

February 2021 Financial Update

(activity thru December 2020)

February 22, 2021

Charae McDaniel

Chief Financial Officer



Sales Tax Trends



(collections thru Jan 2021)

2.0% Sales and Use Tax:

- S&U combined – up 10.08% for the month and up 0.42% year-to-date
 - Sales tax – up 9.56% for the month and up 0.81% year-to-date
 - Use tax – up 19.92% for the month and down 6.93% year-to-date

2.0% Lodger's Tax & 1.0% Auto Rental Tax:

- LART Combined – down 29.99% for the month and down 39.67% year-to-date
 - Lodger's Tax – down 32.27% for the month and down 40.52% year-to-date
 - Auto Rental Tax – down 12.33% for the month and down 29.59% year-to-date

0.62% Road Tax:

- 2C Road Tax – up 10.07% for the month and up 0.38% year-to-date

Sales Tax Trends



(collections thru Jan 2021)

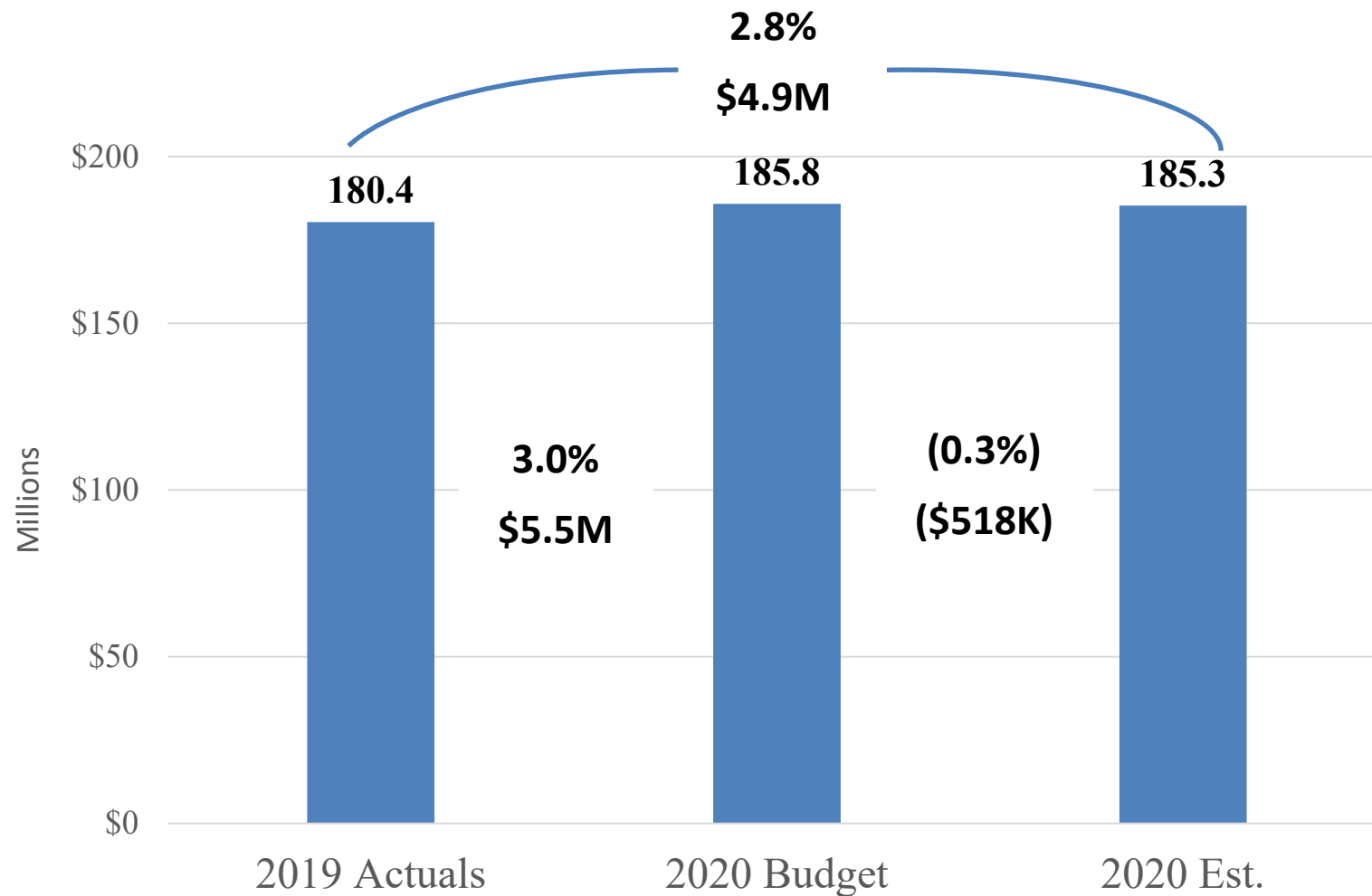
Category	\$ Change 2020 YTD compared to 2019 YTD	% Change 2020 YTD compared to 2019 YTD
Auto Dealers	170,511	1.1%
Auto Repair, Leases	(283,619)	(3.5%)
Building Materials	3,874,156	19.7%
Business Services *	180,973	3.6%
Clothing	(1,251,289)	(18.1%)
Commercial Machines *	(645,044)	(17.9%)
Department/Discount	676,142	4.7%
Furniture/Appliances/Electronics	(20,693)	(0.2%)
Grocery	1,063,997	13.8%
Hotel/Motel	(4,757,846)	(49.4%)
Medical Marijuana	790,219	40.9%
Miscellaneous Retail	3,848,544	19.1%
Restaurants	(3,403,297)	(14.8%)
Utilities	(331,064)	(9.2%)

*The most volatile categories

Sales Tax Trends



Sales Tax Revenue 2019 to 2020

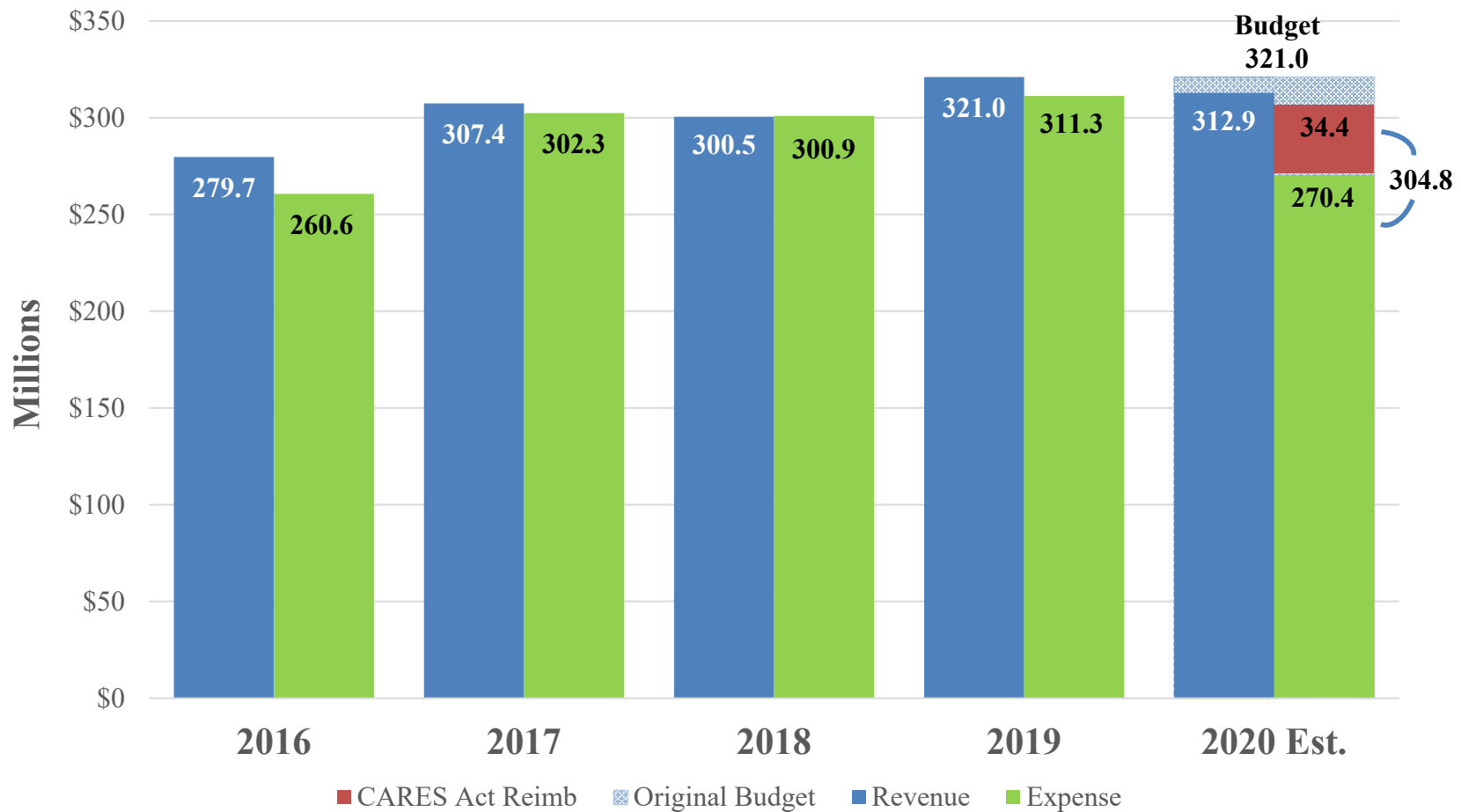


2020 General Fund Expenditures



(activity thru Dec 2020)

YTD Revenue & Expense Actuals



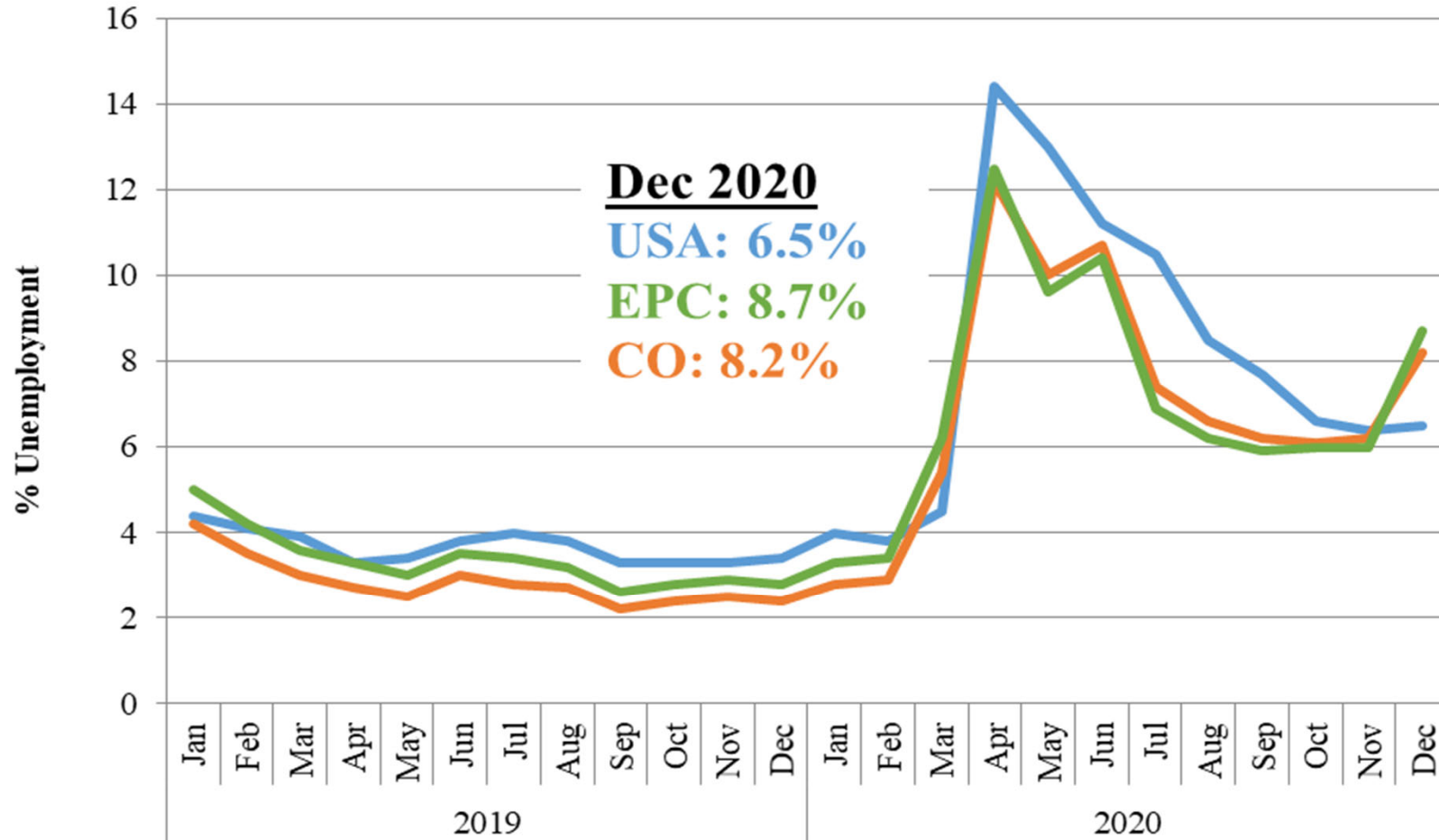
Note: Excludes Capital Lease Purchases

Economic Indicators



(activity thru Dec 2020)

Unemployment Rate

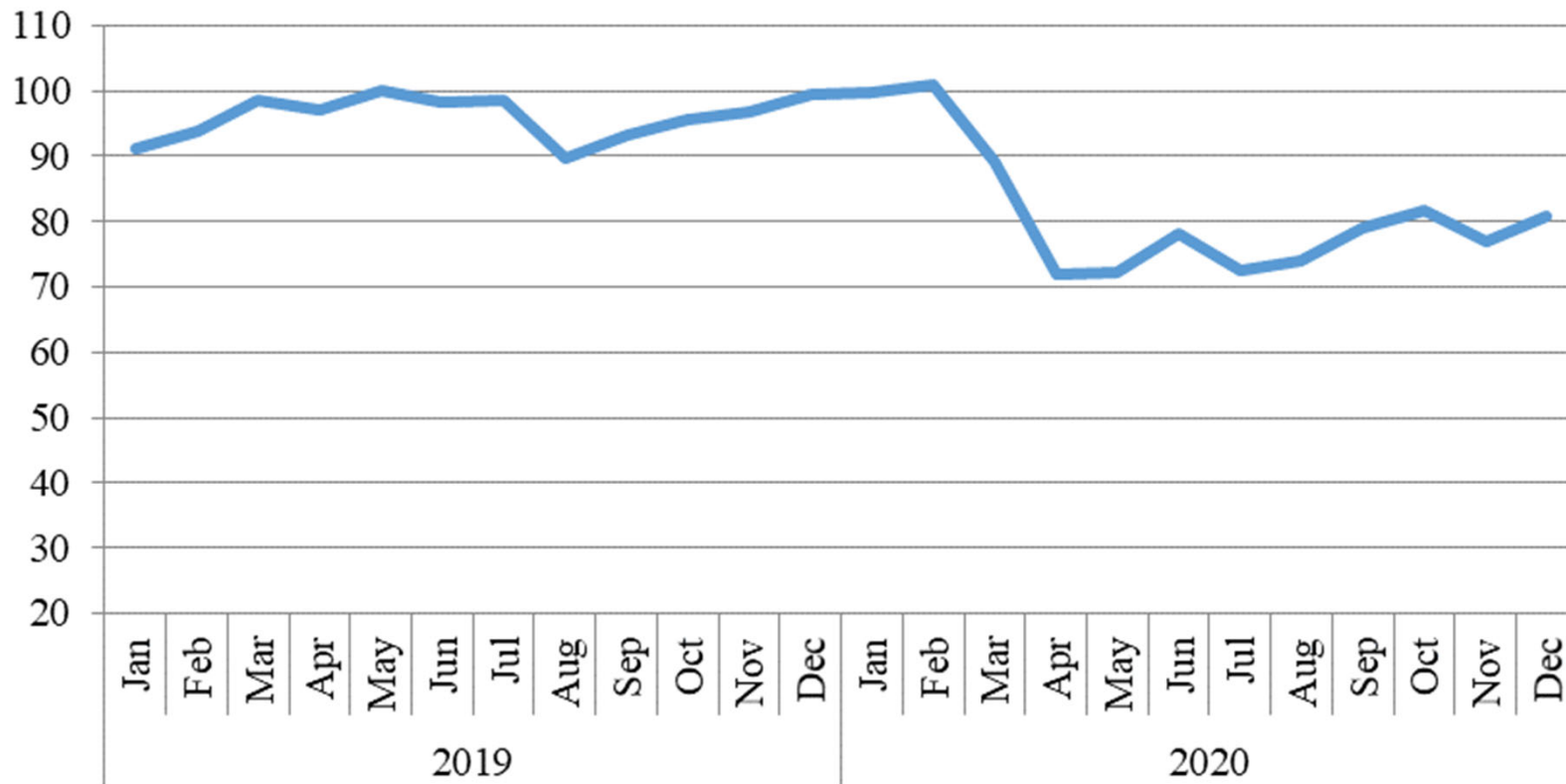


Economic Indicators



(activity thru Dec 2020)

Index of Consumer Sentiment

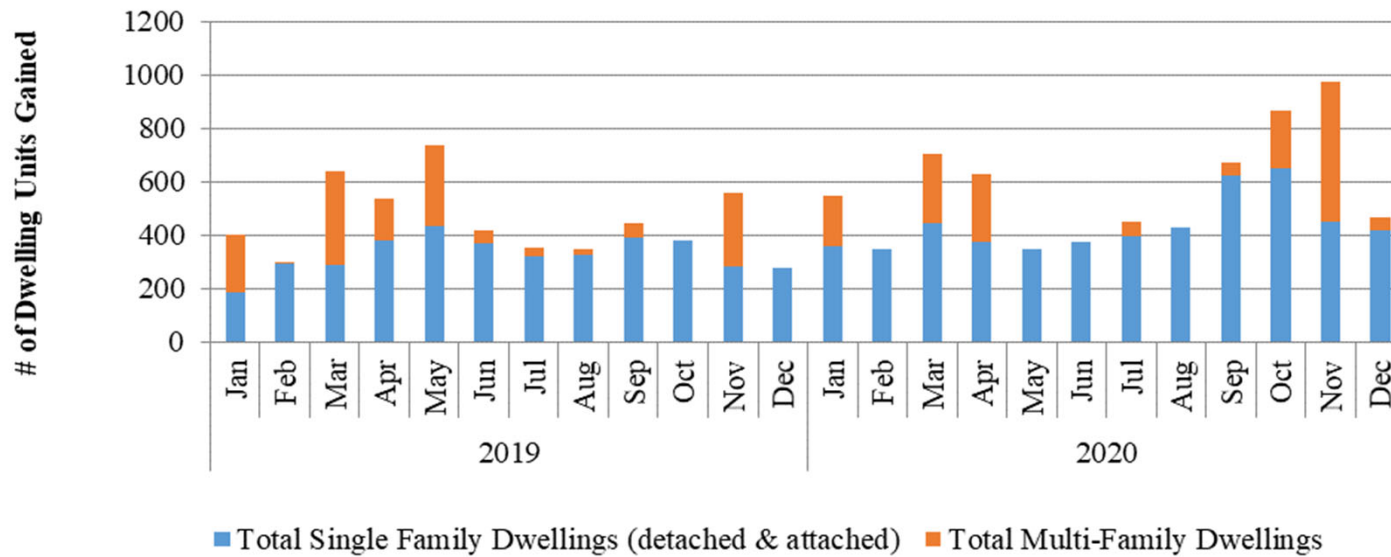


Economic Indicators



Pikes Peak Region Residential Building Permits

(activity thru Dec 2020)



YTD Activity	2020	2019	% Change
Single Family Dwellings	5,217	3,929	32.8
Multi-Family Dwellings	1,601	1,458	9.8

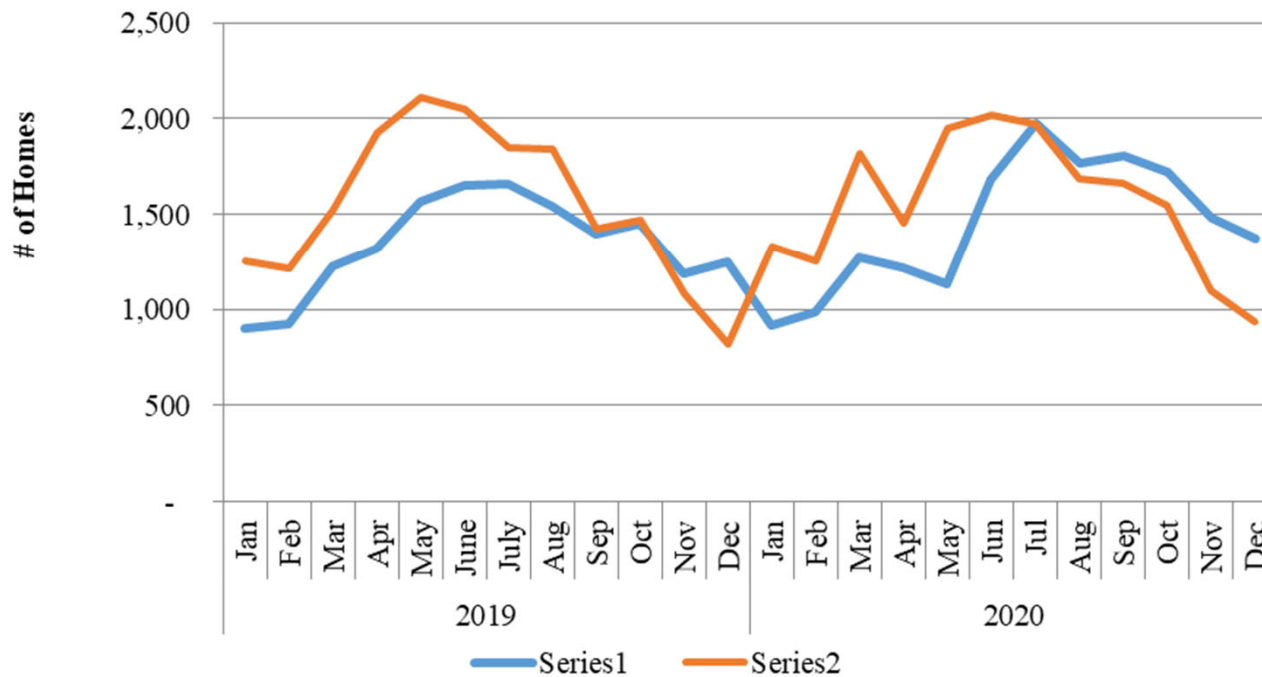
YTD Valuation	2020	2019	% Change
Total Residential	2,190,372,588	1,699,601,250	28.9

Economic Indicators



Pikes Peak Region Home Sales Single Family/Patio Homes

(activity thru Dec 2020)



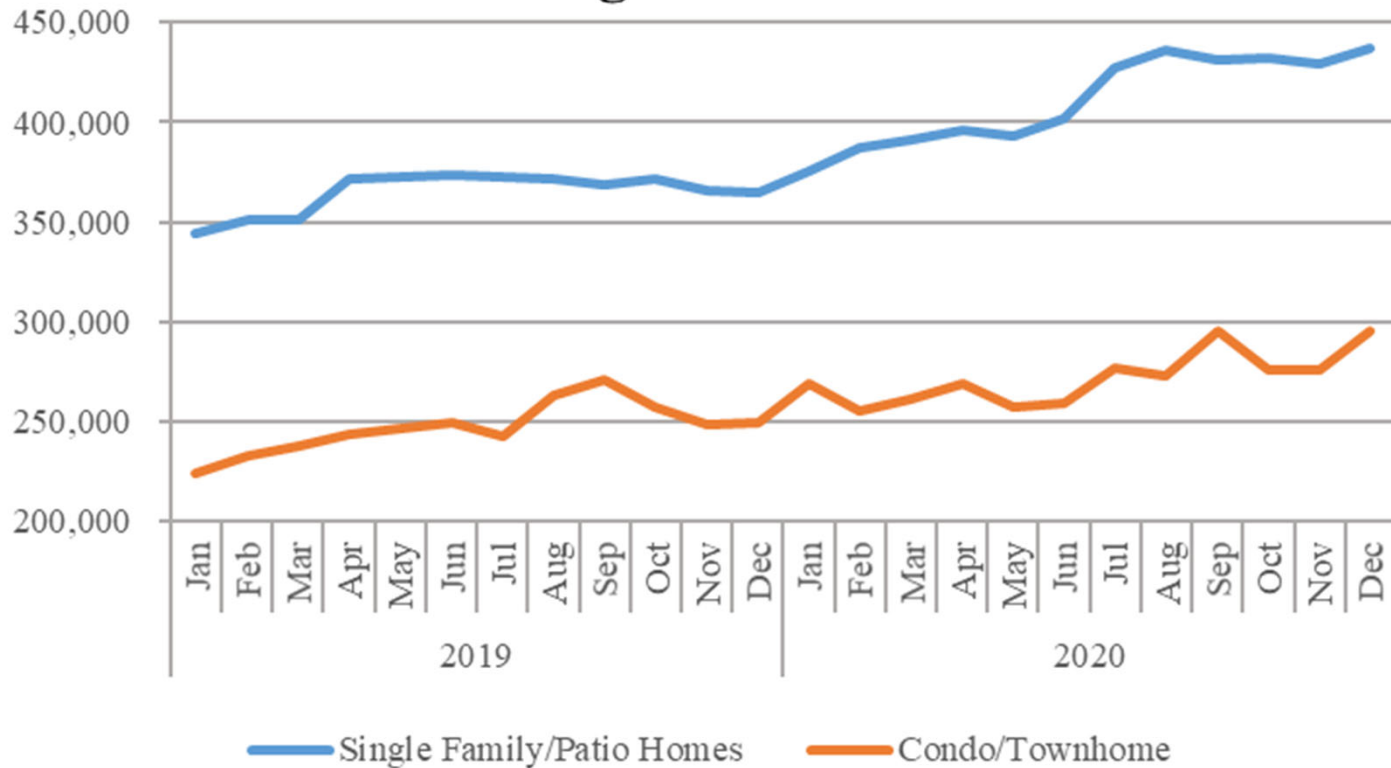
YTD Activity	2020	2019	% Change
Sales	17,337	16,065	7.9
New Listings	18,747	18,566	1.0

Economic Indicators



Average Sales Price

(activity thru Dec 2020)



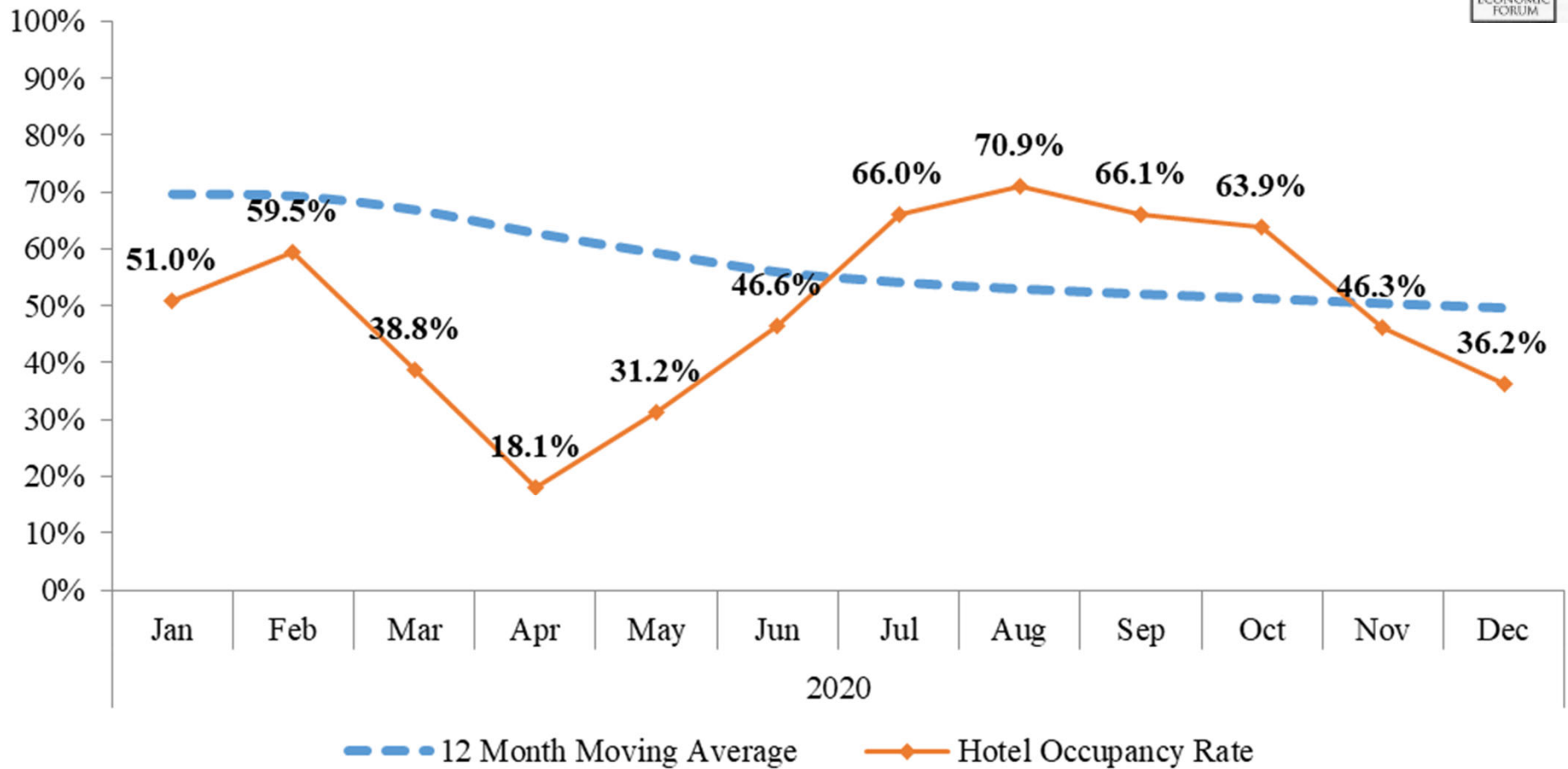
Avg Sales Price Comparison	Dec 2020	Dec 2019	% Change
Single Family/Patio Homes	\$437,365	\$364,584	20.0
Condo/Townhomes	\$295,153	\$249,551	18.3

Economic Indicators



(activity thru Dec 2020)

Colorado Springs Hotel Occupancy Rate



Questions?