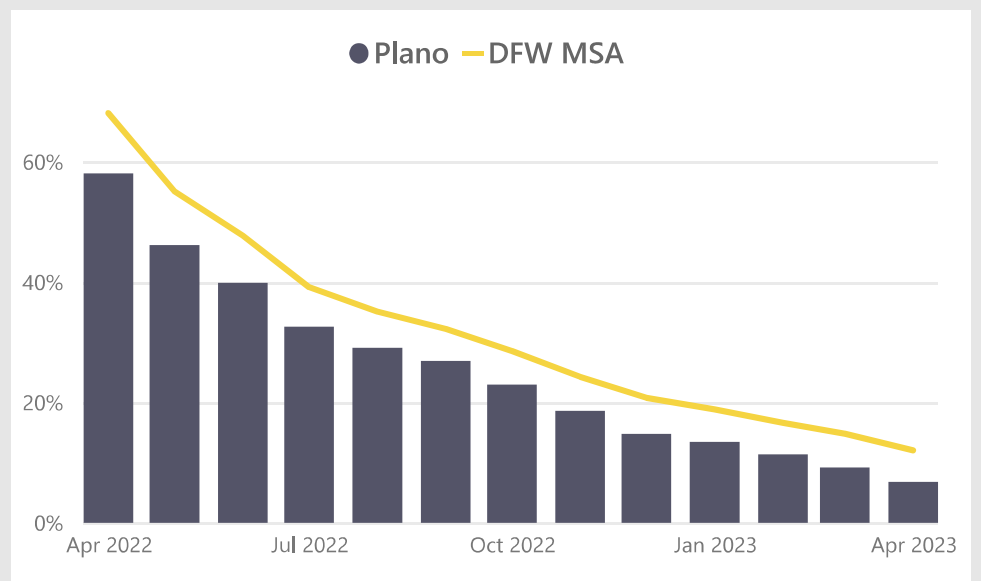
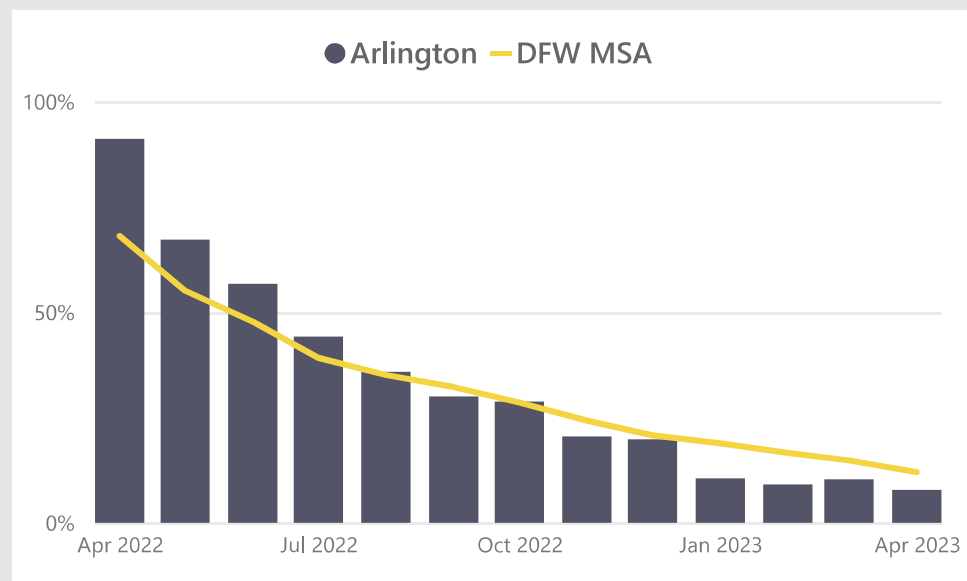
**\$1,058,158,643**  
PY-Trailing 12 Month

**Fort Worth**

**\$405,541,991**  
CY-Trailing 12 Month

**12.94%**  
CY-Trailing 12 Month YoY %

**\$359,090,444**  
PY-Trailing 12 Month



**Arlington**

**\$179,594,962**  
CY-Trailing 12 Month

**7.76%**  
CY-Trailing 12 Month YoY %

**\$166,669,602**  
PY-Trailing 12 Month

**Plano**

**\$177,149,091**  
CY-Trailing 12 Month

**6.75%**  
CY-Trailing 12 Month YoY %

**\$165,941,228**  
PY-Trailing 12 Month



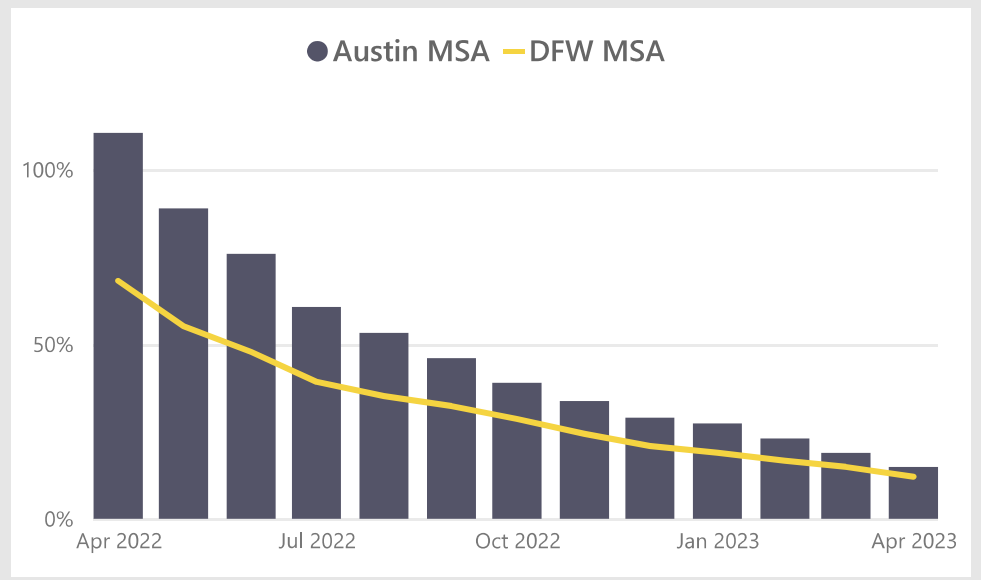
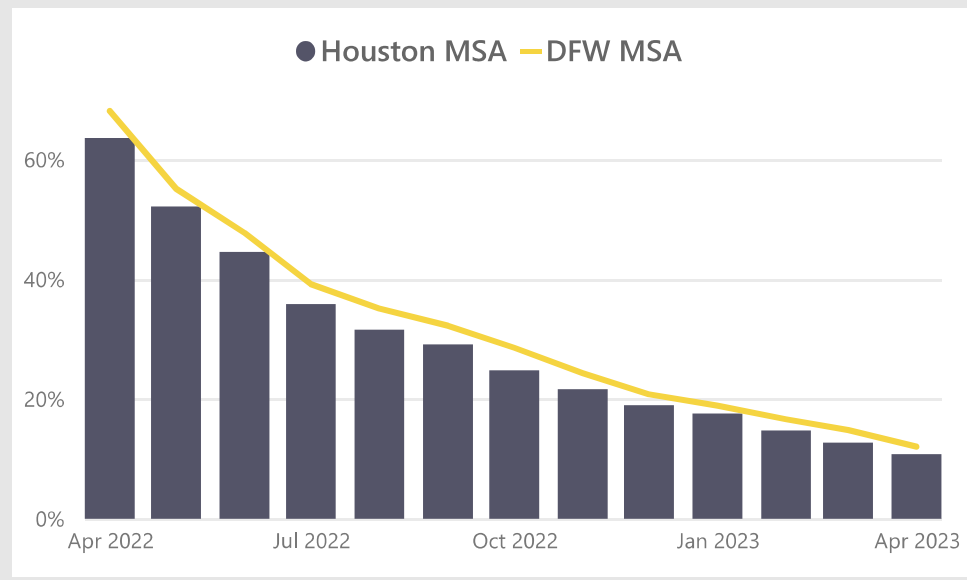
Subject MSA: **Dallas-Fort Worth** | 
 MSA - 1: **Houston-The Woodlands-Sugarland** | 
 MSA - 2: **Austin-Round Rock-San Marcos** | 
 MSA - 3: **San Antonio-New Braunfels** | 
 MSA - 4: **El Paso**

**Dallas-Fort Worth**

**\$3,172,642,336**  
CY-Trailing 12 Month

**12.0%**  
CY-Trailing 12 Month YoY %

**\$2,832,054,229**  
PY-Trailing 12 Month

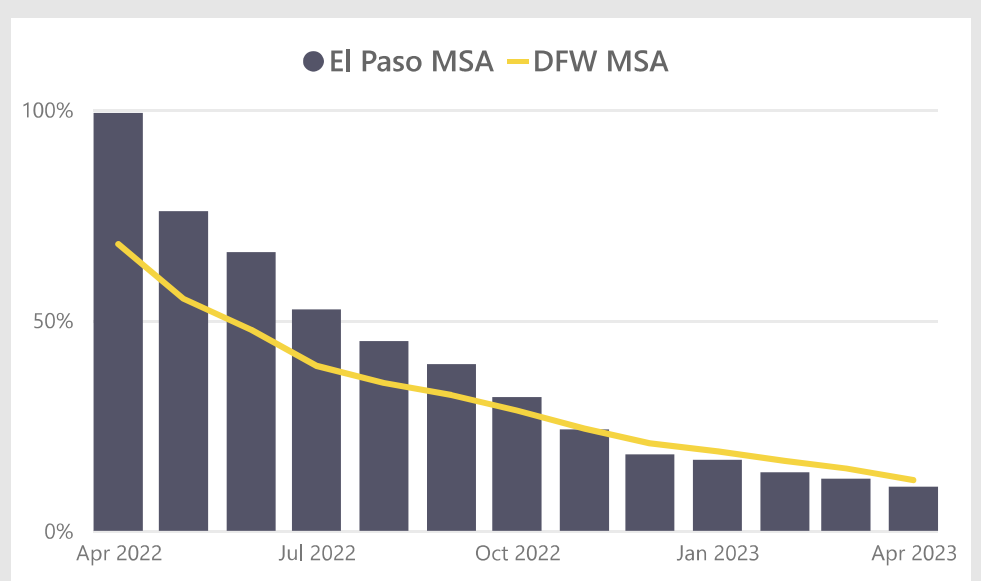
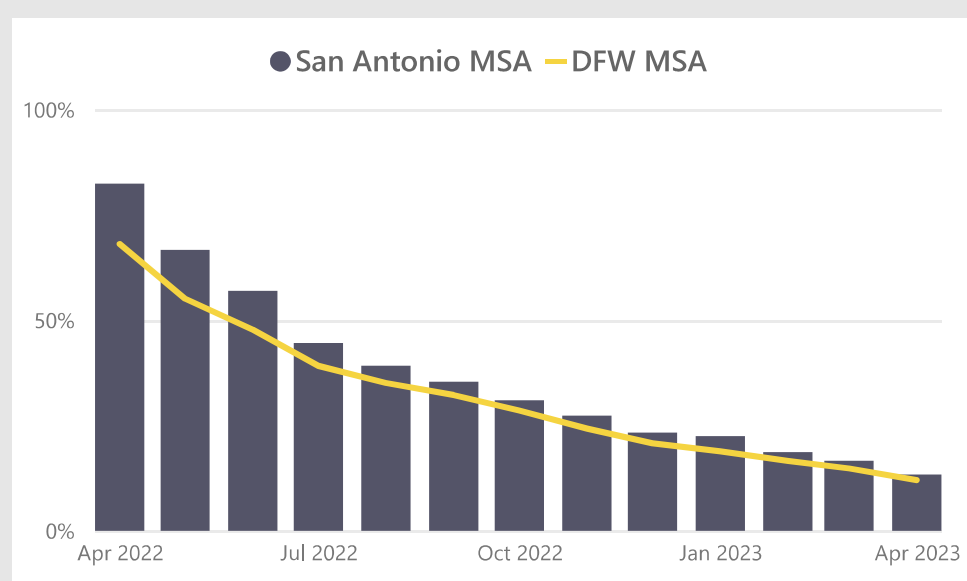


**Houston-The Woodlands-Sugarland**

**\$2,423,921,090**  
CY-Trailing 12 Month

**10.7%**  
CY-Trailing 12 Month YoY %

**\$2,188,919,649**  
PY-Trailing 12 Month



**Austin-Round Rock-San Marcos**

**\$1,452,898,033**  
CY-Trailing 12 Month

**14.74%**  
CY-Trailing 12 Month YoY %

**\$1,266,299,302**  
PY-Trailing 12 Month

**San Antonio-New Braunfels**

**\$971,113,361**  
CY-Trailing 12 Month

**13.31%**  
CY-Trailing 12 Month YoY %

**\$857,033,838**  
PY-Trailing 12 Month

**El Paso**

**\$238,763,728**  
CY-Trailing 12 Month

**10.42%**  
CY-Trailing 12 Month YoY %

**\$216,229,031**  
PY-Trailing 12 Month

MSA

Dallas-Fort Worth

MSA Snapshot

12.0%

City YoY %

\$3,172,642,336

CY-Trailing 12 Month

\$2,832,054,229

PY-Trailing 12 Month

State Snapshot

12%

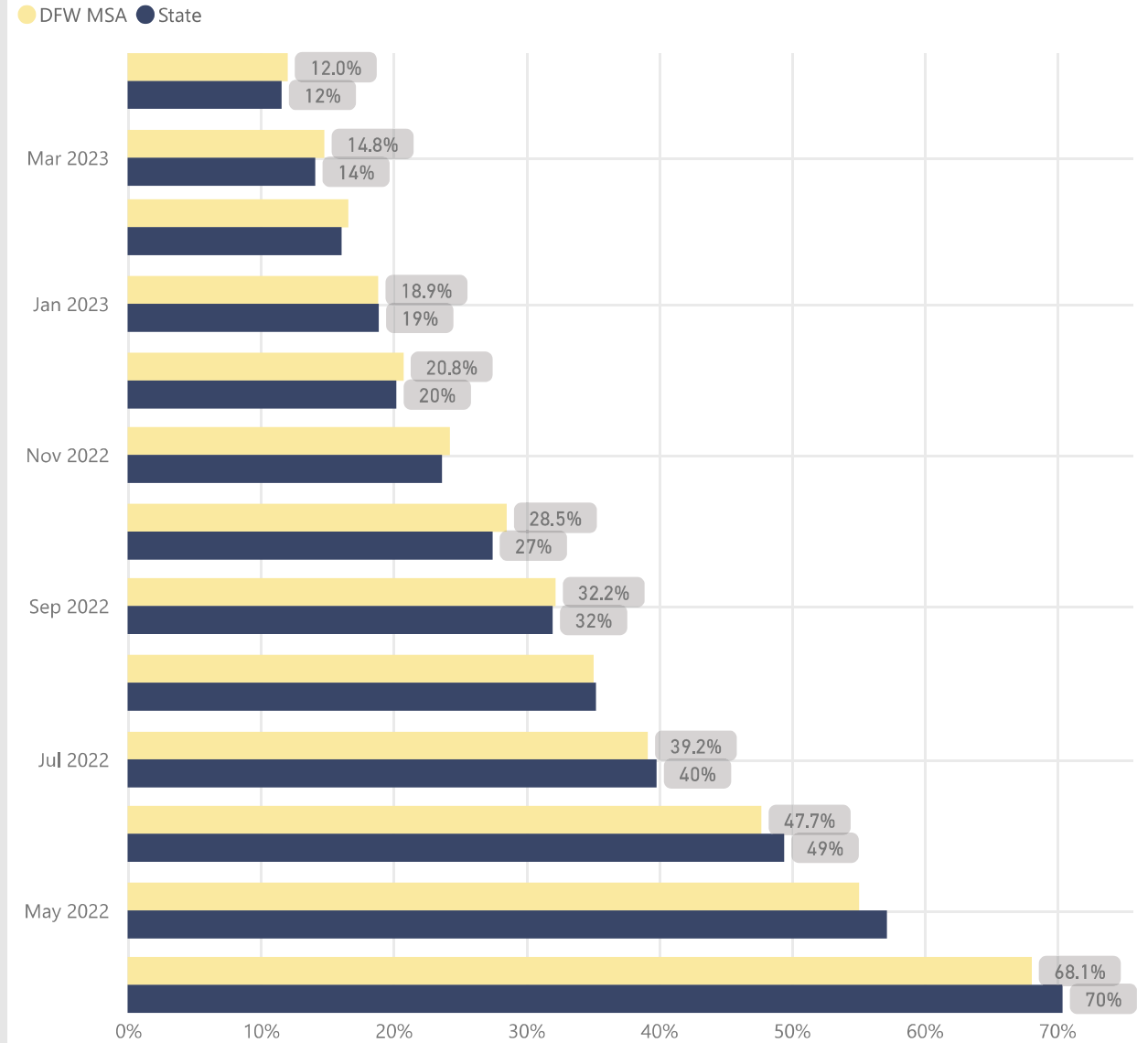
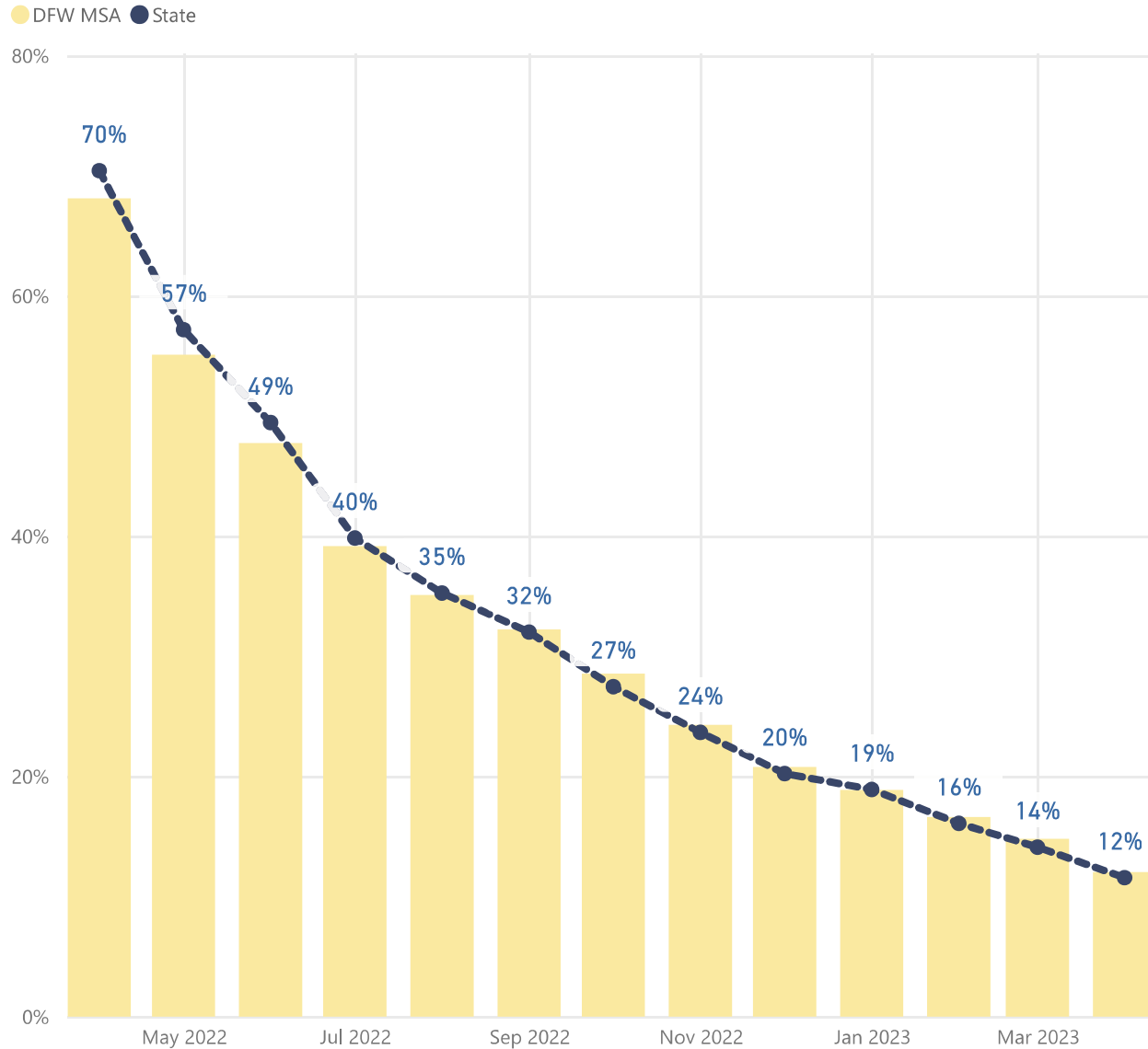
State YoY %

\$9,955,165,978

CY-Trailing 12 Month

\$8,922,934,022

PY-Trailing 12 Month



# HOUSTON MSA

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TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

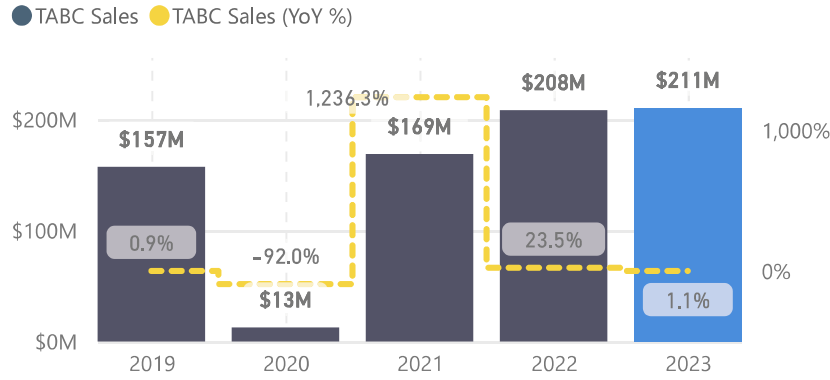
Comparison – Adjacent Cities

Comparison – Region + Top Cities

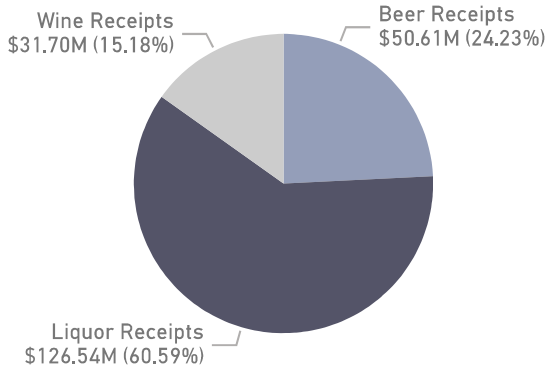
Comparison – State



YoY Apr 2023 Comparison



Apr 2023 Category %



Apr 2023 Receipts

**\$126,542,402**  
Liquor Sales

**\$31,696,295**  
Wine Sales

**\$50,607,953**  
Beer Sales

**\$210.6M** Total Receipts

**1.1%** Month YoY %

MSA

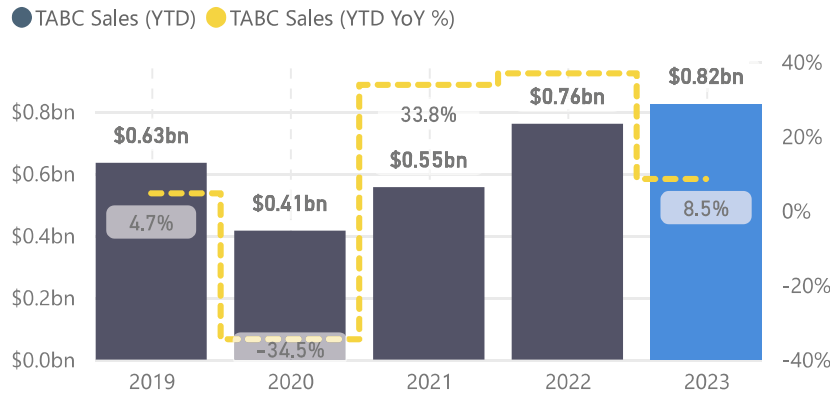
Houston-The Woodlands-Sugarland

**Houston-The Woodlands-Sugarland**

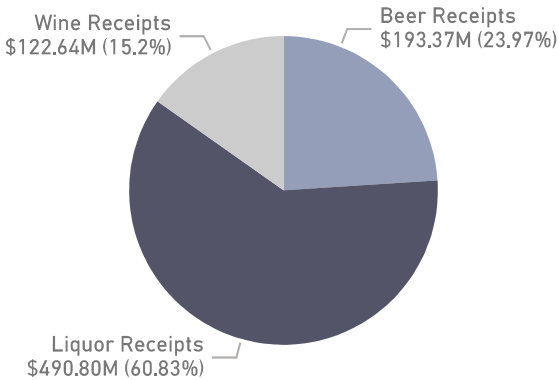
**3,275**

**\$740,129**

YTD Apr 2023 Comparison



YTD Apr 2023 - Category %



YTD Apr 2023 Receipts

**\$490,799,661**  
Liquor Sales

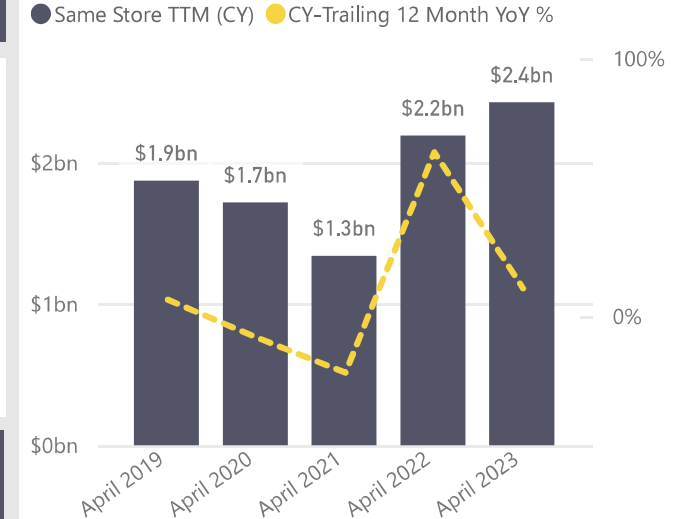
**\$122,635,553**  
Wine Sales

**\$193,367,030**  
Beer Sales

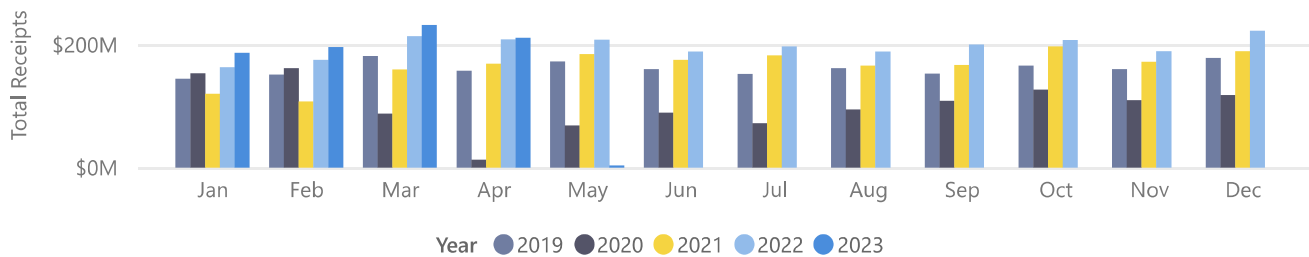
**\$824.0M** Total Receipts

**8.5%** YTD YoY %

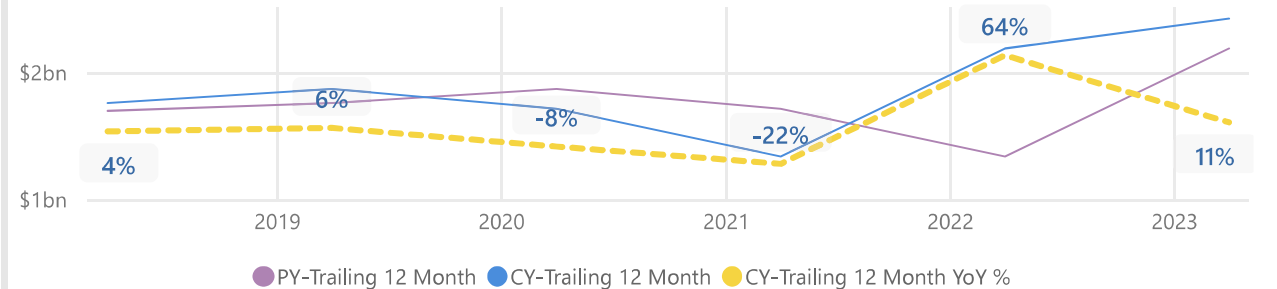
TTM YoY Comparison Apr 2023



YTD MoM + YoY Comparison Apr 2023



TTM YoY % Comparison Apr 2023

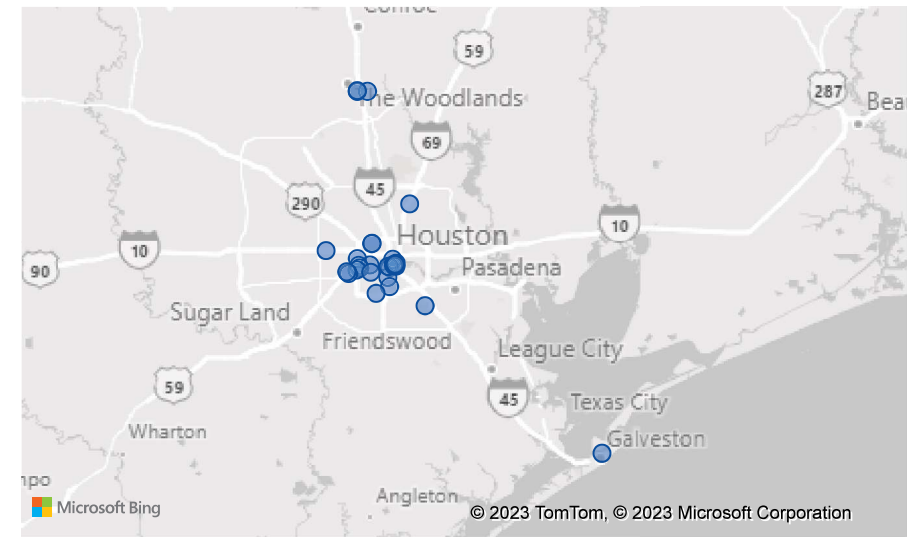


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
<b>Houston</b>	<b>\$22,720,226</b>	<b>31.6%</b>	<b>\$72,390,919</b>	<b>23.8%</b>	<b>\$210,563,943</b>	<b>32%</b>
ARAMARK SPORTS & ENTERTAINMENT SERVI...	\$3,626,268	101.4%	\$4,370,637	102.7%	\$30,658,260	59%
ARAMARK SPORTS & ENTERTAINMENT SER O...	\$2,630,713	1,426.6%	\$7,911,222	48.3%	\$13,895,050	54%
THE POST OAK/MASTRO'S/WILLIE G'S (HOUS...	\$1,673,653	-15.3%	\$6,429,078	-5.8%	\$18,933,754	2%
FOUR FAMILIES OF HOUSTON (HOUSTON - 7...	\$1,090,384	-1.9%	\$4,147,319	4.2%	\$13,103,146	10%
HILTON AMERICAS - HOUSTON (HOUSTON - ...	\$1,009,830	22.2%	\$3,041,676	34.6%	\$7,148,169	54%
MARRIOTT MARQUIS HOUSTON (HOUSTON ...	\$975,246	-13.2%	\$3,599,317	24.9%	\$11,041,310	30%
LEVY RESTAURANTS AT TOYOTA CENTER (HO...	\$800,071	-32.8%	\$5,497,314	-15.2%	\$13,171,269	11%
THE ADDRESS (HOUSTON - 77021 - 1)	\$780,543	74.8%	\$2,450,214	40.3%	\$6,150,515	20%
RIVER OAKS COUNTRY CLUB (HOUSTON - 77...	\$736,174	-2.5%	\$1,598,264	11.1%	\$3,519,422	5%
KAMP HOUSTON (HOUSTON - 77057 - 1)	\$709,058	-31.2%	\$2,336,926	-25.8%	\$6,951,237	6%
KIRBY ICE HOUSE (HOUSTON - 77098 - 1)	\$658,481	6.1%	\$2,137,756	5.4%	\$6,705,929	17%
KIRBY ICE HOUSE (HOUSTON - 77055 - 1)	\$602,374	-13.0%	\$2,372,605	3.3%	\$7,862,066	25%
713 MUSIC HALL (HOUSTON - 77002 - 3)	\$595,335	70.9%	\$1,459,482	111.3%	\$3,889,928	
ESCAPADE 2001 HOUSTON (HOUSTON - 770...	\$594,900	-8.9%	\$2,000,539	18.4%	\$5,979,098	54%
5015 BACKYARD PATIO & BAR (HOUSTON - 7...	\$584,146	-19.1%	\$1,930,623	-7.9%	\$5,733,798	3%
STEAK 48 (HOUSTON - 77027 - 1)	\$565,679	-1.9%	\$2,271,261	-1.3%	\$7,252,113	3%
MCINTYRE'S (HOUSTON - 77008 - 1)	\$515,057	-32.0%	\$2,147,536	-24.0%	\$7,232,084	-5%
PROSPECT PARK (HOUSTON - 77057 - 1)	\$498,551	-17.3%	\$1,941,870	-10.8%	\$6,402,498	3%
CHAPAMN & KIRBY (HOUSTON - 77003 - 1)	\$481,402	42.0%	\$1,532,423	25.6%	\$3,828,894	10%
CLE' (HOUSTON - 77002 - 1)	\$479,880	75.0%	\$1,184,436	78.6%	\$2,909,379	25%
CAMPUS BEVERAGE INC (HOUSTON - 77024 ...	\$460,536	8.7%	\$1,684,154	36.5%	\$4,556,584	26%
FOUR SEASON HOTEL HOUSTON (HOUSTON ...	\$454,978	22.1%	\$1,862,740	38.6%	\$4,941,877	64%
MOXIE'S GRILL & BAR (HOUSTON - 77056 - 1)	\$454,209	1.0%	\$1,724,254	5.7%	\$5,109,123	5%
CIEL RESTAURANT AND LOUNGE (HOUSTON ...	\$442,051		\$1,718,443		\$2,315,928	
LITTLE WOODROW'S (HOUSTON - 77006 - 1)	\$436,518		\$1,618,518		\$4,434,373	
IRON COWBOY LOUNGE & EATERY (HOUSTO...	\$435,744		\$1,748,592		\$2,768,379	
OJOS LOCOS SPORTS CANTINA (HOUSTON - ...	\$428,445		\$1,673,720		\$4,069,760	
<b>The Woodlands</b>	<b>\$1,143,498</b>	<b>127.8%</b>	<b>\$3,640,379</b>	<b>206.5%</b>	<b>\$8,529,892</b>	<b>251%</b>
KIRBY ICE HOUSE WOODLANDS (THE WOOD...	\$625,726		\$2,414,431		\$5,332,268	
HOSPITALITY INTERNATIONAL INC (THE WO...	\$517,772	3.2%	\$1,225,948	3.2%	\$3,197,624	32%
<b>Conroe</b>	<b>\$798,117</b>	<b>-3.9%</b>	<b>\$1,954,770</b>	<b>5.1%</b>	<b>\$2,877,910</b>	<b>-8%</b>
SPECTRUM CATERING (CONROE - 77385 - 45)	\$798,117	-3.9%	\$1,954,770	5.1%	\$2,877,910	-8%
<b>Total</b>	<b>\$24,661,841</b>	<b>32.6%</b>	<b>\$77,986,068</b>	<b>26.8%</b>	<b>\$221,971,745</b>	<b>34%</b>

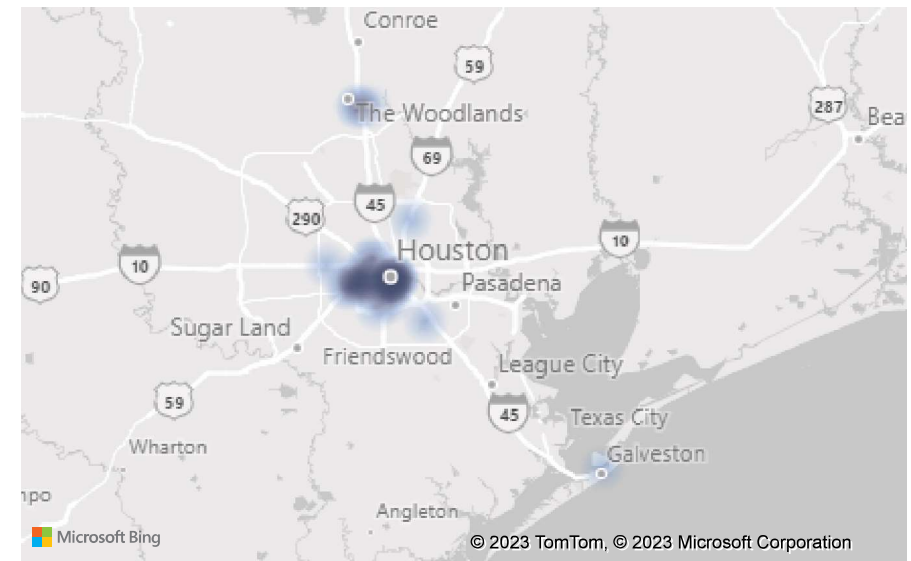
MSA

Houston-The Woodlands-Sugarland

Location Map



Heat Map



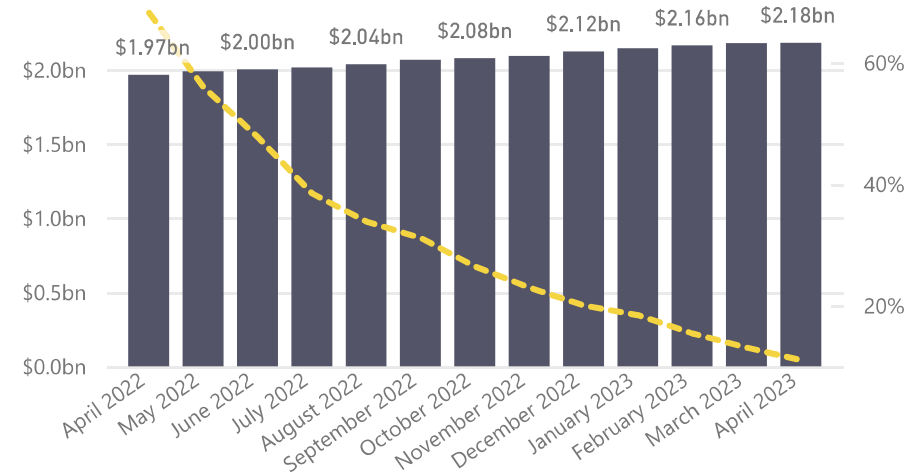
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>Houston-The Woo...</b>	<b>\$189,851,321</b>	<b>1.3%</b>	<b>\$740,618,924</b>	<b>125.1%</b>	<b>\$2,181,294,470</b>	<b>\$1,965,012,045</b>	<b>11%</b>
<b>Houston</b>	\$135,422,464	1.3%	\$528,837,854	189.1%	\$1,559,137,977	\$1,397,634,771	12%
<b>The Woodlands</b>	\$7,426,463	17.6%	\$26,611,310	6.0%	\$76,394,791	\$63,609,843	20%
<b>Katy</b>	\$7,425,655	-1.7%	\$29,395,337	8.5%	\$86,398,575	\$80,845,635	7%
<b>Galveston</b>	\$6,809,392	5.6%	\$25,048,815	39.1%	\$76,570,583	\$67,862,136	13%
<b>Spring</b>	\$6,237,959	-5.8%	\$25,278,711	15.1%	\$74,578,211	\$70,602,060	6%
<b>Humble</b>	\$3,823,167	-4.1%	\$15,647,814	13.9%	\$45,841,823	\$41,727,178	10%
<b>Sugar Land</b>	\$3,547,304	-4.4%	\$14,484,969	93.1%	\$44,136,420	\$42,646,254	3%
<b>Webster</b>	\$3,060,304	-1.5%	\$12,696,965	2.2%	\$37,566,230	\$35,983,893	4%
<b>Conroe</b>	\$3,051,440	-1.8%	\$11,080,140	6.5%	\$29,403,326	\$27,433,590	7%
<b>Pearland</b>	\$2,494,588	-1.8%	\$9,920,656	2.6%	\$28,464,760	\$26,617,180	7%
<b>Tomball</b>	\$2,468,742	-6.6%	\$10,155,943	37.8%	\$30,047,745	\$28,284,022	6%
<b>Friendswood</b>	\$2,241,202	3.4%	\$9,244,980	-2.3%	\$27,073,353	\$24,740,884	9%
<b>Montgomery</b>	\$2,115,139	-2.3%	\$7,513,755	6.1%	\$23,934,828	\$20,635,588	16%
<b>Pasadena</b>	\$1,878,526	10.6%	\$7,285,595	5.9%	\$21,355,135	\$19,503,654	9%
<b>Richmond</b>	\$1,848,976	17.5%	\$7,416,080	2.9%	\$20,390,713	\$16,885,357	21%
<b>Total</b>	<b>\$189,851,321</b>	<b>1.3%</b>	<b>\$740,618,924</b>	<b>125.1%</b>	<b>\$2,181,294,470</b>	<b>\$1,965,012,045</b>	<b>11%</b>

MSA

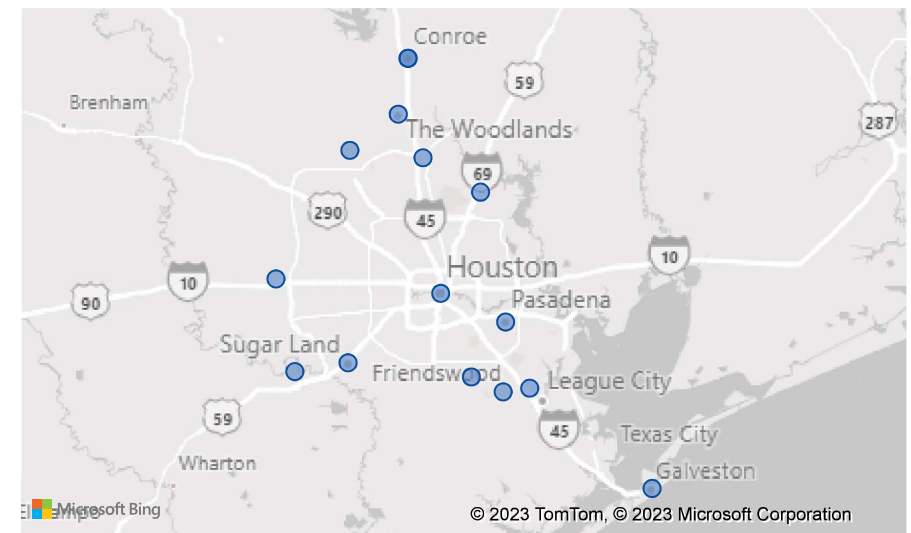
Houston-The Woodlands-Sugarland

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



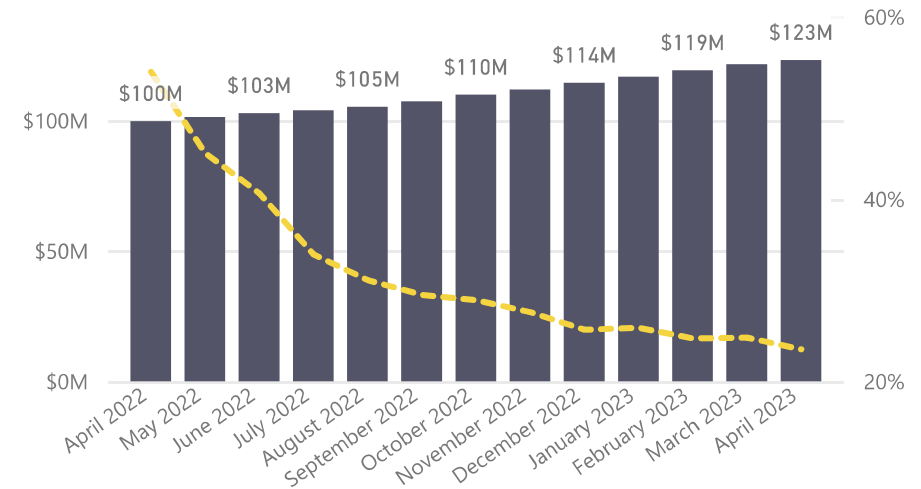
Region	TABC Sales (Current Month)	TABC Sales YoY (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY (TTM)
<b>Houston-The Woo...</b>	<b>\$11,534,862</b>	<b>16.1%</b>	<b>\$43,178,749</b>	<b>9.5%</b>	<b>\$123,124,323</b>	<b>\$99,693,777</b>	<b>24%</b>
Jamaica Beach	\$51,435	54.0%	\$172,516	81.7%	\$622,636	\$115,918	437%
Brazoria	\$29,647	-16.0%	\$221,427	-12.4%	\$589,797	\$251,967	134%
Nassau Bay	\$7,364	-21.0%	\$31,700	31.5%	\$120,953	\$56,172	115%
Sealy	\$134,559	83.4%	\$518,650	3.2%	\$1,430,511	\$732,541	95%
Atascocita	\$75,526	-10.2%	\$377,569	10.4%	\$1,155,205	\$653,234	77%
Hempstead	\$118,411	5.7%	\$547,140	92.3%	\$1,575,020	\$911,305	73%
Liberty	\$204,578	84.9%	\$855,661	-1.7%	\$2,122,913	\$1,282,028	66%
Fulshear	\$491,839	21.7%	\$1,830,080	2.7%	\$5,109,785	\$3,958,558	29%
Splendora	\$94,716	9.7%	\$350,700	28.5%	\$982,760	\$765,584	28%
Freeport	\$142,815	-28.3%	\$643,240	-10.4%	\$1,777,733	\$1,450,695	23%
Bellaire	\$341,256	43.1%	\$1,161,011	16.2%	\$3,194,482	\$2,628,655	22%
Clute	\$173,911	-4.3%	\$797,414	17.0%	\$2,423,733	\$2,005,944	21%
Richmond	\$1,848,976	17.5%	\$7,416,080	2.9%	\$20,390,713	\$16,885,357	21%
The Woodlands	\$7,426,463	17.6%	\$26,611,310	6.0%	\$76,394,791	\$63,609,843	20%
Angleton	\$393,366	-18.5%	\$1,644,251	4.0%	\$5,233,291	\$4,385,976	19%
<b>Total</b>	<b>\$11,534,862</b>	<b>16.1%</b>	<b>\$43,178,749</b>	<b>9.5%</b>	<b>\$123,124,323</b>	<b>\$99,693,777</b>	<b>24%</b>

MSA

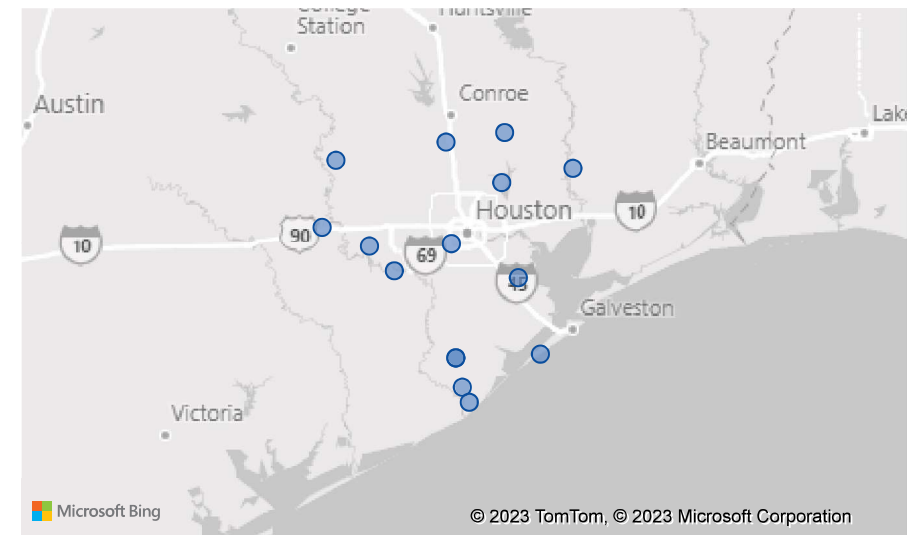
Houston-The Woodlands-Sugarland

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



Subject MSA: **Houston-The Woodlands-Sugarland** | 
 City - 1: **Houston-The Woodlands-Sugarland (Re...** | 
 City - 2: **Houston-The Woodlands-Sugarland (Re...** | 
 City - 3: **Houston-The Woodlands-Sugarland (Re...** | 
 City - 4: **Houston-The Woodlands-Sugarland (Re...**

**Houston-The Woodlands-Sugarland**

**\$2,423,921,090**  
CY-Trailing 12 Month

**10.7%**  
CY-Trailing 12 Month YoY %

**\$2,188,919,649**  
PY-Trailing 12 Month

**Houston**

**\$1,559,137,977**  
CY-Trailing 12 Month

**11.6%**  
CY-Trailing 12 Month YoY %

**\$1,397,634,771**  
PY-Trailing 12 Month

**The Woodlands**

**\$76,394,791**  
CY-Trailing 12 Month

**20.10%**  
CY-Trailing 12 Month YoY %

**\$63,609,843**  
PY-Trailing 12 Month

**Sugar Land**

**\$44,136,420**  
CY-Trailing 12 Month

**3.49%**  
CY-Trailing 12 Month YoY %

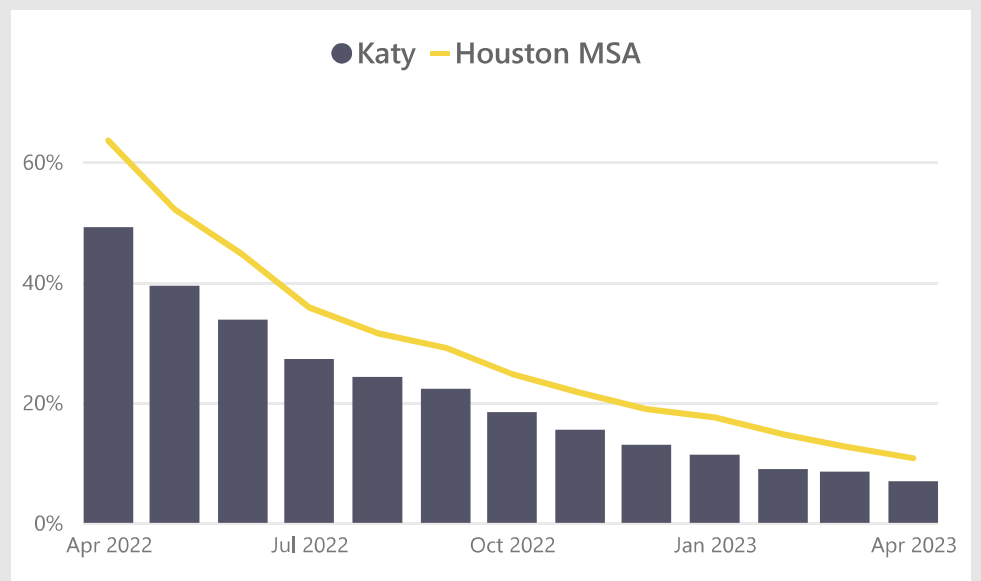
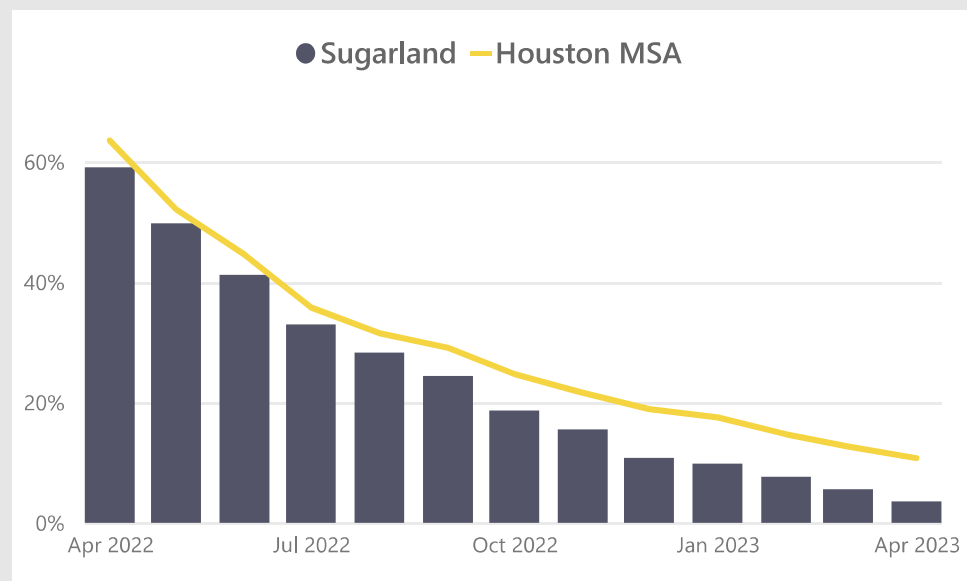
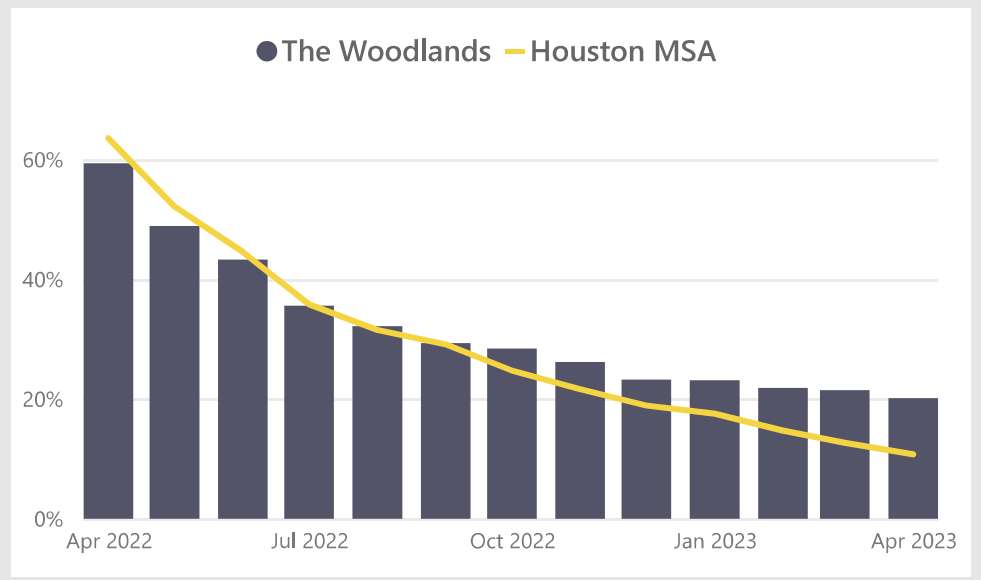
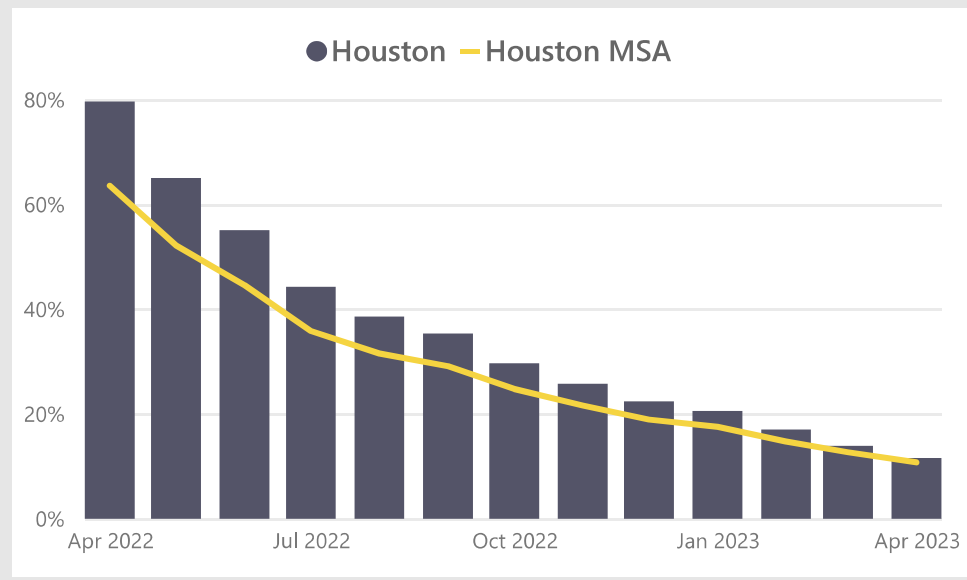
**\$42,646,254**  
PY-Trailing 12 Month

**Katy**

**\$86,398,575**  
CY-Trailing 12 Month

**6.87%**  
CY-Trailing 12 Month YoY %

**\$80,845,635**  
PY-Trailing 12 Month





Subject MSA ▼ | MSA - 1 ▼ | MSA - 2 ▼ | MSA - 3 ▼ | MSA - 4 ▼  
 Houston-The Woodlands-Sugarland ▼ | Dallas-Fort Worth ▼ | Austin-Round Rock-San Marcos ▼ | San Antonio-New Braunfels ▼ | El Paso ▼

**Houston-The Woodlands-Sugarland**

**\$2,423,921,090**  
CY-Trailing 12 Month

**10.7%**  
CY-Trailing 12 Month YoY %

**\$2,188,919,649**  
PY-Trailing 12 Month

**Dallas-Fort Worth**

**\$3,172,642,336**  
CY-Trailing 12 Month

**12.0%**  
CY-Trailing 12 Month YoY %

**\$2,832,054,229**  
PY-Trailing 12 Month

**Austin-Round Rock-San Marcos**

**\$1,452,898,033**  
CY-Trailing 12 Month

**14.74%**  
CY-Trailing 12 Month YoY %

**\$1,266,299,302**  
PY-Trailing 12 Month

**San Antonio-New Braunfels**

**\$971,113,361**  
CY-Trailing 12 Month

**13.31%**  
CY-Trailing 12 Month YoY %

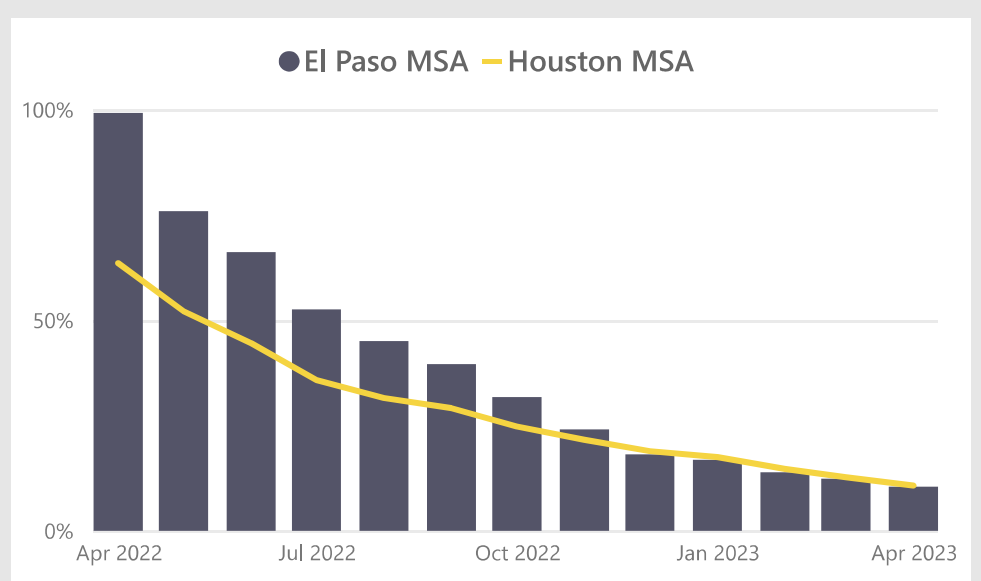
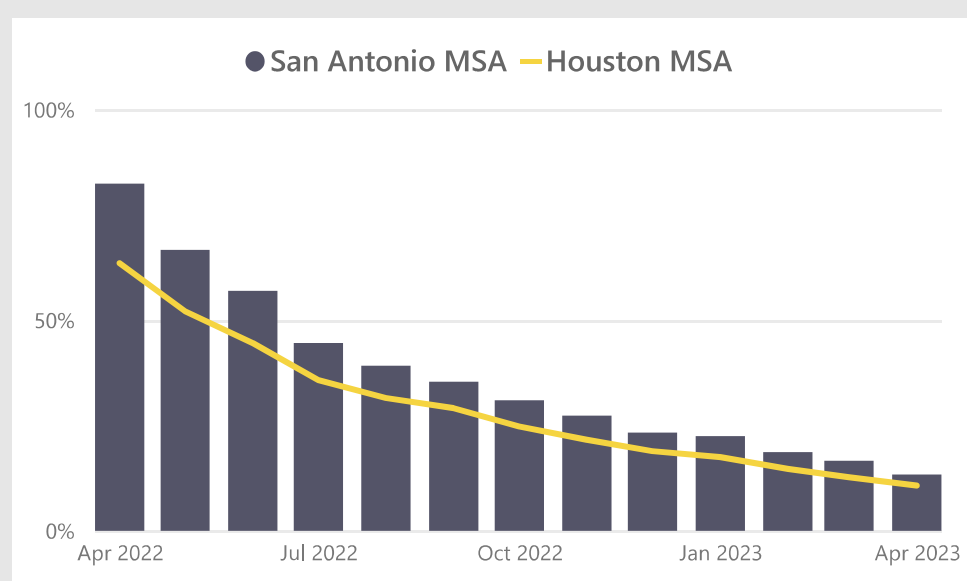
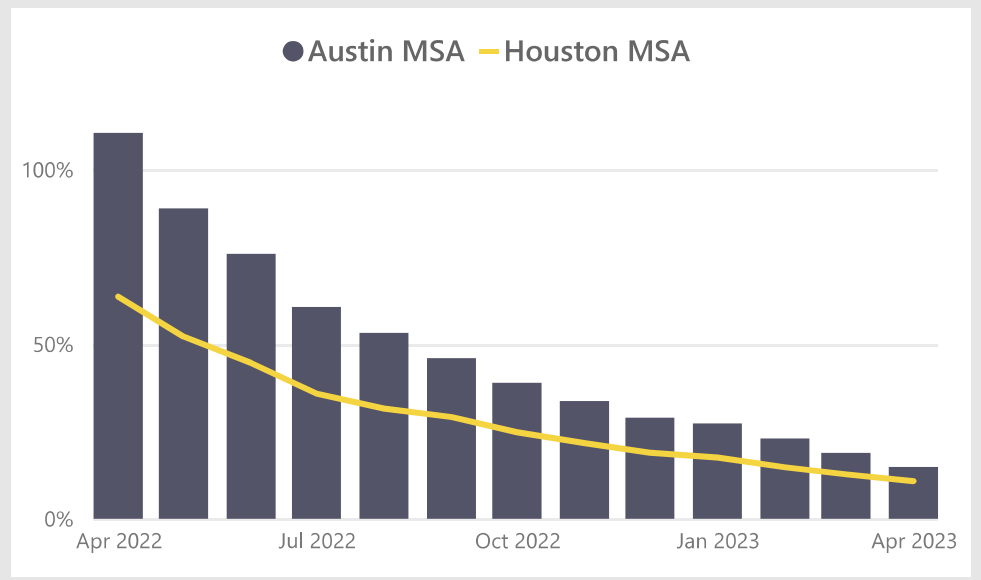
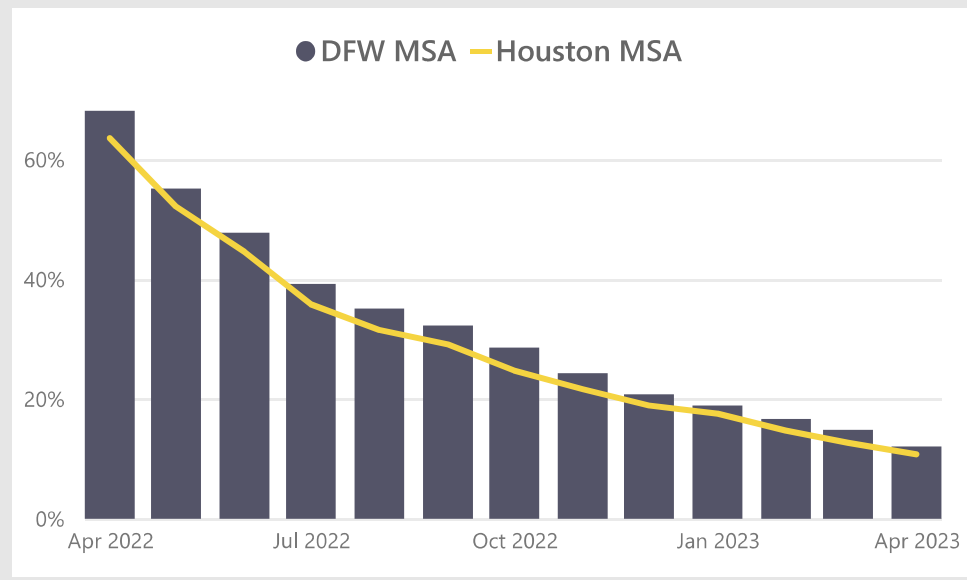
**\$857,033,838**  
PY-Trailing 12 Month

**El Paso**

**\$238,763,728**  
CY-Trailing 12 Month

**10.42%**  
CY-Trailing 12 Month YoY %

**\$216,229,031**  
PY-Trailing 12 Month



MSA

Houston-The Woodlands-Sugarland

MSA Snapshot

10.7%

City YoY %

\$2,423,921,090

CY-Trailing 12 Month

\$2,188,919,649

PY-Trailing 12 Month

State Snapshot

12%

State YoY %

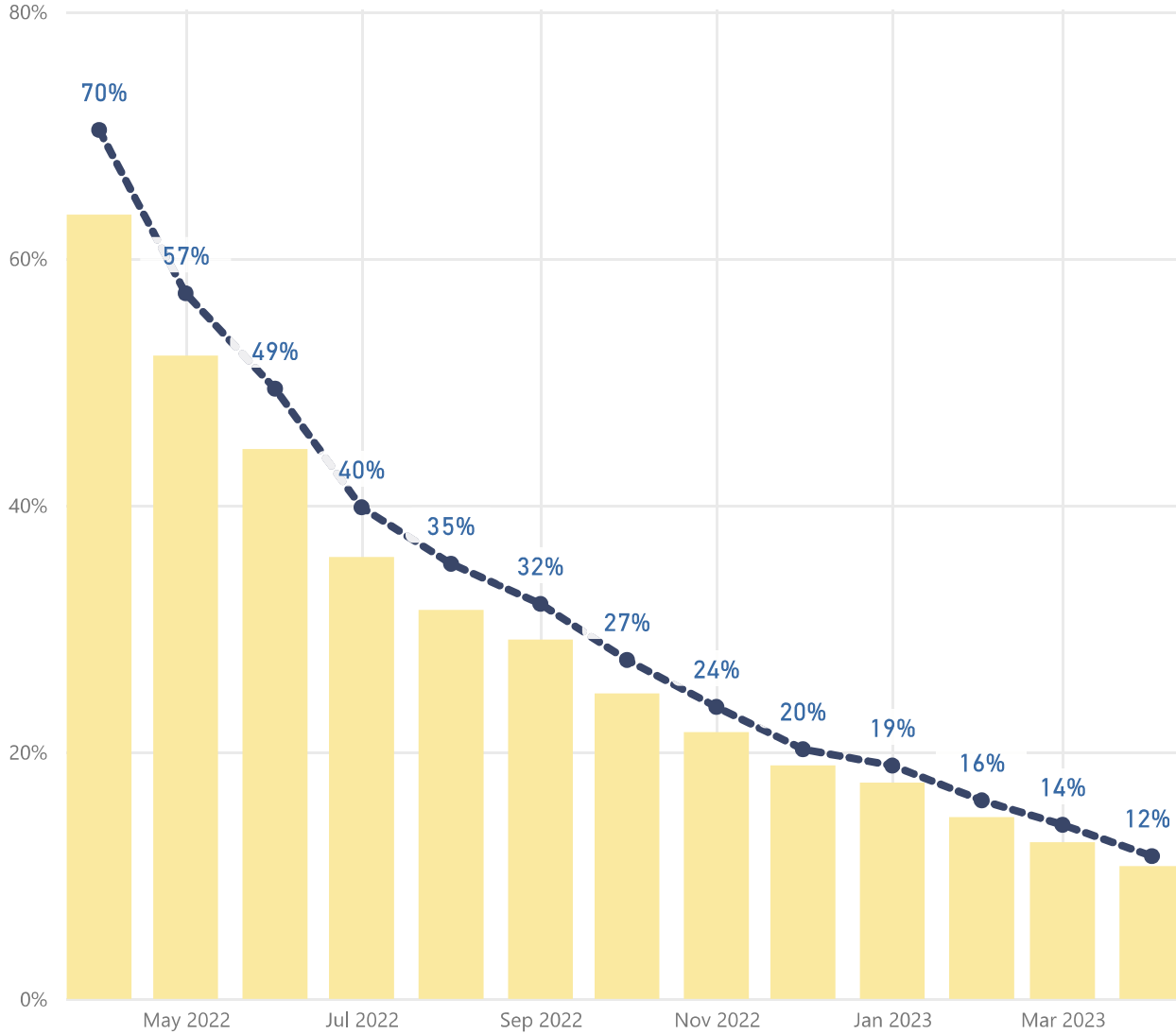
\$9,955,165,978

CY-Trailing 12 Month

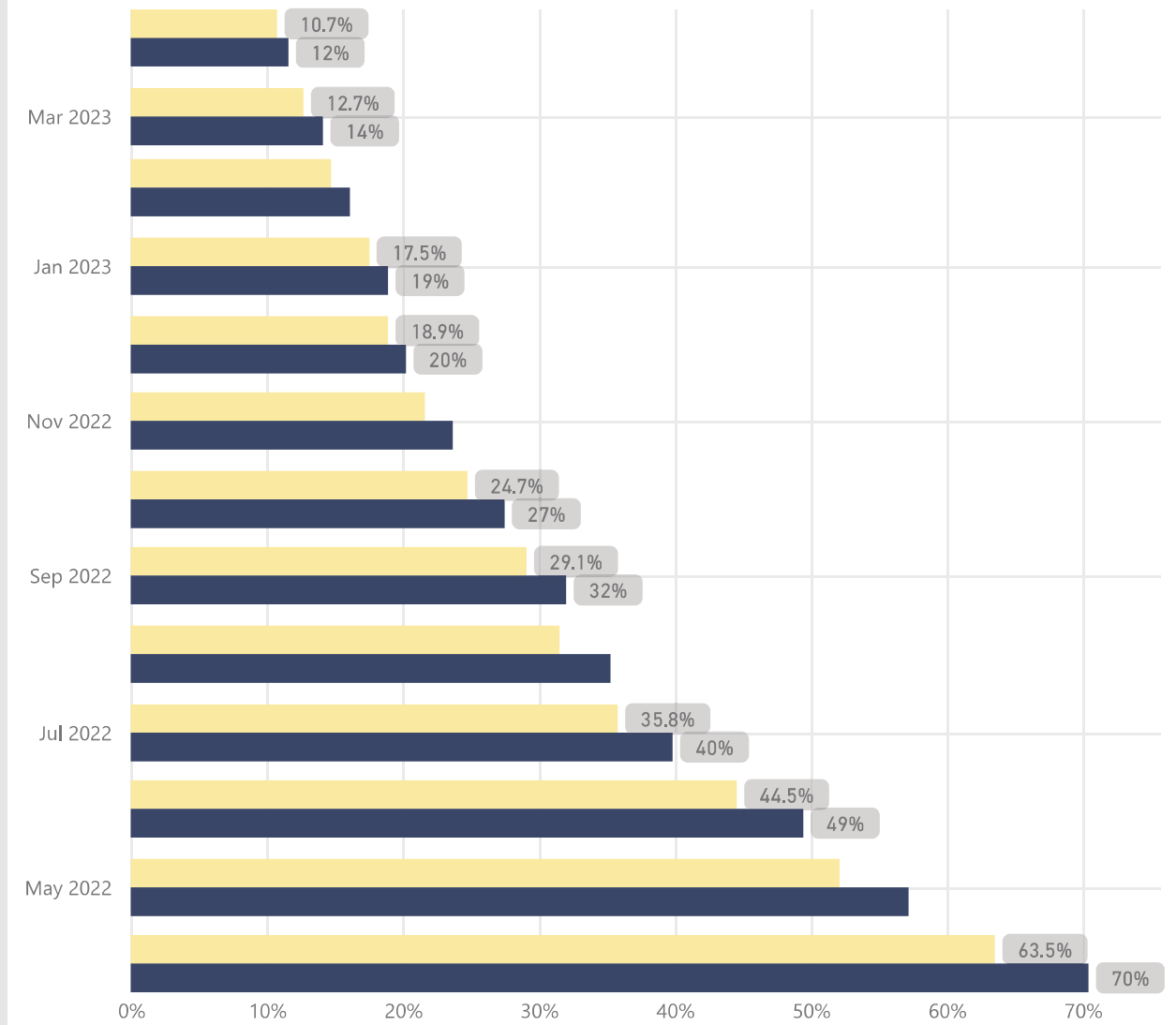
\$8,922,934,022

PY-Trailing 12 Month

● Houston MSA ● State



● Houston MSA ● State



# SAN ANTONIO MSA

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TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

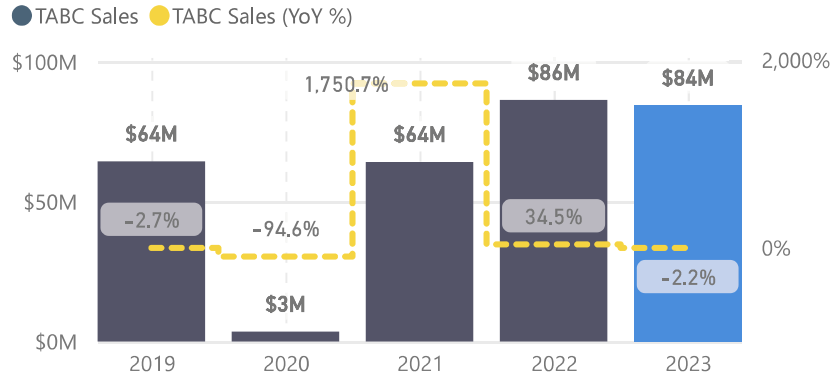
Comparison – Adjacent Cities

Comparison – Region + Top Cities

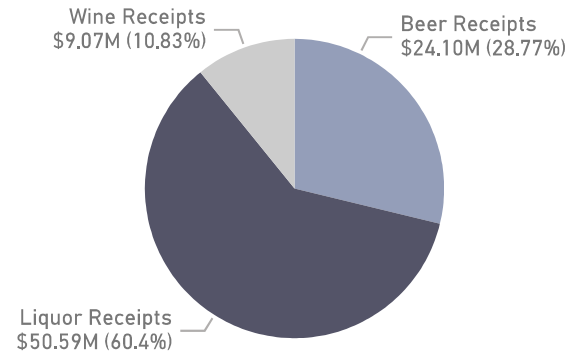
Comparison – State



YoY Apr 2023 Comparison



Apr 2023 Category %



Apr 2023 Receipts

**\$50,585,213**  
Liquor Sales

**\$9,068,793**  
Wine Sales

**\$24,096,908**  
Beer Sales

**\$84.4M** Total Receipts

**-2.2%** Month YoY %

MSA

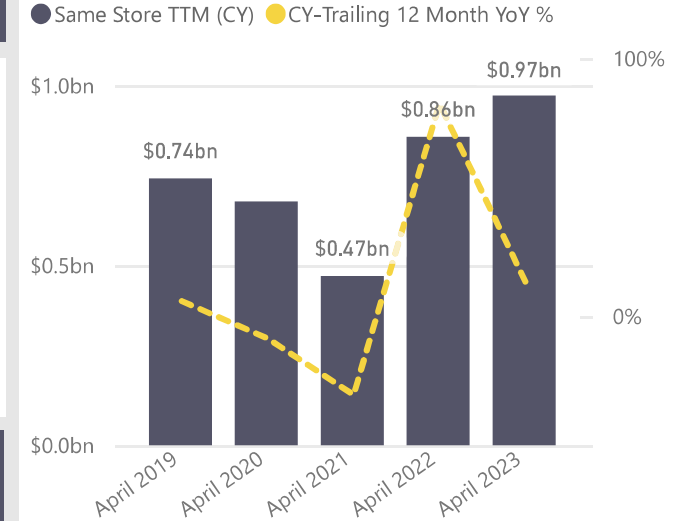
San Antonio-New Braunfels

San Antonio-New Braunfels

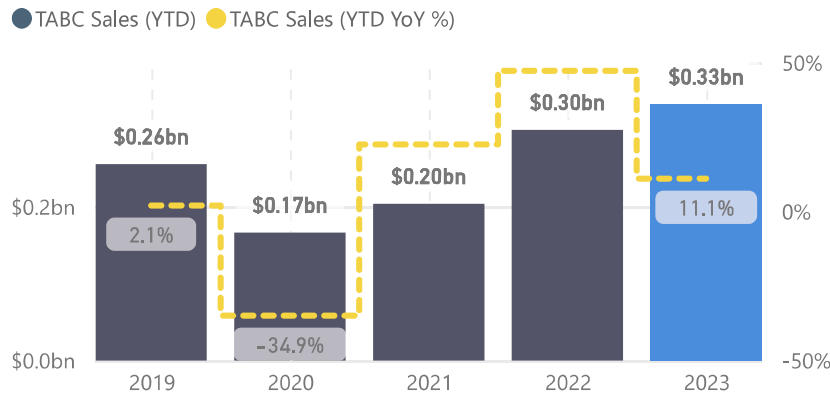
**1,306** Locations Reporting > \$0

**\$743,578** TTM Per Location

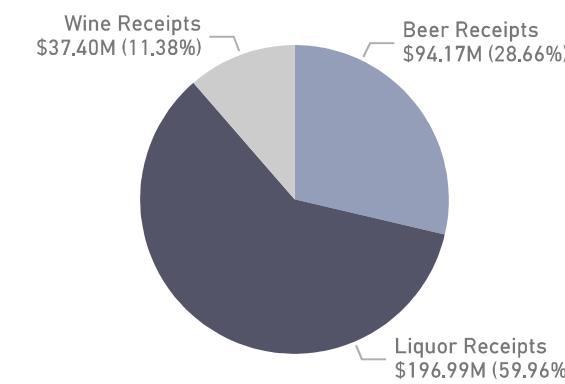
TTM YoY Comparison Apr 2023



YTD Apr 2023 Comparison



YTD Apr 2023 - Category %



YTD Apr 2023 Receipts

**\$196,993,355**  
Liquor Sales

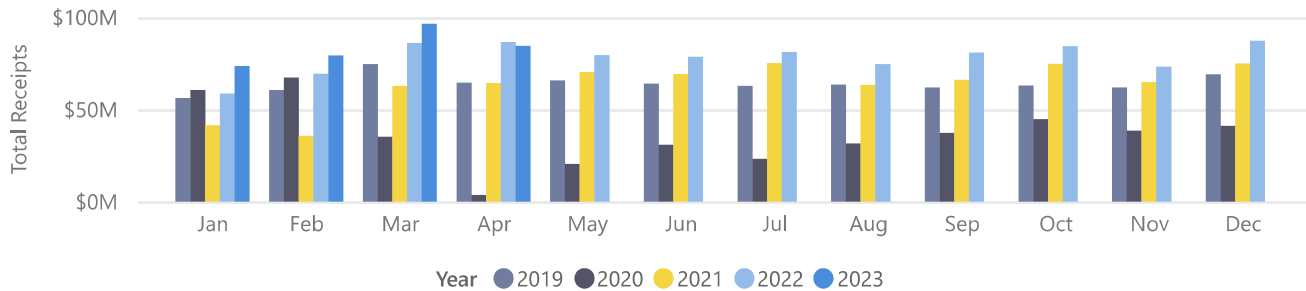
**\$37,396,779**  
Wine Sales

**\$94,170,508**  
Beer Sales

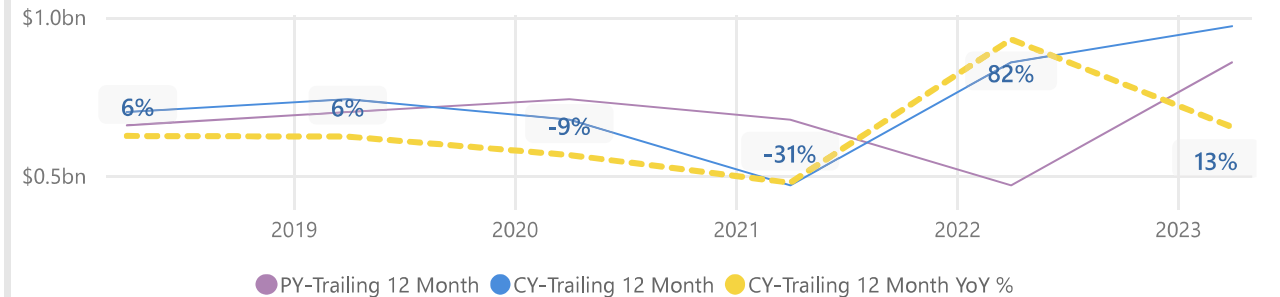
**\$333.3M** Total Receipts

**11.1%** YTD YoY %

YTD MoM + YoY Comparison Apr 2023



TTM YoY % Comparison Apr 2023

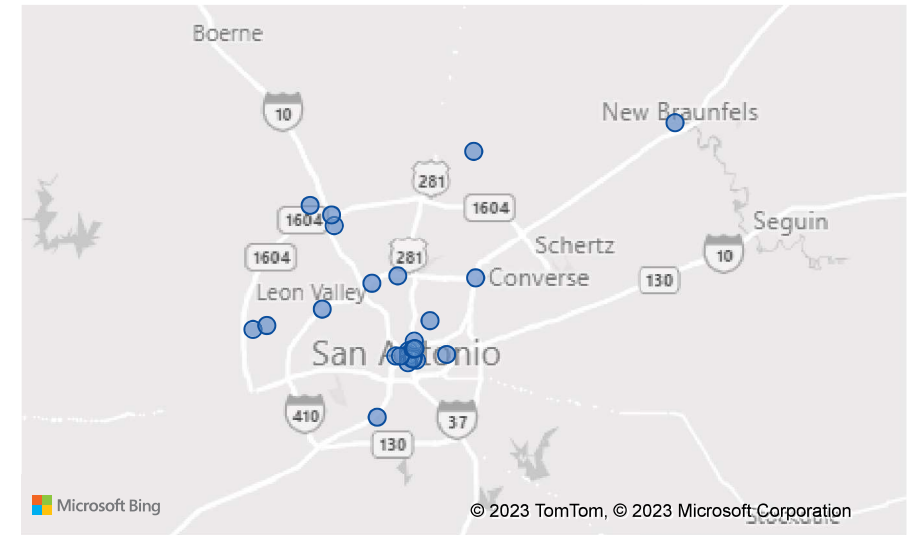


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
<b>San Antonio</b>	<b>\$13,488,738</b>	<b>-10.4%</b>	<b>\$51,816,213</b>	<b>11.3%</b>	<b>\$141,312,951</b>	<b>17%</b>
HOSPITALITY INTERNATIONAL, INC. (SAN AN...	\$2,053,395	-6.6%	\$5,760,970	-0.9%	\$19,284,545	21%
ARAMARK SPORTS AND ENTERTAINMENT SE...	\$1,100,536	-67.8%	\$10,015,089	0.2%	\$14,735,016	13%
LA CANTERA RESORT AND SPA (SAN ANTONI...	\$991,152	-4.0%	\$3,282,076	13.1%	\$11,468,948	25%
HRHC, LLC (SAN ANTONIO - 78251 - 1)	\$632,793	10.5%	\$1,204,417	-20.0%	\$4,735,037	-0%
HOTEL EMMA (SAN ANTONIO - 78215 - 1)	\$594,613	-4.7%	\$2,304,572	0.3%	\$7,136,021	6%
BENTLEY'S BEER GARDEN (SAN ANTONIO - 7...	\$466,157	73.6%	\$1,548,024	86.2%	\$3,541,684	21%
HOSPITALITY INTERNATIONAL INC (SAN ANT...	\$435,481	1.5%	\$1,722,238	35.9%	\$4,513,979	55%
GRAND RIVERWALK BEVERAGE LLC (SAN ANT...	\$408,091	0.3%	\$1,609,847	11.5%	\$4,929,634	65%
HOWEL AT THE MOON (SAN ANTONIO - 782...	\$384,018	-0.5%	\$1,564,102	10.6%	\$4,443,782	19%
HILTON PALACIO DEL RIO (SAN ANTONIO - 7...	\$380,785	9.5%	\$1,278,566	24.7%	\$3,627,097	50%
ROSARIO'S (SAN ANTONIO - 78205 - 4)	\$379,028		\$996,229		\$996,599	
MICHELINO'S LONE STAR CAFE CAFE OLE AG...	\$373,774	-17.3%	\$1,390,675	-9.2%	\$3,851,323	-8%
CHELSEAS CATERING AND BAR SERVICE (SAN...	\$370,460	211.7%	\$996,141	122.3%	\$2,502,752	153%
TOPGOLF USA SAN ANTONIO (SAN ANTONI...	\$362,697	3.6%	\$1,103,160	-12.7%	\$3,814,081	1%
MI TIERRA CAFE & BAKERY (SAN ANTONIO - ...	\$353,902	-7.8%	\$1,163,213	1.4%	\$3,439,413	3%
THOMPSON SAN ANTONIO BEVCO, LLC (SAN...	\$326,693	-33.3%	\$1,370,234	-13.1%	\$4,536,912	-5%
ST. ANTHONY HOTEL (SAN ANTONIO - 78205...	\$319,085	-3.5%	\$1,117,498	9.4%	\$3,243,752	11%
SAN ANTONIO COUNTRY CLUB (SAN ANTON...	\$314,569	28.0%	\$835,566	20.5%	\$2,268,153	2%
BE KIND & REWIND, LLC (SAN ANTONIO - 78...	\$312,625		\$1,313,549		\$2,364,777	
COWBOYS (SAN ANTONIO - 78218 - 2)	\$310,409	15.1%	\$1,145,883	3.3%	\$3,120,448	-14%
COYOTE UGLY SALOON (SAN ANTONIO - 782...	\$301,232	-2.7%	\$1,175,013	8.5%	\$3,390,319	21%
SUGARS (SAN ANTONIO - 78230 - 1)	\$297,418	-20.5%	\$1,287,516	-11.6%	\$4,213,715	-4%
SEAWORLD SAN ANTONIO (SAN ANTONIO - ...	\$295,694	-29.8%	\$779,295	-23.2%	\$4,458,526	-10%
OJOS LOCOS SPORTS CANTINA (SAN ANTON...	\$294,279		\$1,253,807		\$3,669,952	
CHICKEN N PICKLE (SAN ANTONIO - 78249 - 1)	\$292,118	-19.7%	\$1,205,645	-7.4%	\$4,074,952	-11%
SOCIAL SPOT (SAN ANTONIO - 78215 - 1)	\$287,851	-10.4%	\$985,575	18.8%	\$2,876,354	-3%
TWIN PEAKS (SAN ANTONIO - 78216 - 1)	\$285,441	-9.1%	\$1,164,398	-7.3%	\$3,589,568	-2%
OJOS LOCOS SPORTS CANTINA (SAN ANTON...	\$282,743	-21.0%	\$1,125,169	-20.4%	\$3,436,021	-16%
IRON CACTUS (SAN ANTONIO - 78205 - 2)	\$281,699	5.4%	\$1,117,746	21.9%	\$3,049,591	25%
<b>New Braunfels</b>	<b>\$359,342</b>		<b>\$1,371,232</b>		<b>\$2,125,079</b>	
THE POUR HAUS (NEW BRAUNFELS - 78130 - ...	\$359,342		\$1,371,232		\$2,125,079	
<b>Total</b>	<b>\$13,848,080</b>	<b>-8.0%</b>	<b>\$53,187,445</b>	<b>14.2%</b>	<b>\$143,438,030</b>	<b>19%</b>

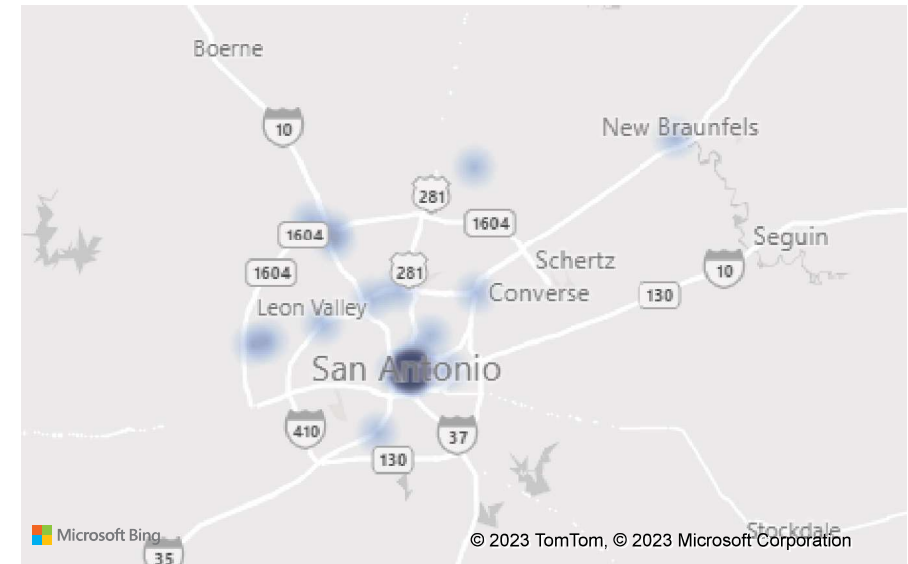
MSA

San Antonio-New Braunfels

Location Map



Heat Map



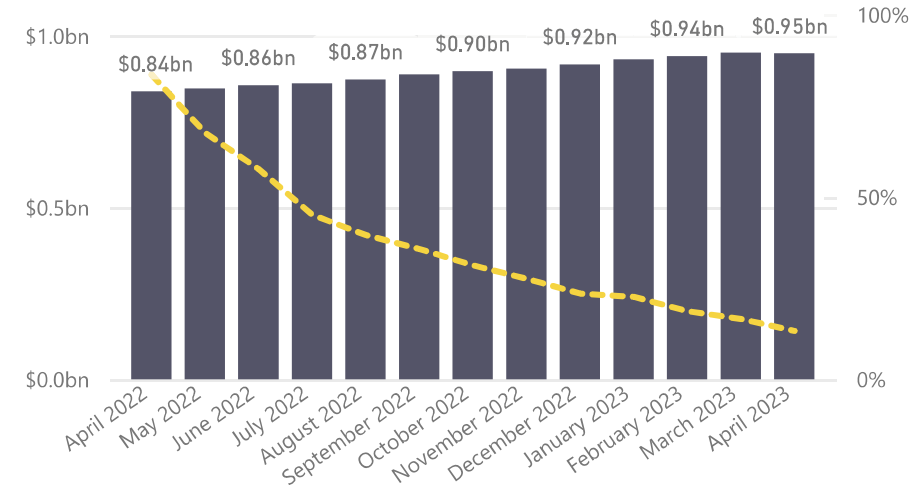
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>San Antonio-New ...</b>	<b>\$82,485,153</b>	<b>-2.4%</b>	<b>\$325,853,072</b>	<b>80.4%</b>	<b>\$948,810,261</b>	<b>\$837,775,364</b>	<b>13%</b>
San Antonio	\$70,486,685	-3.2%	\$279,994,213	29.1%	\$809,008,154	\$716,462,679	13%
New Braunfels	\$5,385,910	2.2%	\$20,342,203	727.4%	\$63,292,244	\$56,055,582	13%
Boerne	\$957,038	-1.1%	\$3,411,894	32.5%	\$10,060,143	\$9,788,194	3%
Spring Branch	\$730,176	22.4%	\$2,806,131	25.0%	\$7,600,362	\$5,564,816	37%
Helotes	\$689,783	9.1%	\$2,646,996	25.2%	\$9,115,739	\$6,547,347	39%
Live Oak	\$651,933	59.8%	\$2,686,878	76.4%	\$7,371,231	\$4,458,984	65%
Seguin	\$542,957	-3.6%	\$2,217,091	13.7%	\$6,433,527	\$5,801,498	11%
Selma	\$533,878	-2.0%	\$2,134,035	234.9%	\$6,473,108	\$6,178,527	5%
Schertz	\$508,917	-7.2%	\$2,010,750	-7.3%	\$6,559,400	\$5,829,657	13%
Alamo Heights	\$473,486	-21.0%	\$1,506,365	-16.2%	\$4,638,925	\$4,931,829	-6%
Universal City	\$388,182	-0.3%	\$1,646,725	10.7%	\$4,722,576	\$4,517,709	5%
Bandera	\$330,962	102.7%	\$1,228,329	12.1%	\$2,923,356	\$1,707,475	71%
Canyon Lake	\$310,013	-18.3%	\$1,142,203	-5.2%	\$4,240,145	\$3,743,677	13%
Cibolo	\$290,302	-25.1%	\$1,308,567	-2.3%	\$3,945,588	\$3,922,165	1%
Shavano Park	\$204,931	2.5%	\$770,692	7.3%	\$2,425,763	\$2,265,225	7%
<b>Total</b>	<b>\$82,485,153</b>	<b>-2.4%</b>	<b>\$325,853,072</b>	<b>80.4%</b>	<b>\$948,810,261</b>	<b>\$837,775,364</b>	<b>13%</b>

MSA

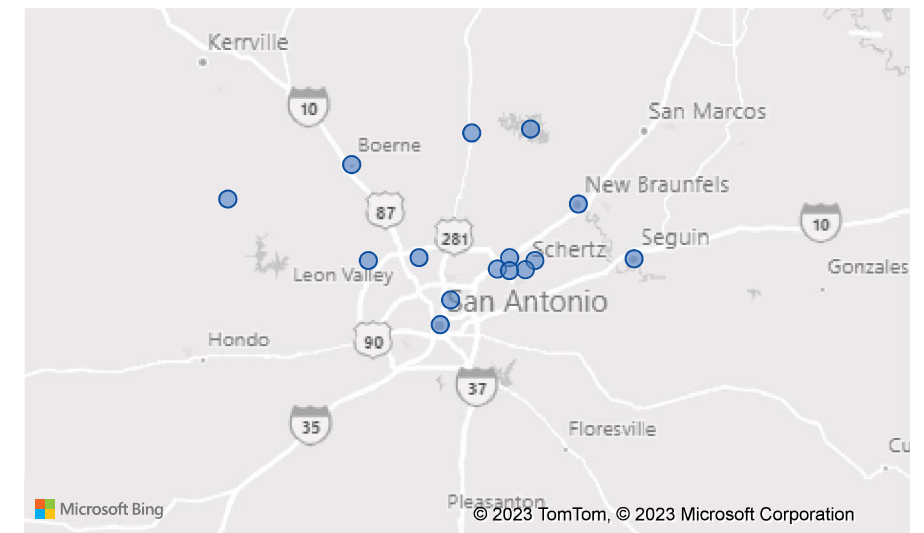
San Antonio-New Braunfels

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



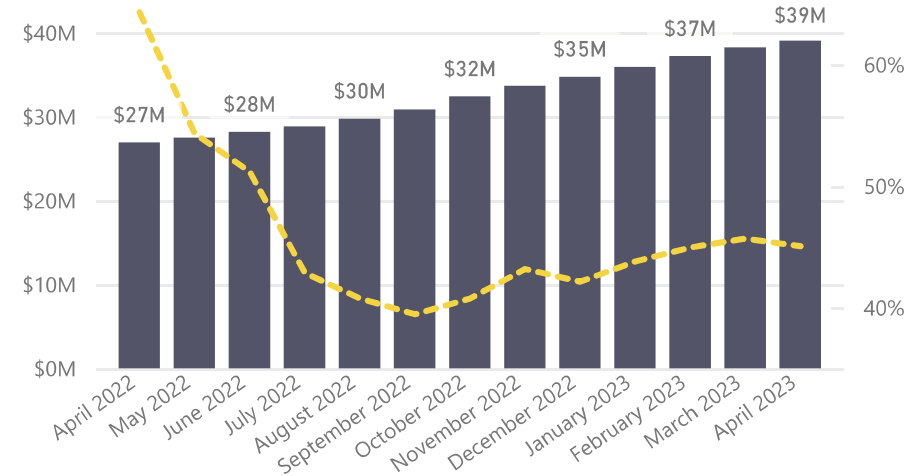
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<input checked="" type="checkbox"/> San Antonio-New ...	<b>\$3,447,987</b>	<b>28.6%</b>	<b>\$13,535,410</b>	<b>28.0%</b>	<b>\$39,022,588</b>	<b>\$26,904,690</b>	<b>45%</b>
Lytle	\$49,638	120.5%	\$213,562	46.6%	\$525,311	\$179,676	192%
Devine	\$21,209	108.6%	\$135,443	-2.4%	\$459,923	\$240,878	91%
Castle Hills	\$171,456	20.1%	\$631,074	48.2%	\$1,741,191	\$950,215	83%
Bandera	\$330,962	102.7%	\$1,228,329	12.1%	\$2,923,356	\$1,707,475	71%
Floresville	\$55,728	-28.4%	\$401,619	6.5%	\$1,308,903	\$781,961	67%
Live Oak	\$651,933	59.8%	\$2,686,878	76.4%	\$7,371,231	\$4,458,984	65%
Comfort	\$61,501	135.6%	\$235,603	-16.1%	\$598,008	\$377,730	58%
Helotes	\$689,783	9.1%	\$2,646,996	25.2%	\$9,115,739	\$6,547,347	39%
Spring Branch	\$730,176	22.4%	\$2,806,131	25.0%	\$7,600,362	\$5,564,816	37%
Bulverde	\$152,979	61.8%	\$437,820	24.5%	\$1,315,804	\$1,007,966	31%
China Grove	\$48,529	7.0%	\$217,428	27.2%	\$608,844	\$467,887	30%
Balcones Heights	\$20,148	8.3%	\$83,432	26.7%	\$222,932	\$179,196	24%
Pleasanton	\$199,426	10.0%	\$749,854	22.7%	\$2,131,030	\$1,805,392	18%
La Vernia	\$196,630	2.9%	\$767,716	3.4%	\$2,266,781	\$1,922,528	18%
Kirby	\$67,889	-3.6%	\$293,525	33.0%	\$833,173	\$712,639	17%
<b>Total</b>	<b>\$3,447,987</b>	<b>28.6%</b>	<b>\$13,535,410</b>	<b>28.0%</b>	<b>\$39,022,588</b>	<b>\$26,904,690</b>	<b>45%</b>

MSA

San Antonio-New Braunfels

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



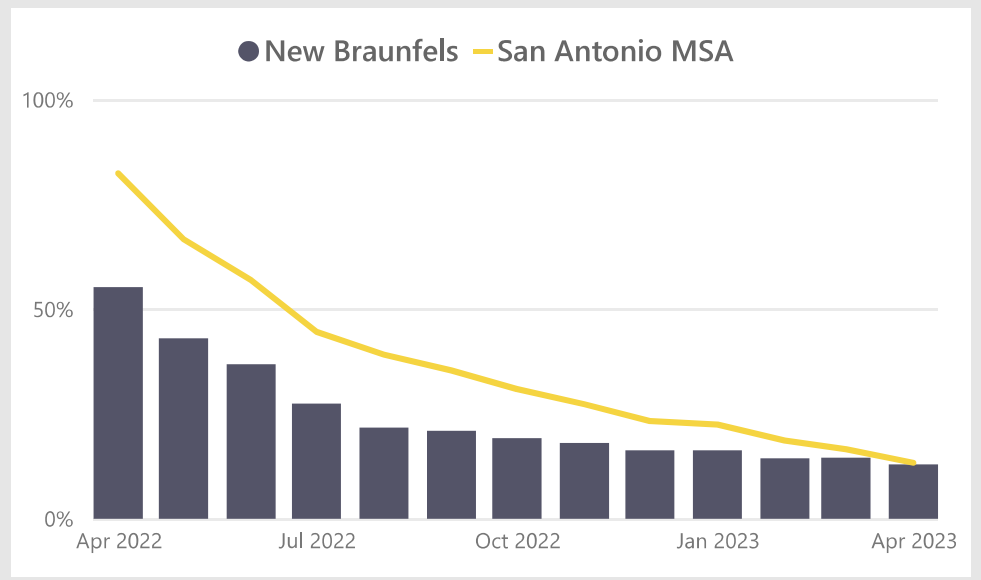
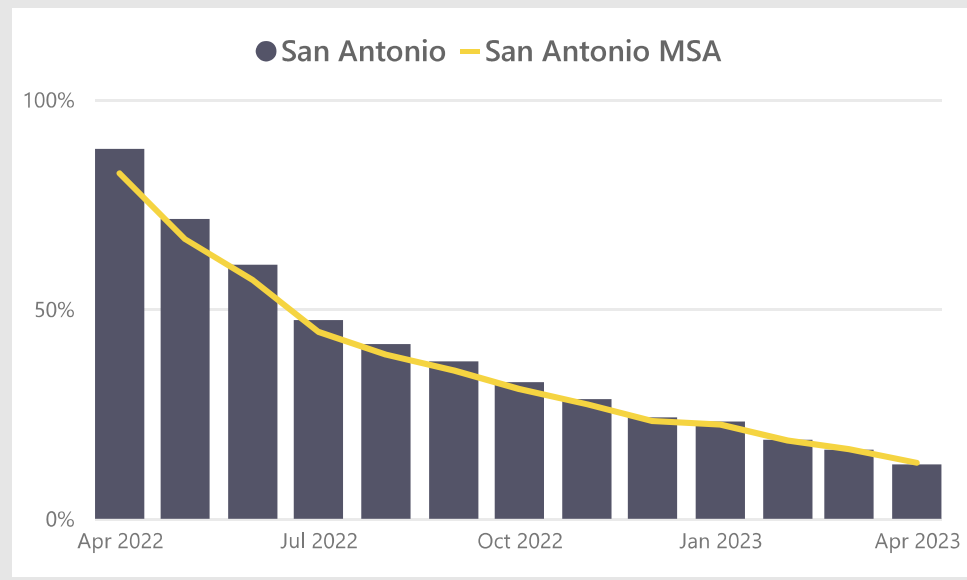
Subject MSA: **San Antonio-New Braunfels** | 
 City - 1: **San Antonio-New Braunfels (Region) + ...** | 
 City - 2: **San Antonio-New Braunfels (Region) + ...** | 
 City - 3: **San Antonio-New Braunfels (Region) + ...** | 
 City - 4: **San Antonio-New Braunfels (Region) + ...**

**San Antonio-New Braunfels**

**\$971,113,361**  
CY-Trailing 12 Month

**13.3%**  
CY-Trailing 12 Month YoY %

**\$857,033,838**  
PY-Trailing 12 Month

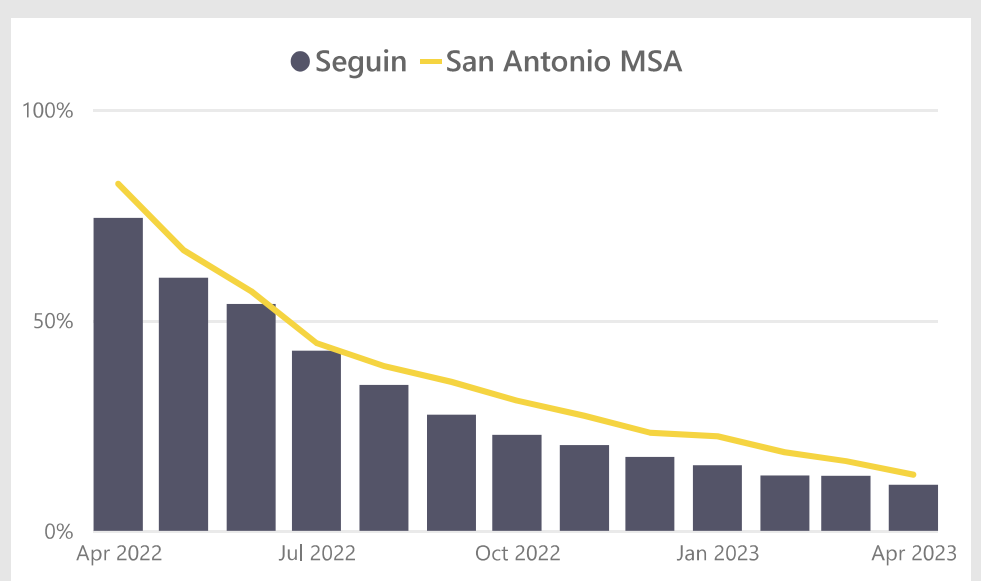
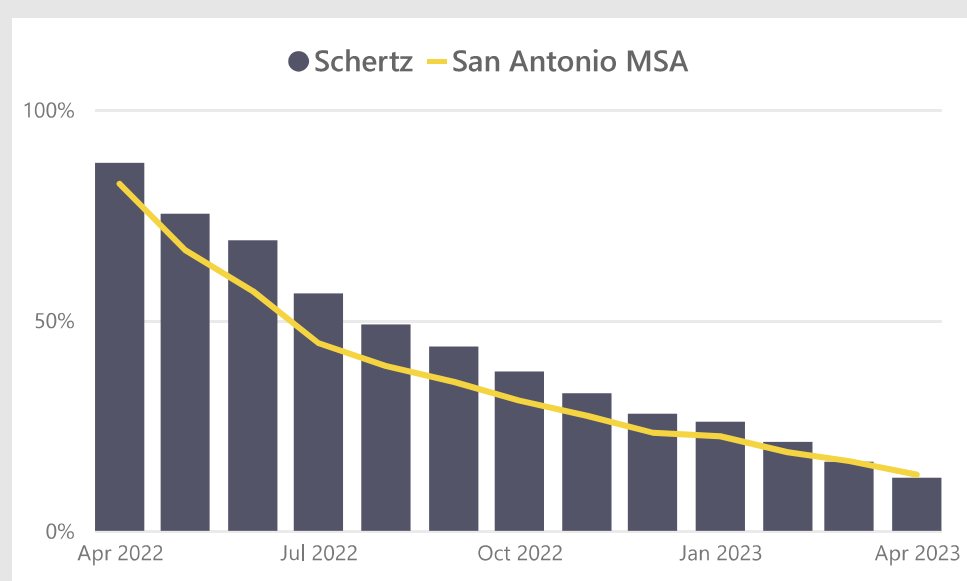


**San Antonio**

**\$809,008,154**  
CY-Trailing 12 Month

**12.9%**  
CY-Trailing 12 Month YoY %

**\$716,462,679**  
PY-Trailing 12 Month



**New Braunfels**

**\$63,292,244**  
CY-Trailing 12 Month

**12.91%**  
CY-Trailing 12 Month YoY %

**\$56,055,582**  
PY-Trailing 12 Month

**Schertz**

**\$6,559,400**  
CY-Trailing 12 Month

**12.52%**  
CY-Trailing 12 Month YoY %

**\$5,829,657**  
PY-Trailing 12 Month

**Seguin**

**\$6,433,527**  
CY-Trailing 12 Month

**10.89%**  
CY-Trailing 12 Month YoY %

**\$5,801,498**  
PY-Trailing 12 Month

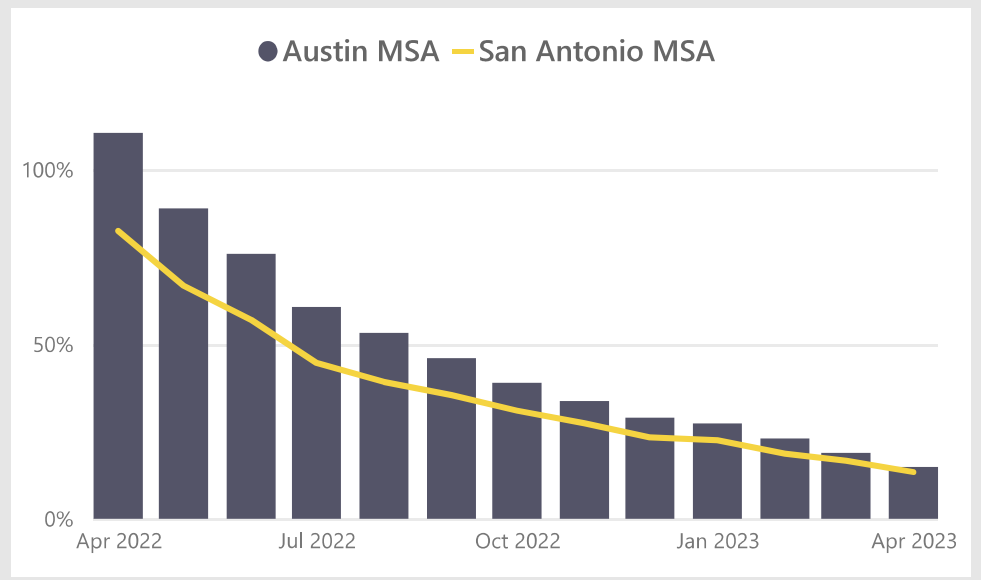
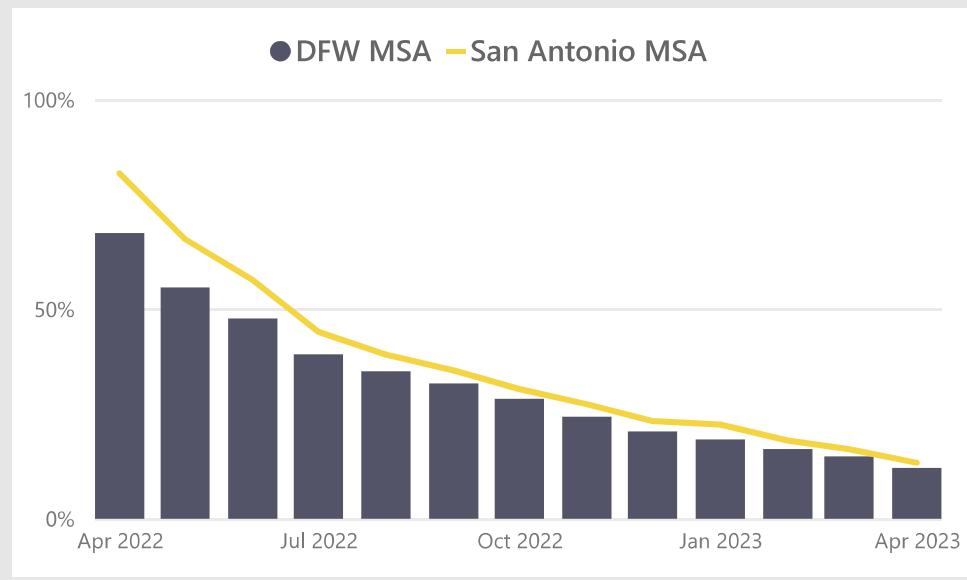


Subject MSA: **San Antonio-New Braunfels** | 
 MSA - 1: **Dallas-Fort Worth** | 
 MSA - 2: **Austin-Round Rock-San Marcos** | 
 MSA - 3: **Houston-The Woodlands-Sugarland** | 
 MSA - 4: **El Paso**

**San Antonio-New Braunfels**

**\$971,113,361** **13.3%**  
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

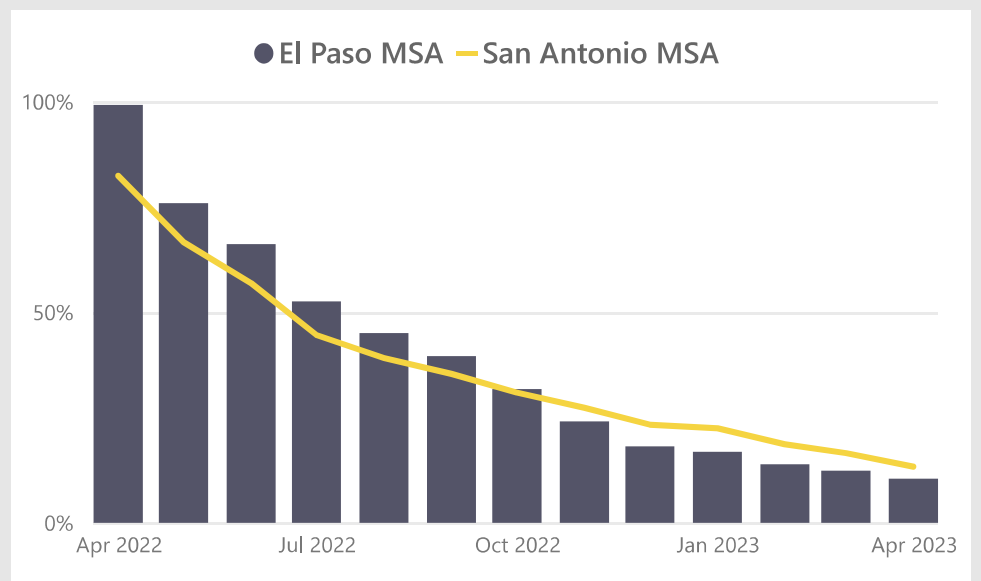
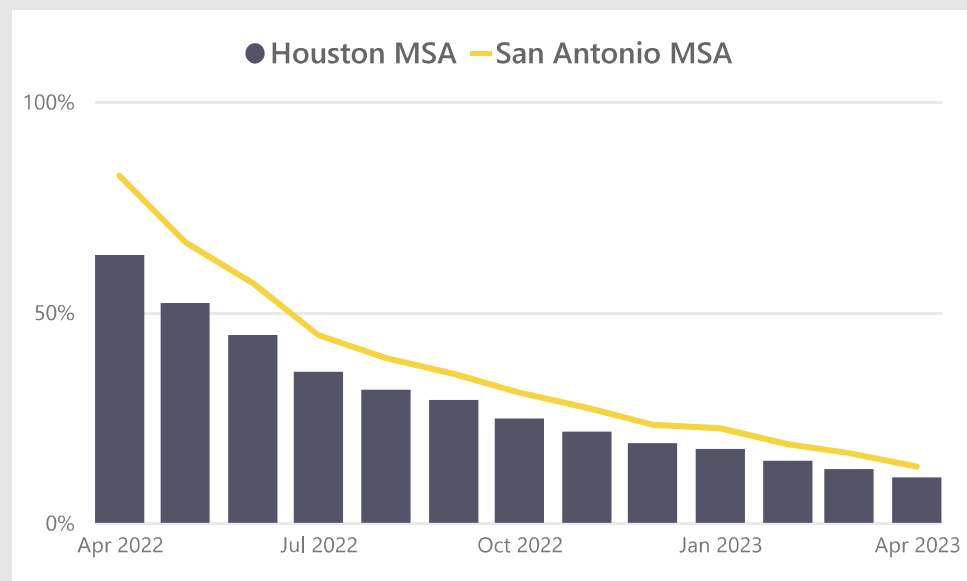
**\$857,033,838**  
 PY-Trailing 12 Month



**Dallas-Fort Worth**

**\$3,172,642,336** **12.0%**  
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

**\$2,832,054,229**  
 PY-Trailing 12 Month



**Austin-Round Rock-San Marcos**

**\$1,452,898,033** **14.74%**  
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

**\$1,266,299,302**  
 PY-Trailing 12 Month

**Houston-The Woodlands-Sugarland**

**\$2,423,921,090** **10.74%**  
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

**\$2,188,919,649**  
 PY-Trailing 12 Month

**El Paso**

**\$238,763,728** **10.42%**  
 CY-Trailing 12 Month CY-Trailing 12 Month YoY %

**\$216,229,031**  
 PY-Trailing 12 Month

MSA

San Antonio-New Braunfels

MSA Snapshot

13.3%

City YoY %

\$971,113,361

CY-Trailing 12 Month

\$857,033,838

PY-Trailing 12 Month

State Snapshot

12%

State YoY %

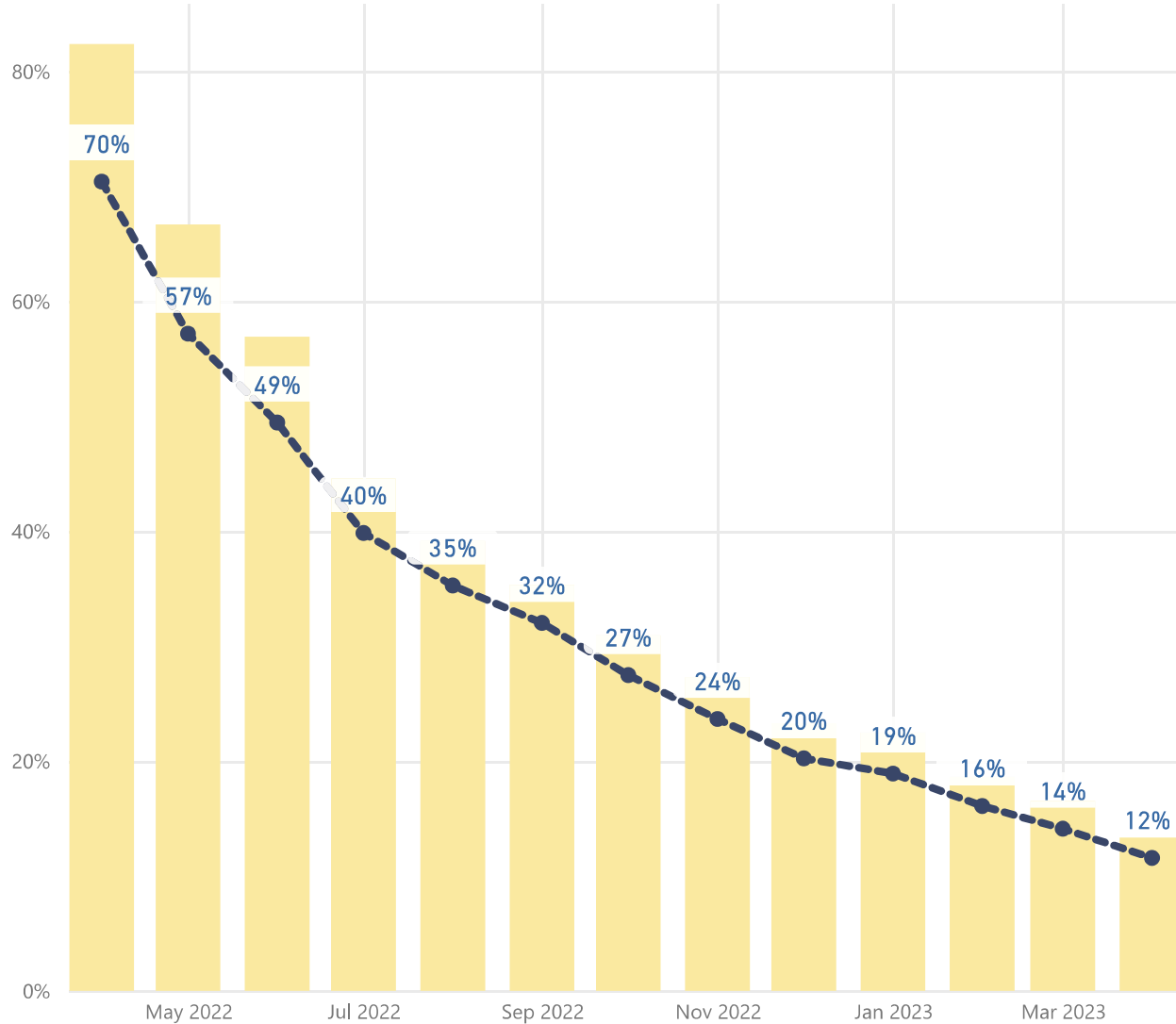
\$9,955,165,978

CY-Trailing 12 Month

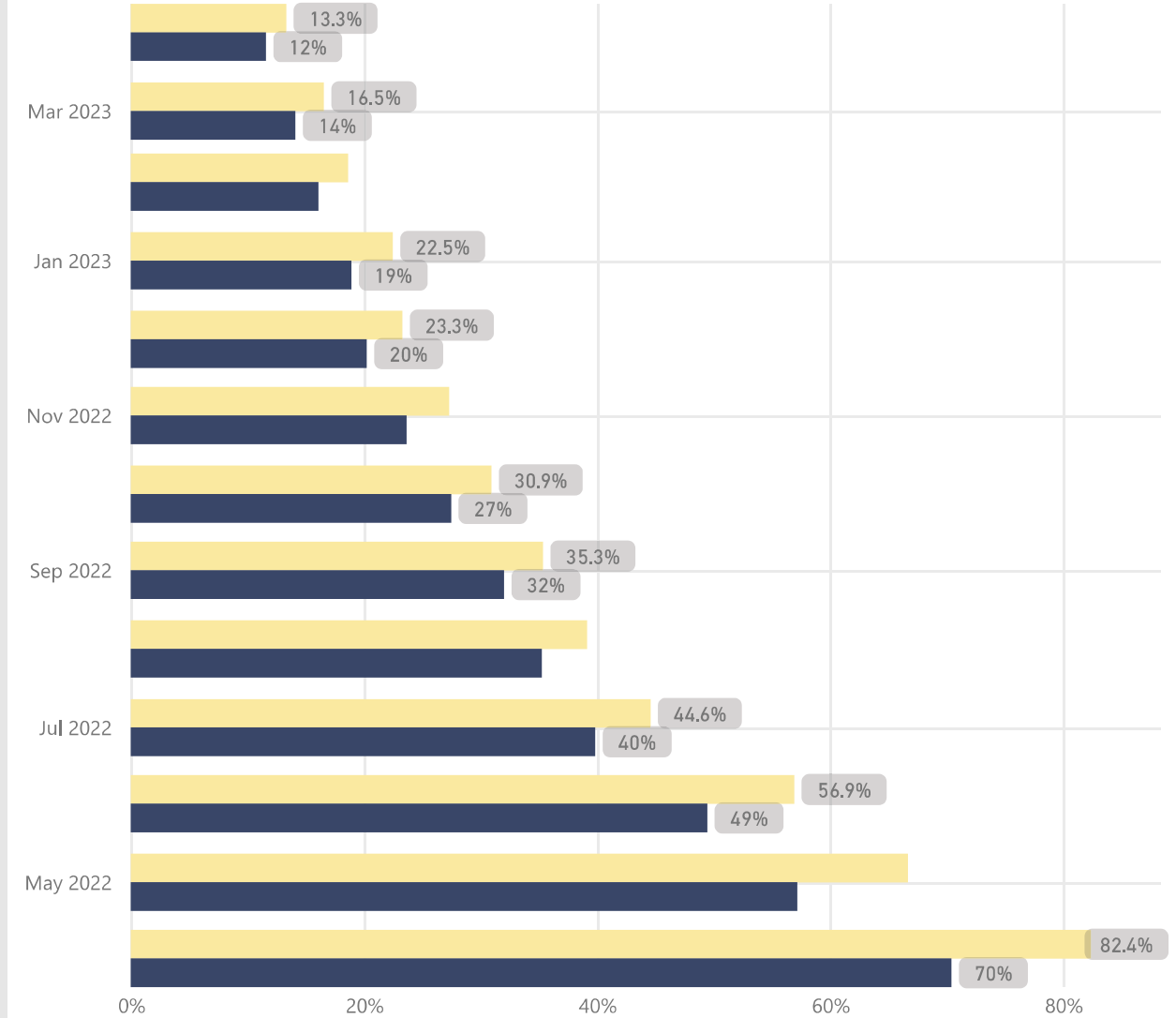
\$8,922,934,022

PY-Trailing 12 Month

● San Antonio MSA ● State



● San Antonio MSA ● State



# AUSTIN MSA

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TABC Sales Summary

Top 30 Locations – Current Month Sales

Top 15 Cities – TTM Volume

Top 15 Cities – TTM % Increase

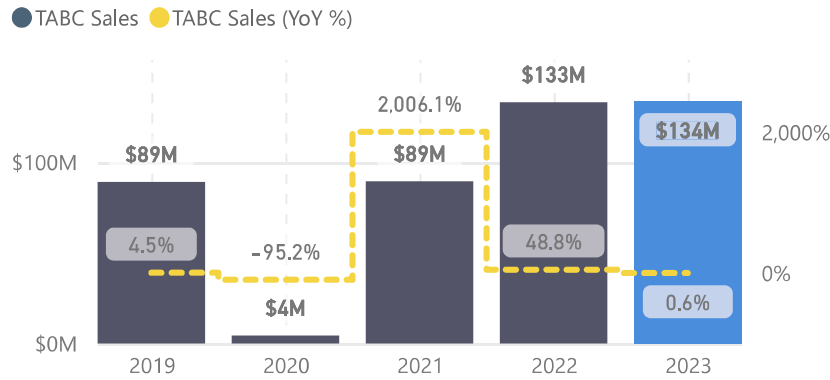
Comparison – Adjacent Cities

Comparison – Region + Top Cities

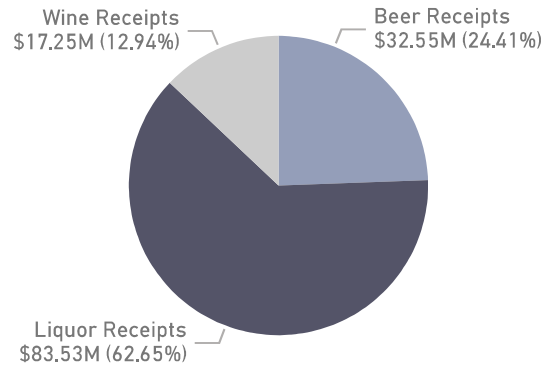
Comparison – State



YoY Apr 2023 Comparison



Apr 2023 Category %



Apr 2023 Receipts

**\$83,527,971**  
Liquor Sales

**\$17,254,032**  
Wine Sales

**\$32,550,050**  
Beer Sales

**\$133.8M** Total Receipts

**0.6%** Month YoY %

MSA

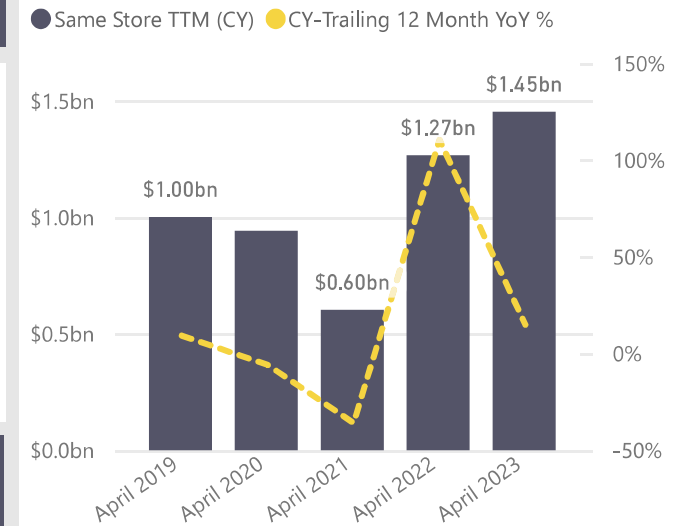
Austin-Round Rock-San Marcos

Austin-Round Rock-San Marcos

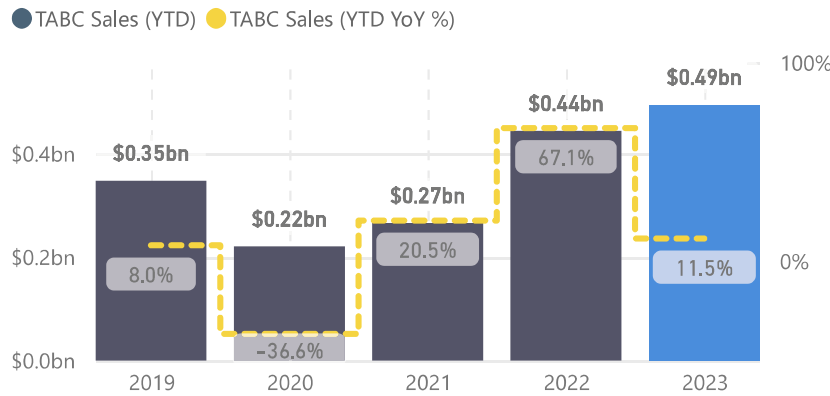
**1,532** Locations Reporting > \$0

**\$948,367** TTM Per Location

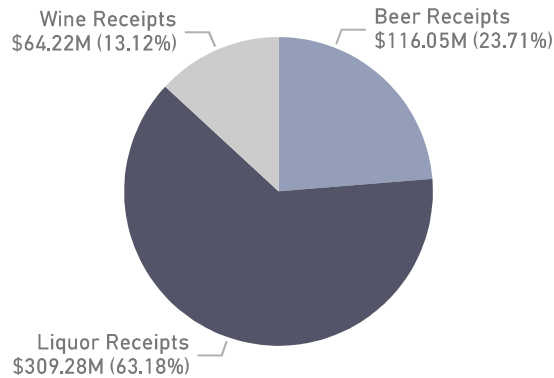
TTM YoY Comparison Apr 2023



YTD Apr 2023 Comparison



YTD Apr 2023 - Category %



YTD Apr 2023 Receipts

**\$309,277,897**  
Liquor Sales

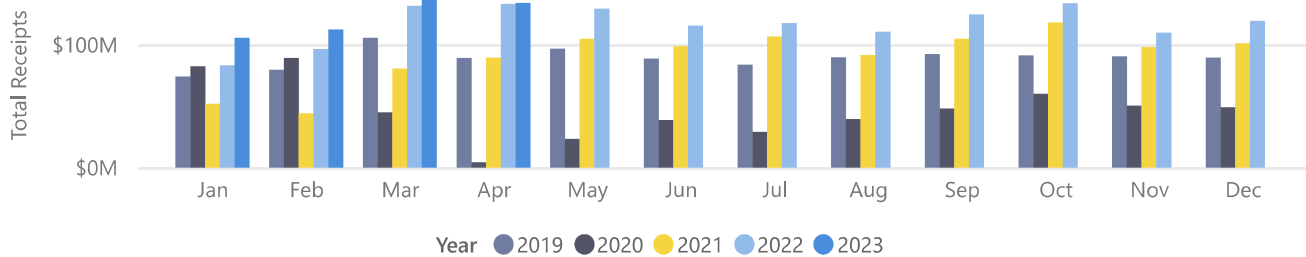
**\$64,223,066**  
Wine Sales

**\$116,053,474**  
Beer Sales

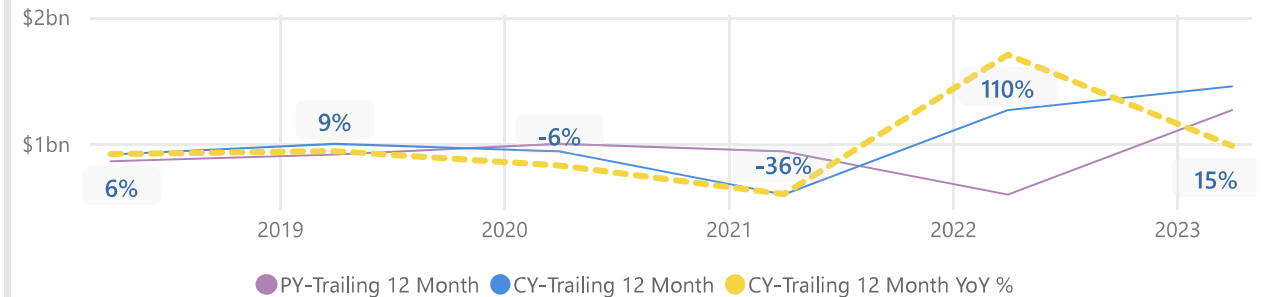
**\$494.4M** Total Receipts

**11.5%** YTD YoY %

YTD MoM + YoY Comparison Apr 2023



TTM YoY % Comparison Apr 2023

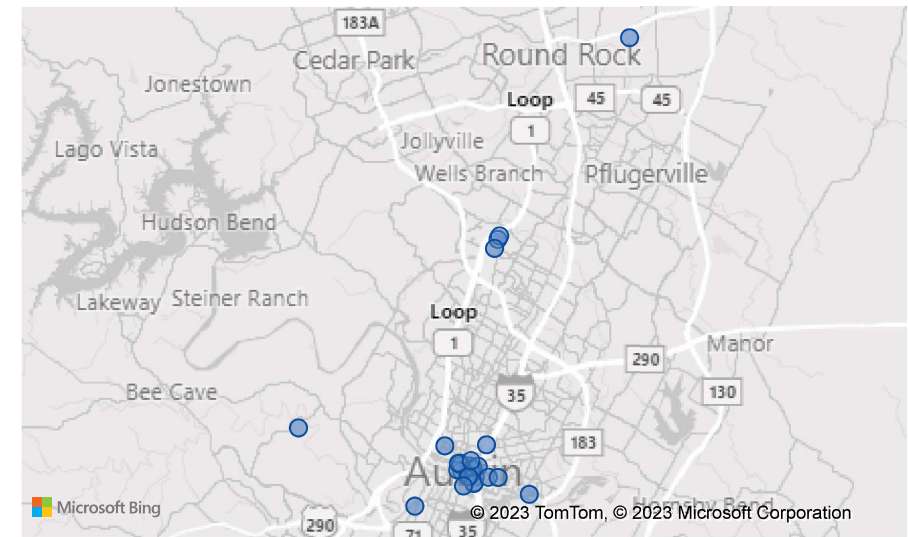


City	TABC Sales (Current Month)	TABC Sales YoY %	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales YoY % (TTM)
<b>Austin</b>	<b>\$21,167,726</b>	<b>52.9%</b>	<b>\$63,819,462</b>	<b>53.8%</b>	<b>\$180,117,218</b>	<b>55%</b>
SCOOT INN CONCESSION COMPANY, LLC (A...	\$3,159,711	4,378.5%	\$3,564,495	1,318.2%	\$3,926,534	621%
WLS BEVERAGE CO (AUSTIN - 78701 - 37)	\$1,502,130	3.6%	\$5,792,177	42.3%	\$16,670,011	50%
MOODY CENTER AT UNIVERSITY OF TEXAS (A...	\$1,355,986		\$4,335,887		\$17,987,659	
OMNI BARTON CREEK RESORT & SPA (AUSTI...	\$1,088,197	12.1%	\$3,008,124	17.4%	\$8,738,817	7%
FAIRMONT AUSTIN HOTEL (AUSTIN - 78701 - ...	\$1,087,475	1.4%	\$3,448,801	20.7%	\$11,604,685	35%
PROPER HOTEL (AUSTIN - 78701 - 1)	\$861,629	11.1%	\$3,012,660	24.1%	\$8,341,775	33%
3TEN THEATER & ACL LIVE AT MOODY THEAT...	\$859,967		\$2,335,539		\$2,335,539	
UNBARLIEVABLE (AUSTIN - 78701 - 1)	\$794,080	-38.2%	\$2,732,580	-28.1%	\$9,626,301	-3%
MATT'S EL RANCHO, INC. (AUSTIN - 78704 - 3)	\$725,971	12.9%	\$2,599,909	21.7%	\$7,883,912	28%
WLS BEVERAGE COMPANY (AUSTIN - 78701 - ...	\$685,355	-7.7%	\$2,564,855	14.8%	\$7,960,965	32%
SAN JACINTO BEVERAGE COMPANY LLC (AUS...	\$590,092	-1.9%	\$2,004,134	11.3%	\$5,798,038	38%
ABA AUSTIN (AUSTIN - 78704 - 1)	\$583,038	8.9%	\$1,924,030	22.0%	\$5,252,251	17%
ROSE ROOM/ 77 DEGREES (AUSTIN - 78758 - ...	\$581,189	-41.0%	\$2,231,562	-19.6%	\$7,698,728	-14%
JEFFREY'S RESTAURANT & BAR/JOSEPHINE H...	\$572,404	42.9%	\$1,705,924	15.6%	\$4,850,498	14%
BUFORD'S (AUSTIN - 78701 - 1)	\$515,124	26.0%	\$1,954,931	48.9%	\$5,433,725	38%
CENTRAL MACHINE (AUSTIN - 78702 - 1)	\$490,489	61.2%	\$1,721,937	52.4%	\$3,478,547	30%
WHISLER'S (AUSTIN - 78702 - 1)	\$481,641	-12.7%	\$1,775,630	1.1%	\$5,030,302	9%
OJOS LOCOS SPORTS CANTINA (AUSTIN - 78...	\$475,519	3.6%	\$1,795,045	5.0%	\$5,174,223	-3%
TOP GOLF (AUSTIN - 78758 - 4)	\$458,344	2.6%	\$1,120,688	-27.5%	\$4,302,622	-8%
THE LINE (AUSTIN - 78701 - 1)	\$457,689	-8.4%	\$1,497,031	0.1%	\$4,890,880	3%
ASYLUM CC, LLC (AUSTIN - 78701 - 1)	\$454,613		\$715,854		\$715,854	
CULINARY DROPOUT (AUSTIN - 78758 - 1)	\$452,962	-0.9%	\$1,566,165	7.0%	\$4,532,949	4%
CANTINA 512 (AUSTIN - 78701 - 1)	\$433,637	610.5%	\$1,551,290	2,441.6%	\$4,826,061	
THOMPSON HOTEL (AUSTIN - 78701 - 2)	\$431,405	21.9%	\$1,557,663	121.0%	\$4,219,595	499%
STUBB'S BAR-B-Q (AUSTIN - 78701 - 1)	\$425,366	10.7%	\$1,039,057	-15.4%	\$3,932,920	18%
ALOFT/ELEMENT AUSTIN DT (AUSTIN - 78701...	\$420,449		\$1,592,944		\$3,059,493	
SUPERSTITION (AUSTIN - 78704 - 1)	\$411,671		\$1,988,520		\$2,033,296	
MAYFAIR (AUSTIN - 78701 - 1)	\$409,070		\$1,203,126		\$5,599,379	
THE BEEZ KNEEZ/THE CAT'S PAJAMAS (AUSTI...	\$402,523	4.4%	\$1,478,904	33.1%	\$4,211,659	27%
<b>Round Rock</b>	<b>\$1,093,213</b>	<b>-0.4%</b>	<b>\$3,981,571</b>	<b>8.6%</b>	<b>\$12,690,070</b>	<b>5%</b>
KALAHARI RESORT (ROUND ROCK - 78665 - 1)	\$1,093,213	-0.4%	\$3,981,571	8.6%	\$12,690,070	5%
<b>Total</b>	<b>\$22,260,939</b>	<b>49.0%</b>	<b>\$67,801,033</b>	<b>50.2%</b>	<b>\$192,807,288</b>	<b>50%</b>

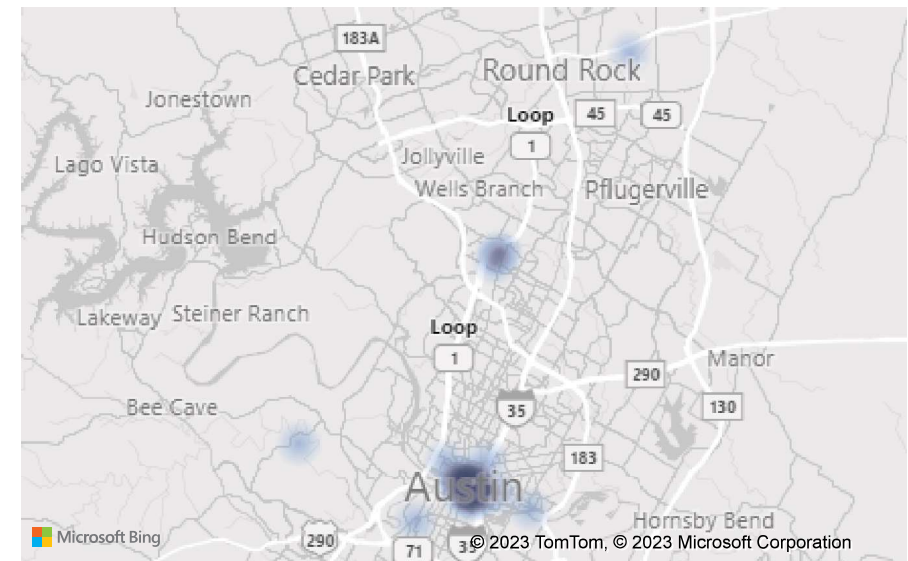
MSA

Austin-Round Rock-San Marcos

Location Map



Heat Map



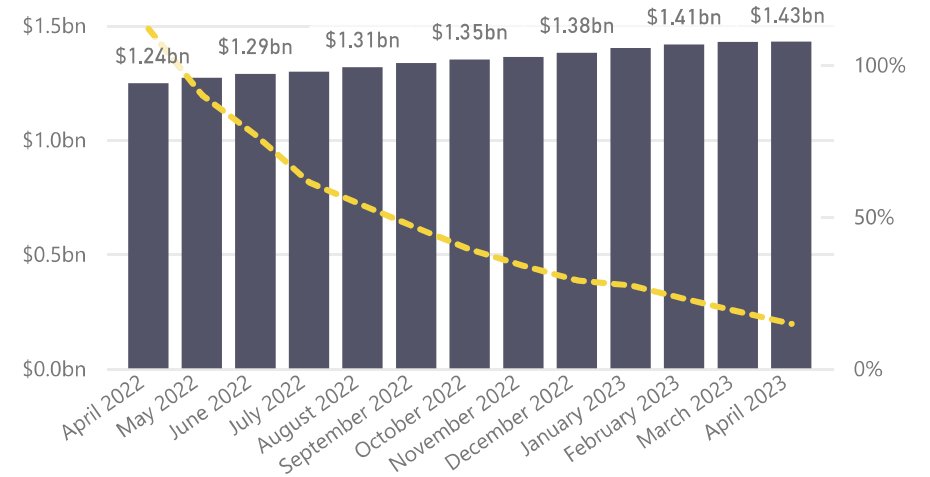
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>Austin-Round Roc...</b>	<b>\$131,435,352</b>	<b>0.5%</b>	<b>\$485,436,183</b>	<b>30.9%</b>	<b>\$1,426,594,381</b>	<b>\$1,244,681,050</b>	<b>15%</b>
<b>Austin</b>	\$109,167,273	0.4%	\$398,945,267	31.2%	\$1,172,275,472	\$1,015,465,483	15%
<b>Round Rock</b>	\$5,821,882	3.8%	\$23,350,974	62.2%	\$68,108,912	\$60,443,423	13%
<b>San Marcos</b>	\$3,528,577	-1.6%	\$13,906,425	25.2%	\$40,966,854	\$37,968,625	8%
<b>Cedar Park</b>	\$2,781,798	1.3%	\$10,648,075	15.5%	\$30,715,468	\$28,428,224	8%
<b>Georgetown</b>	\$2,199,621	6.7%	\$8,160,299	22.3%	\$23,721,103	\$21,641,702	10%
<b>Pflugerville</b>	\$1,408,220	-1.1%	\$5,780,358	38.0%	\$17,057,534	\$13,799,078	24%
<b>Lakeway</b>	\$1,057,996	-13.1%	\$4,068,165	7.6%	\$12,770,928	\$12,134,684	5%
<b>Buda</b>	\$975,713	10.9%	\$3,875,529	14.6%	\$10,663,048	\$9,199,279	16%
<b>Dripping Springs</b>	\$963,030	-2.1%	\$3,082,734	-8.9%	\$9,604,975	\$9,986,749	-4%
<b>Bee Cave</b>	\$783,156	-15.2%	\$3,121,785	2.0%	\$9,500,808	\$9,499,411	0%
<b>Kyle</b>	\$674,169	4.2%	\$2,585,796	16.0%	\$7,722,465	\$6,225,948	24%
<b>Bastrop</b>	\$654,487	4.4%	\$2,573,814	74.2%	\$7,538,656	\$6,629,857	14%
<b>Leander</b>	\$556,375	4.1%	\$1,962,581	0.4%	\$6,115,510	\$5,419,626	13%
<b>Wimberley</b>	\$539,723	10.6%	\$2,025,914	22.8%	\$5,934,971	\$4,533,726	31%
<b>Hutto</b>	\$323,332	-5.3%	\$1,348,467	4.8%	\$3,897,677	\$3,305,235	18%
<b>Total</b>	<b>\$131,435,352</b>	<b>0.5%</b>	<b>\$485,436,183</b>	<b>30.9%</b>	<b>\$1,426,594,381</b>	<b>\$1,244,681,050</b>	<b>15%</b>

MSA

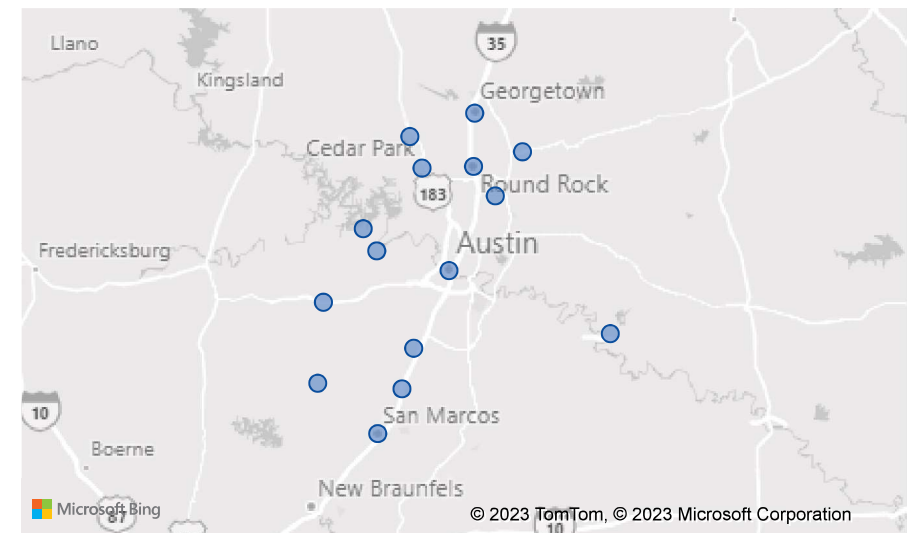
Austin-Round Rock-San Marcos

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



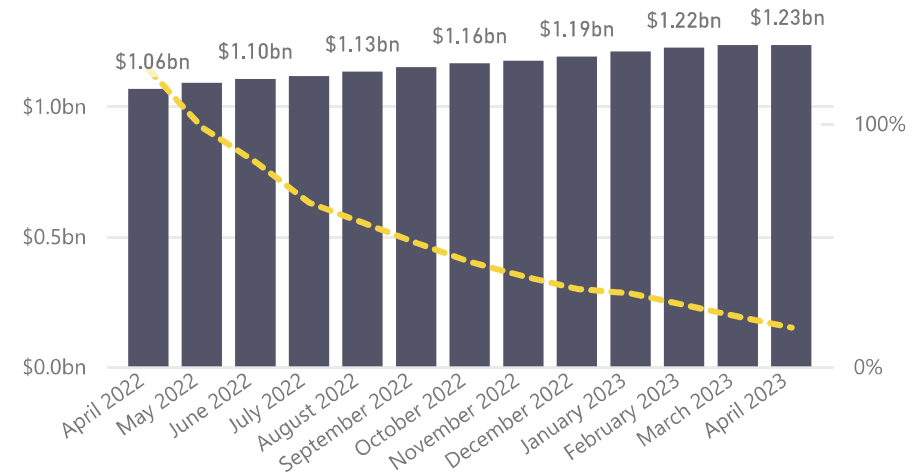
Region	TABC Sales (Current Month)	TABC Sales YoY% (Current Month)	TABC Sales (YTD)	TABC Sales YoY % (YTD)	TABC Sales (TTM)	TABC Sales - PY (TTM)	TABC Sales YoY% (TTM)
<b>Austin-Round Roc...</b>	<b>\$114,580,063</b>	<b>0.6%</b>	<b>\$420,325,332</b>	<b>30.4%</b>	<b>\$1,233,941,410</b>	<b>\$1,064,536,121</b>	<b>16%</b>
Jonestown	\$150,618	-10.2%	\$618,105	65.2%	\$1,848,580	\$580,866	218%
Florence	\$95,461	25.6%	\$346,773	26.0%	\$886,551	\$382,700	132%
Manor	\$203,494	31.2%	\$775,044	11.0%	\$2,222,877	\$1,625,041	37%
Wimberley	\$539,723	10.6%	\$2,025,914	22.8%	\$5,934,971	\$4,533,726	31%
Liberty Hill	\$336,348	29.0%	\$1,305,801	-7.4%	\$3,358,851	\$2,632,707	28%
Jarrell	\$101,439	-7.6%	\$423,099	26.7%	\$1,258,180	\$988,448	27%
Rollingwood	\$29,438	67.7%	\$117,415	81.3%	\$342,620	\$275,580	24%
Kyle	\$674,169	4.2%	\$2,585,796	16.0%	\$7,722,465	\$6,225,948	24%
Pflugerville	\$1,408,220	-1.1%	\$5,780,358	38.0%	\$17,057,534	\$13,799,078	24%
Hutto	\$323,332	-5.3%	\$1,348,467	4.8%	\$3,897,677	\$3,305,235	18%
Sunset Valley	\$225,719	-0.5%	\$888,835	26.2%	\$2,661,113	\$2,263,058	18%
West Lake Hills	\$328,657	-5.8%	\$1,202,669	20.7%	\$3,630,497	\$3,101,333	17%
Buda	\$975,713	10.9%	\$3,875,529	14.6%	\$10,663,048	\$9,199,279	16%
Austin	\$109,167,273	0.4%	\$398,945,267	31.2%	\$1,172,275,472	\$1,015,465,483	15%
Granger	\$20,459	104.3%	\$86,260		\$180,974	\$157,639	15%
<b>Total</b>	<b>\$114,580,063</b>	<b>0.6%</b>	<b>\$420,325,332</b>	<b>30.4%</b>	<b>\$1,233,941,410</b>	<b>\$1,064,536,121</b>	<b>16%</b>

MSA

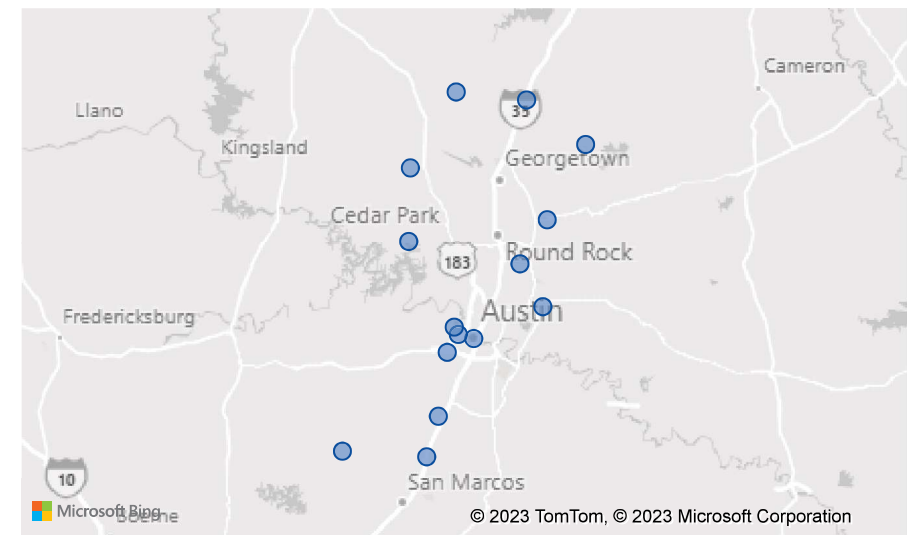
Austin-Round Rock-San Marcos

Top 15 - YoY Comparison

● Same Store TTM (CY) ● CY-Trailing 12 Month YoY %



Location Map



**Subject MSA** ▼  
 Austin-Round Rock-San Marcos ▼

**City - 1** ▼  
 Austin-Round Rock-San Marcos (Region... ▼

**City - 2** ▼  
 Austin-Round Rock-San Marcos (Region... ▼

**City - 3** ▼  
 Austin-Round Rock-San Marcos (Region... ▼

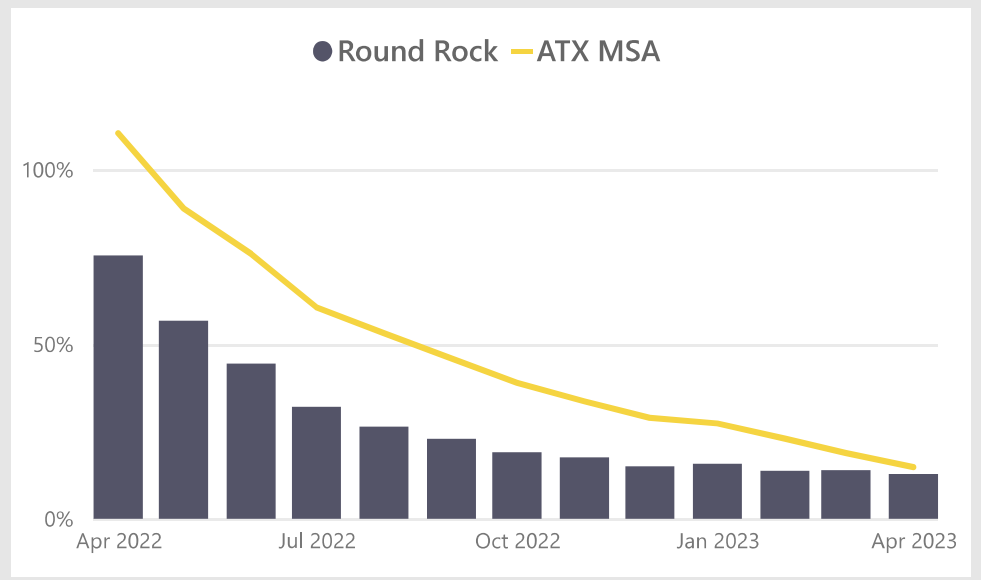
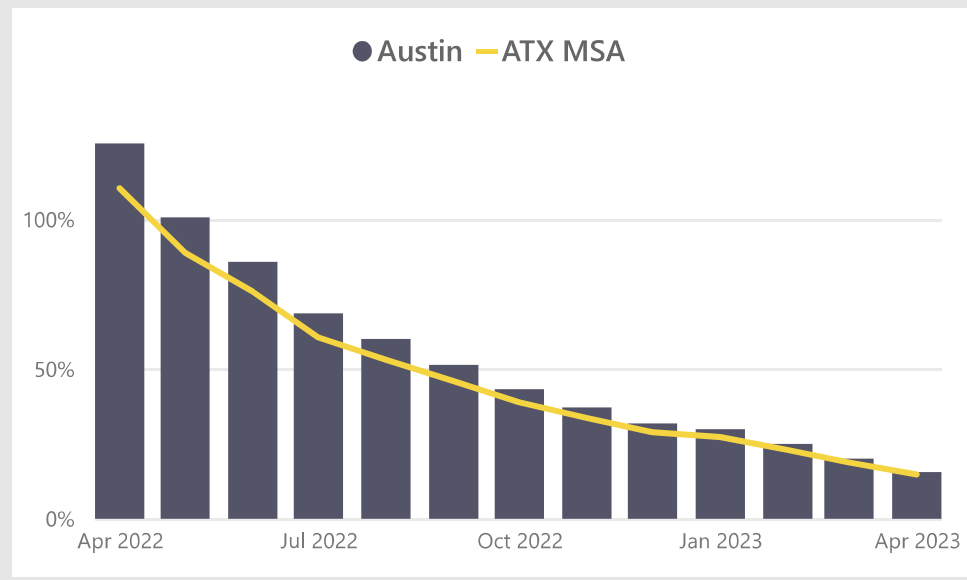
**City - 4** ▼  
 Austin-Round Rock-San Marcos (Region... ▼

**Austin-Round Rock-San Marcos**

**\$1,452,898,033**  
CY-Trailing 12 Month

**14.7%**  
CY-Trailing 12 Month YoY %

**\$1,266,299,302**  
PY-Trailing 12 Month

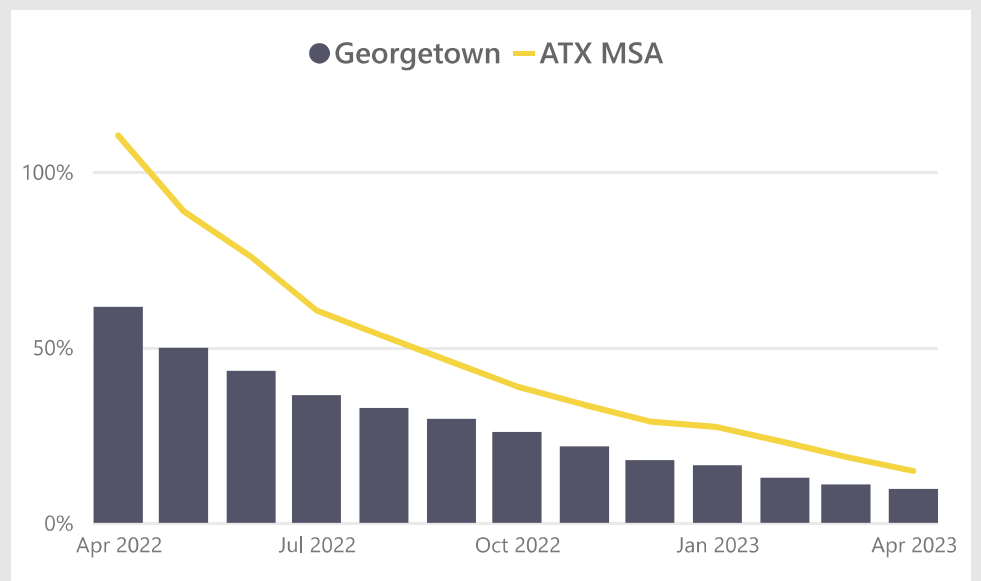
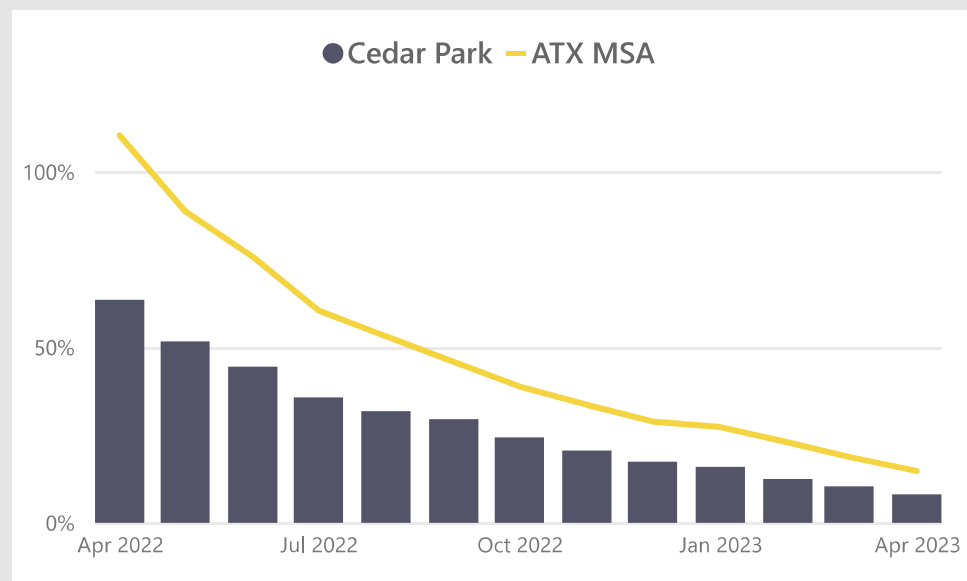


**Austin**

**\$1,172,275,472**  
CY-Trailing 12 Month

**15.4%**  
CY-Trailing 12 Month YoY %

**\$1,015,465,483**  
PY-Trailing 12 Month



**Round Rock**

**\$68,108,912**  
CY-Trailing 12 Month

**12.68%**  
CY-Trailing 12 Month YoY %

**\$60,443,423**  
PY-Trailing 12 Month

**Cedar Park**

**\$30,715,468**  
CY-Trailing 12 Month

**8.05%**  
CY-Trailing 12 Month YoY %

**\$28,428,224**  
PY-Trailing 12 Month

**Georgetown**

**\$23,721,103**  
CY-Trailing 12 Month

**9.61%**  
CY-Trailing 12 Month YoY %

**\$21,641,702**  
PY-Trailing 12 Month



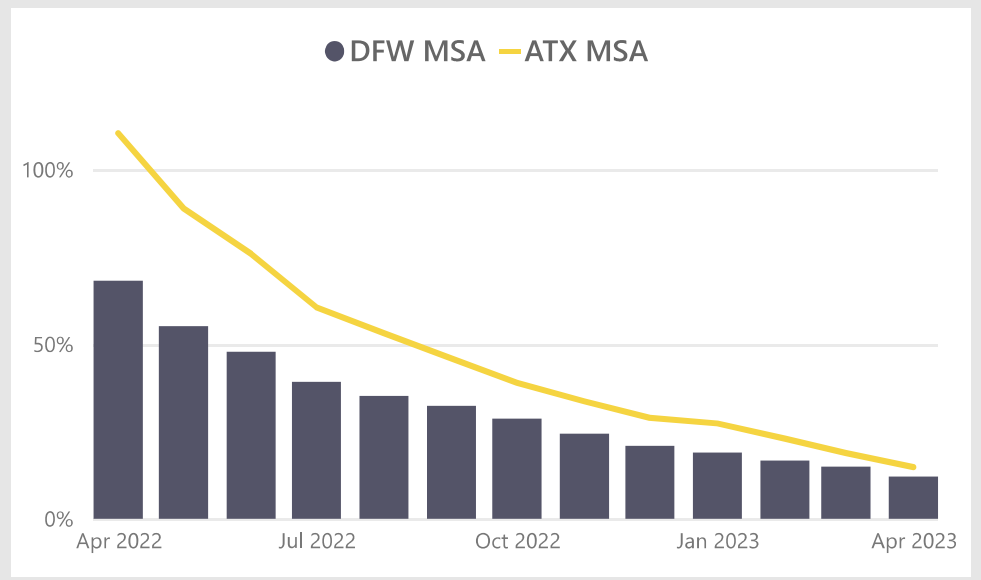
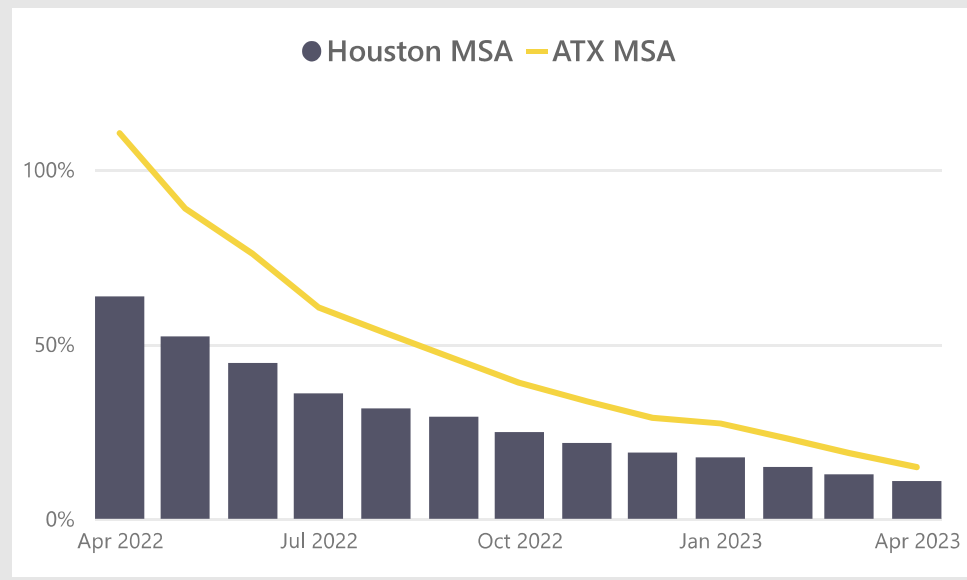
Subject MSA: **Austin-Round Rock-San Marcos** |
 MSA - 1: **Houston-The Woodlands-Sugarland** |
 MSA - 2: **Dallas-Fort Worth** |
 MSA - 3: **San Antonio-New Braunfels** |
 MSA - 4: **El Paso**

**Austin-Round Rock-San Marcos**

**\$1,452,898,033**  
CY-Trailing 12 Month

**14.7%**  
CY-Trailing 12 Month YoY %

**\$1,266,299,302**  
PY-Trailing 12 Month

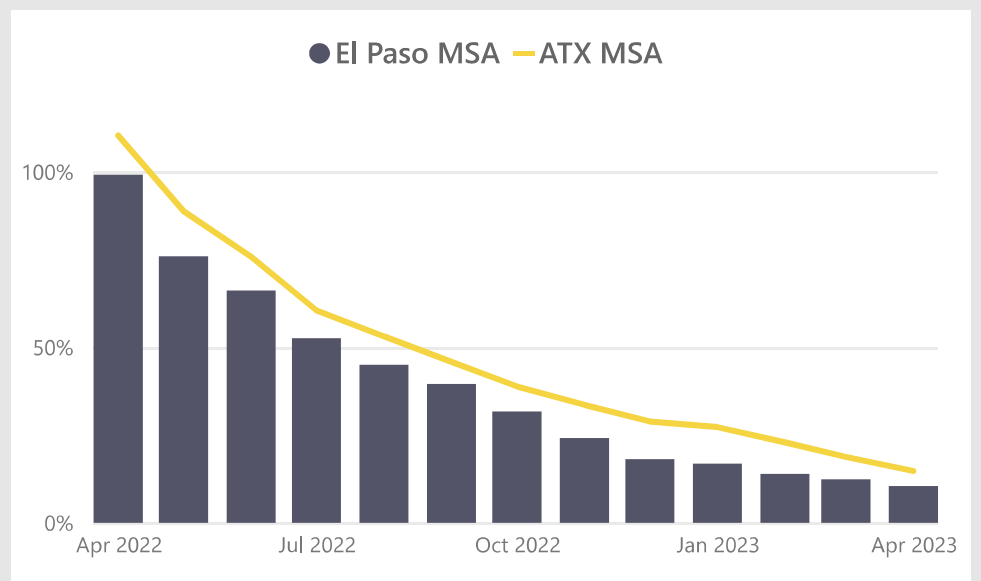
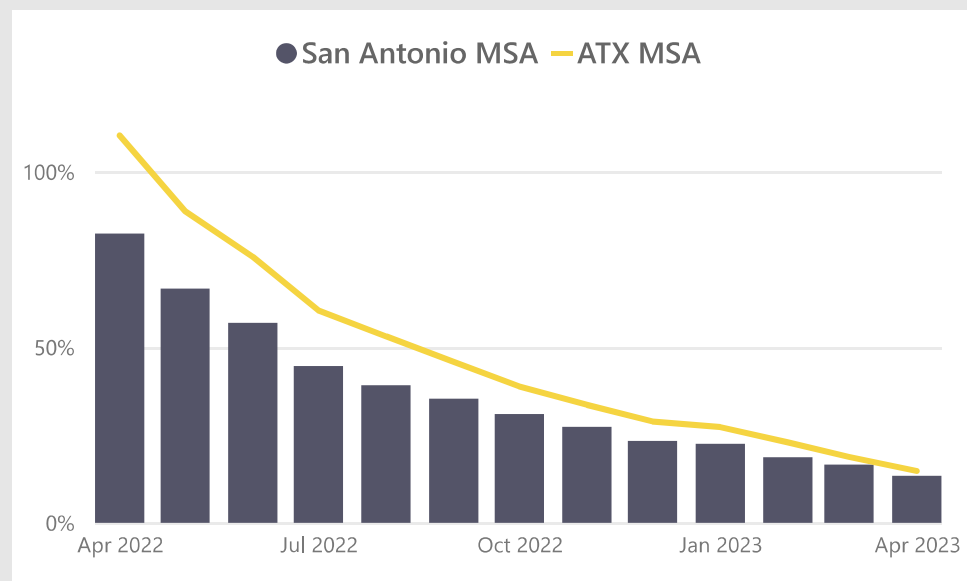


**Houston-The Woodlands-Sugarland**

**\$2,423,921,090**  
CY-Trailing 12 Month

**10.7%**  
CY-Trailing 12 Month YoY %

**\$2,188,919,649**  
PY-Trailing 12 Month



**Dallas-Fort Worth**

**\$3,172,642,336**  
CY-Trailing 12 Month

**12.03%**  
CY-Trailing 12 Month YoY %

**\$2,832,054,229**  
PY-Trailing 12 Month

**San Antonio-New Braunfels**

**\$971,113,361**  
CY-Trailing 12 Month

**13.31%**  
CY-Trailing 12 Month YoY %

**\$857,033,838**  
PY-Trailing 12 Month

**El Paso**

**\$238,763,728**  
CY-Trailing 12 Month

**10.42%**  
CY-Trailing 12 Month YoY %

**\$216,229,031**  
PY-Trailing 12 Month

MSA

Austin-Round Rock-San Marcos

MSA Snapshot

14.7%

City YoY %

\$1,452,898,033

CY-Trailing 12 Month

\$1,266,299,302

PY-Trailing 12 Month

State Snapshot

12%

State YoY %

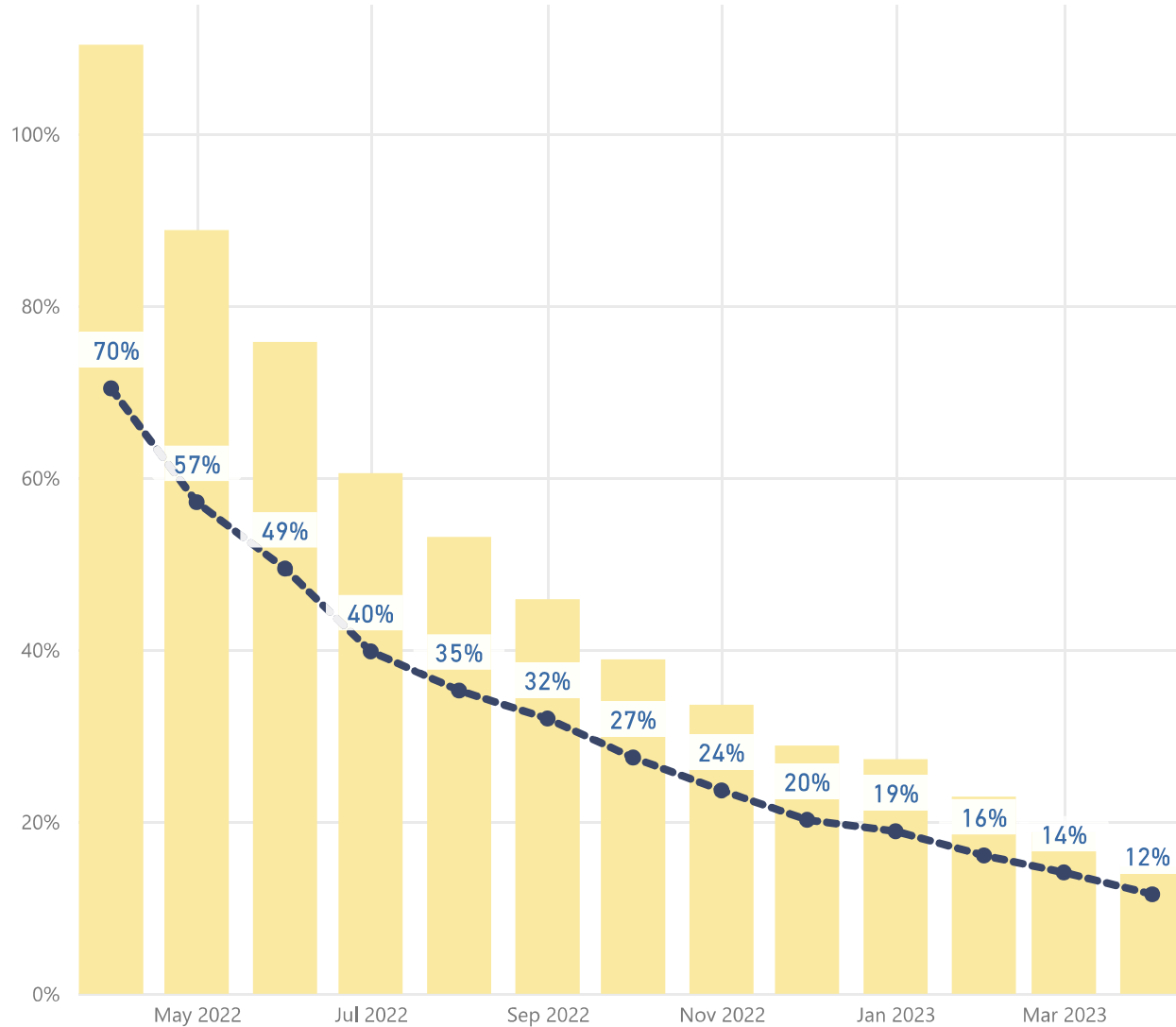
\$9,955,165,978

CY-Trailing 12 Month

\$8,922,934,022

PY-Trailing 12 Month

● ATX MSA ● State



● ATX MSA ● State

