Financial Update for Activity Through December 2023

City Council Work Session

March 25, 2024   **Charae McDaniel, Chief Financial Officer**

Sales Tax Trends

2022-2023 Comparison

2.0% Sales and Use Tax:

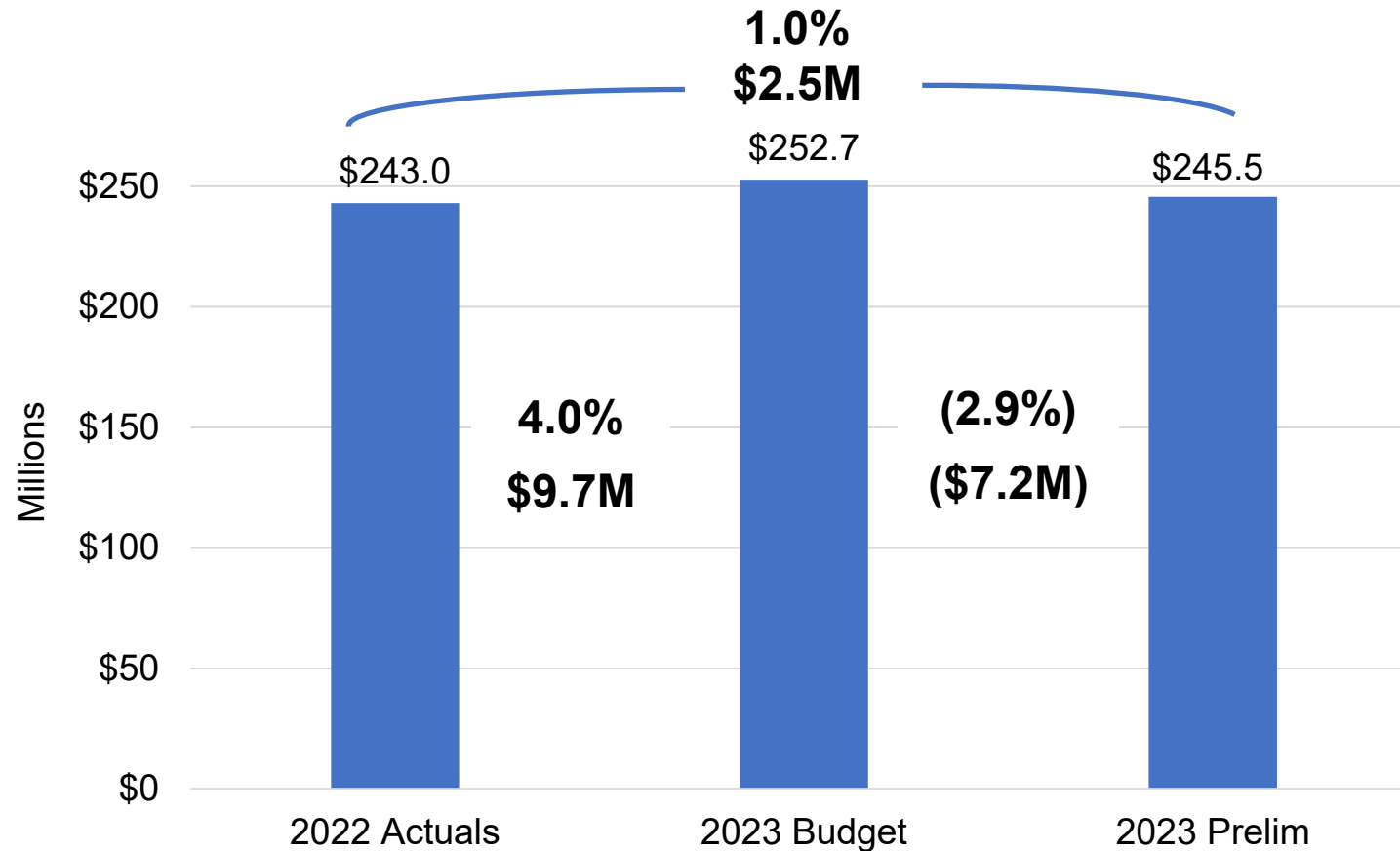- S&U combined – down 0.05% year-to-date

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

- LART Combined – up 2.00% year-to-date

Sales Tax Trends

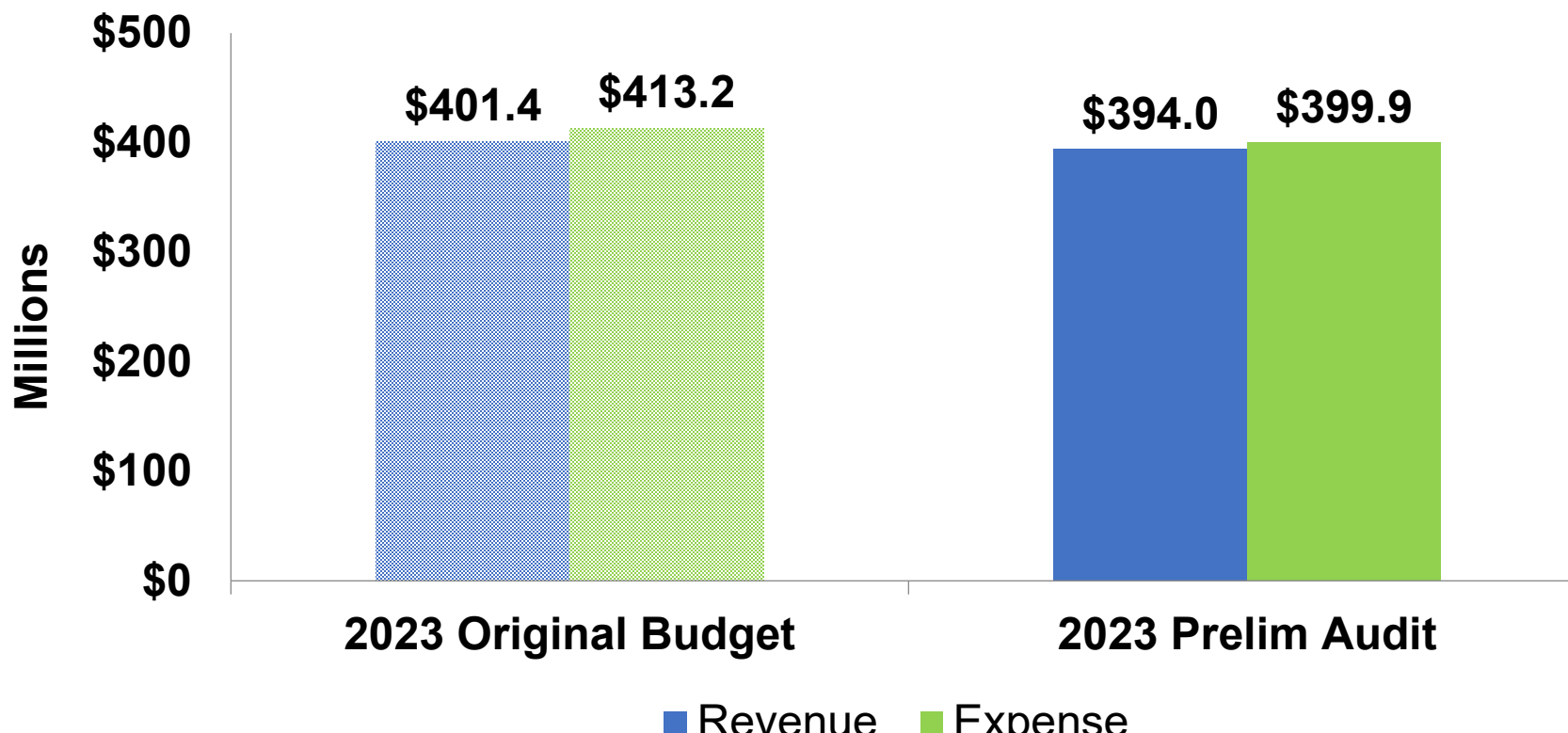Sales Tax Revenue 2022 to 2023 Comparison

Sales Tax Trends

CATEGORY	2022-2023 % Change
Auto Dealer	1.4%
Building Materials	(6.1%)
Department and Discount	(2.5%)
Furniture, Appliances, and Electronics	(7.4%)
Miscellaneous Retail	4.5%
Restaurants	5.2%

The average change of all other Sales Tax categories was 1.1%

2023 Preliminary GF Summary

COLORADO SPRINGS
OLYMPIC CITY USA

Millions

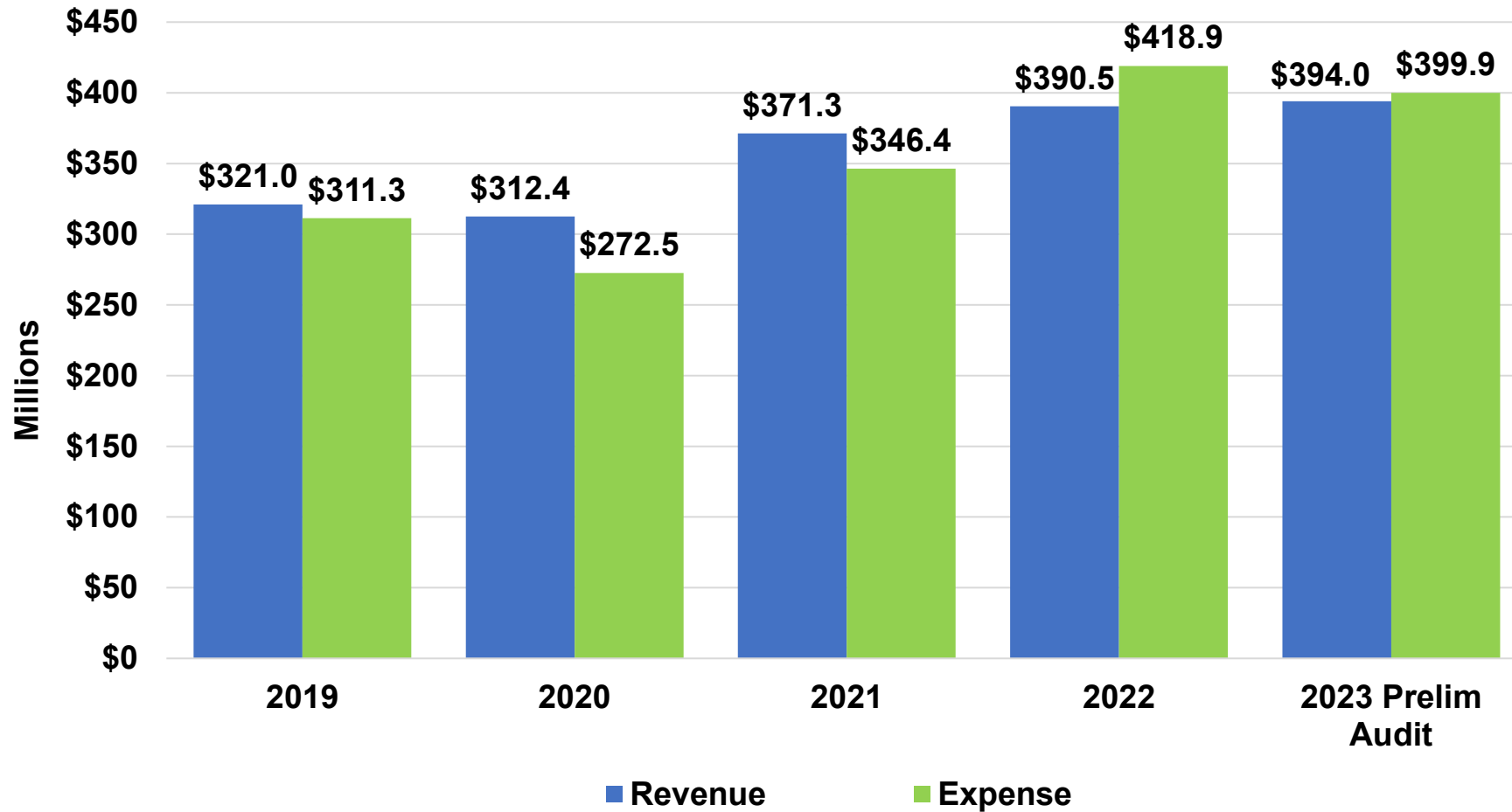|	2023 Original Budget	2023 Prelim Audit
Revenue	$401.4	$394.0
Expense	$413.2	$399.9

Legend: ■ Revenue ■ Expense

Use of Reserves

Original Budget: $11.8M   Prelim Audit: $5.9M

Fund Balance as a % of the following year's expenditure budget

2022	2023 Prelim
22.4%	21.4%

Note: 2023 Rev and Exp excludes Capital Lease Purchases and Proceeds
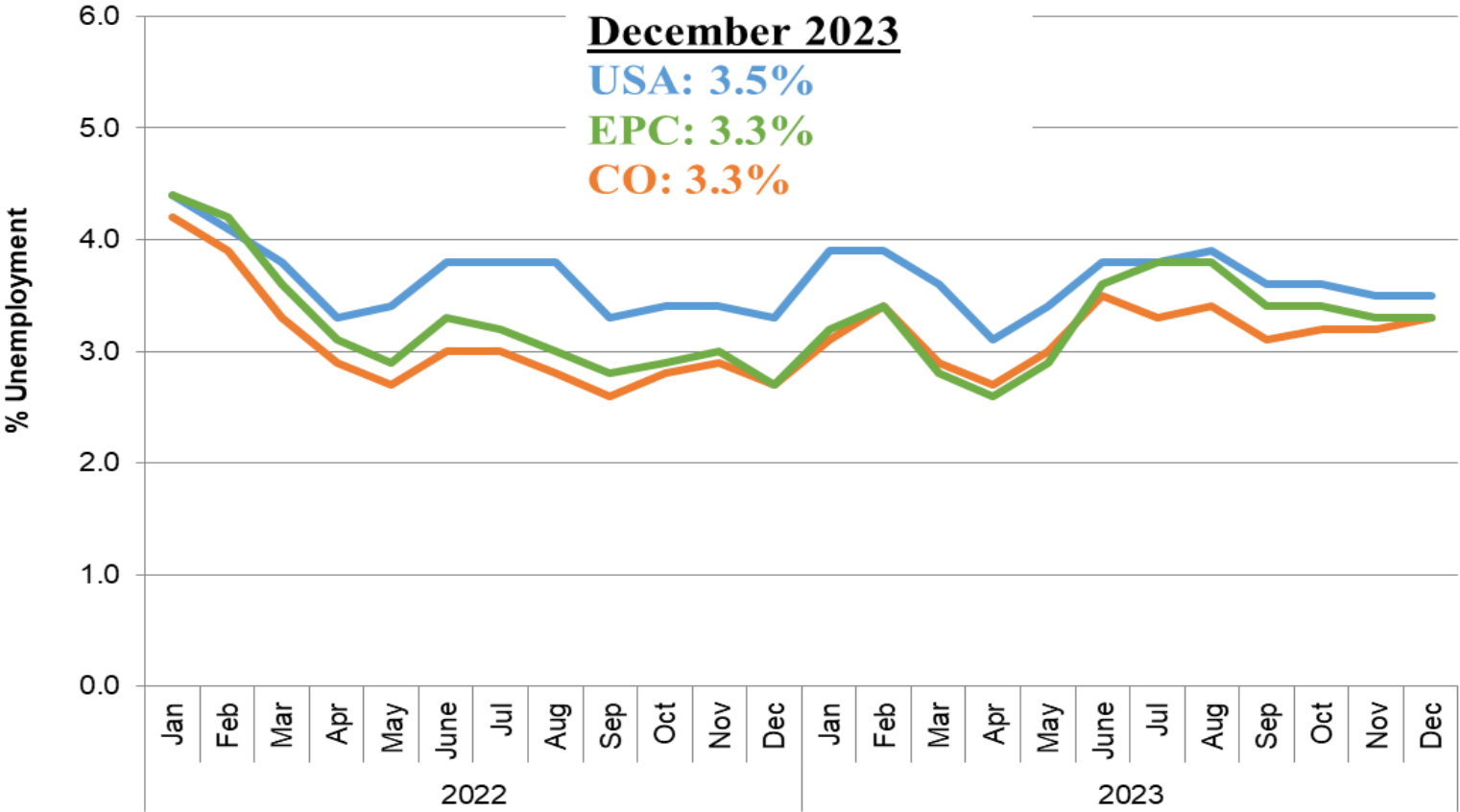
General Fund Revenue and Expense

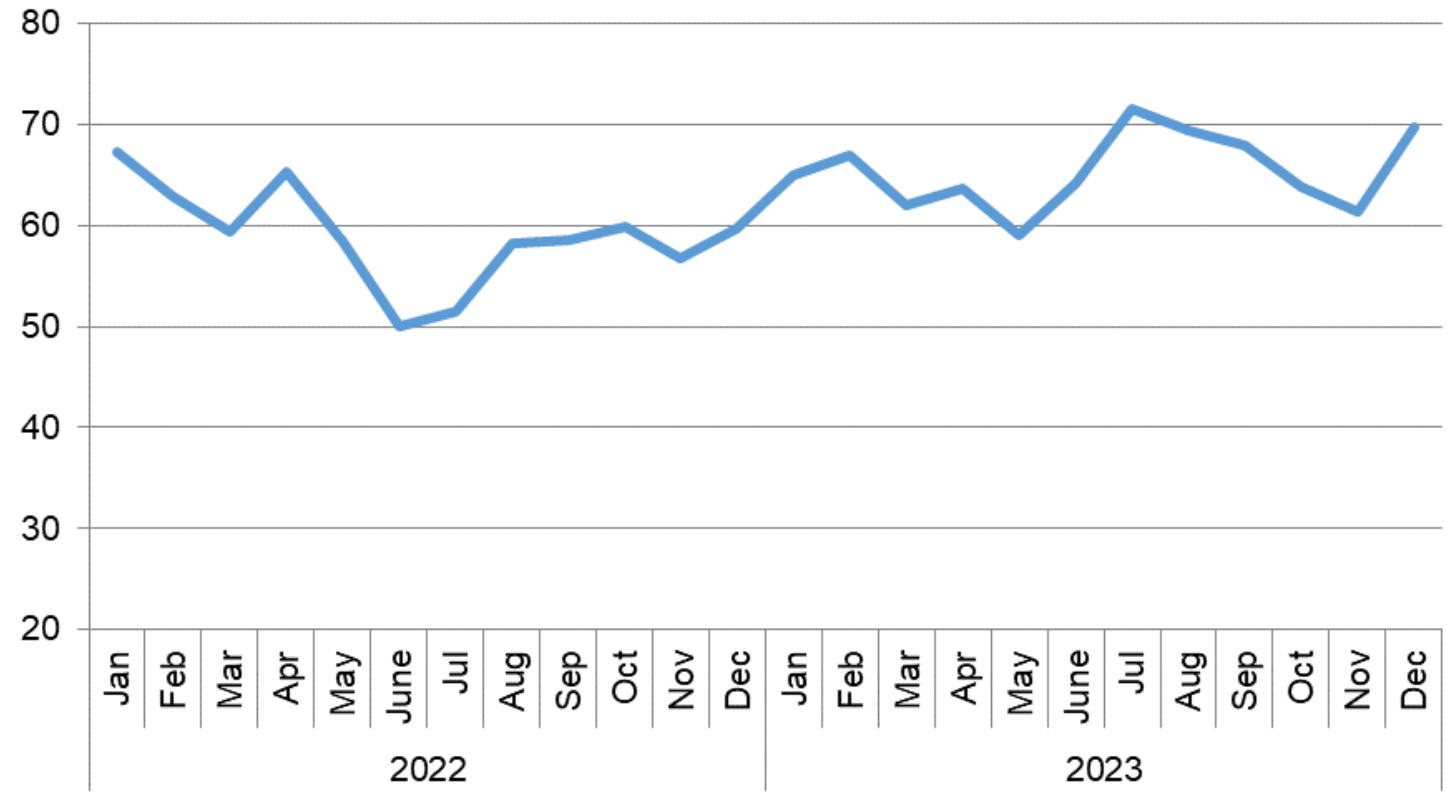Note: Excludes Capital Lease Purchases and Proceeds

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Economic Indicators

(activity thru Dec 2023)

Unemployment Rate

December 2023
USA: 3.5%
EPC: 3.3%
CO: 3.3%

Source: U.S. Bureau of Labor Statistics

Economic Indicators

Index of Consumer Sentiment

(activity thru Dec 2023)

Economic Indicators

(activity thru Dec 2023)

Pikes Peak Region Building Report
Dwelling Units Gained
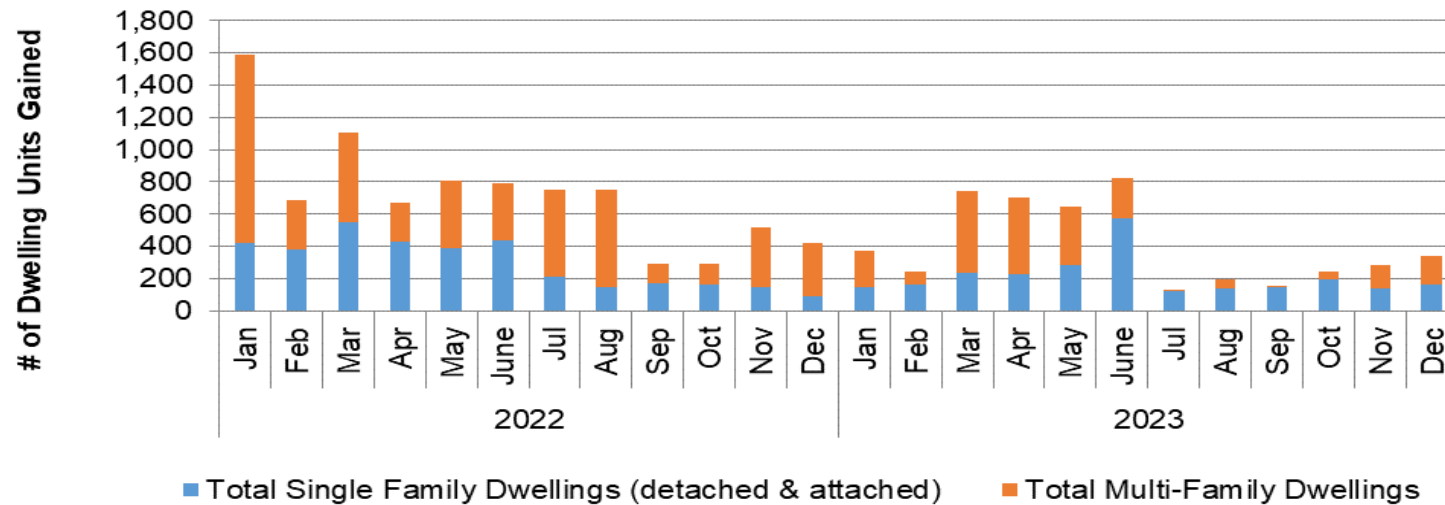
YTD Activity	2023	2022	% Change
Single Family Dwellings	2,543	3,526	(27.9)
Multi-Family Dwellings	2,335	5,158	(54.7)
YTD Valuation	**2023**	**2022**	**% Change**
Total Residential	$1,805,268,297	$ 2,326,479,424	(22.4)

Source: Pikes Peak Regional Building Department

Economic Indicators

(activity thru Dec 2023)

Pikes Peak Region Home Sales Single Family/Patio Homes
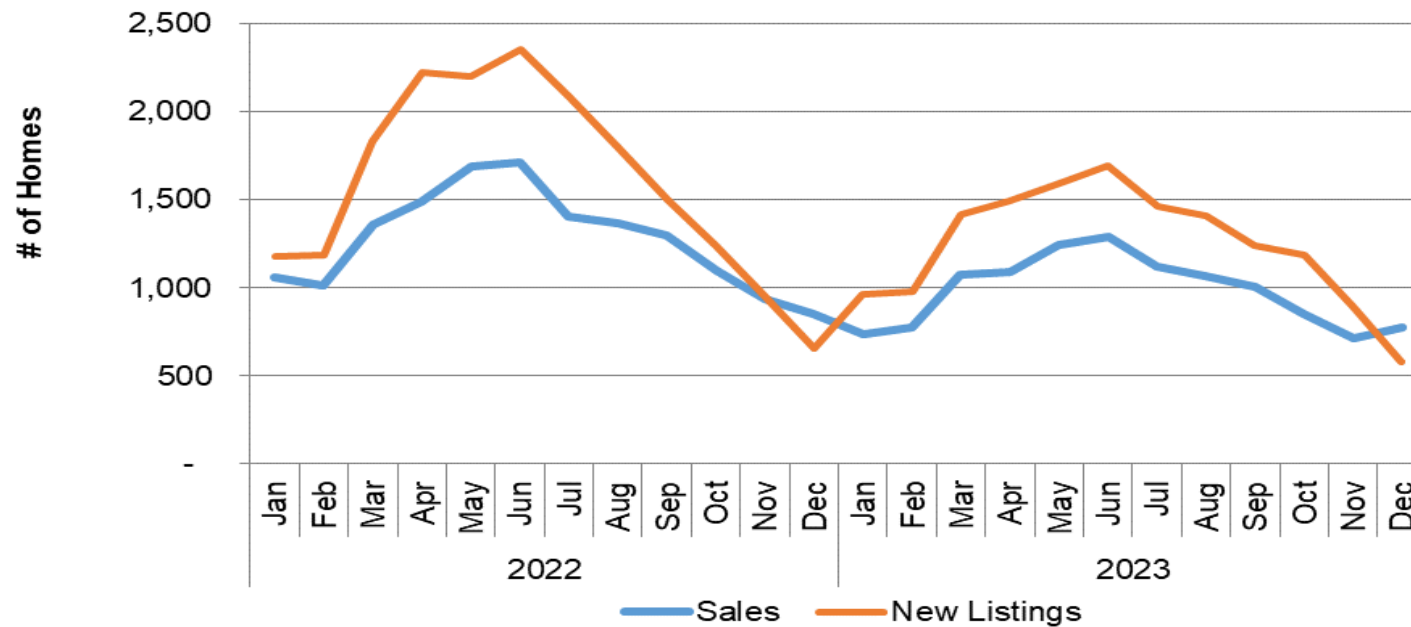
YTD Activity	2023	2022	% Change
Sales	11,748	15,274	(23.1)
New Listings	14,906	19,210	(22.4)

Source: Pikes Peak Association of Realtors

Economic Indicators

(activity thru Dec 2023)

Average Sales Price

Single Family/Patio Homes — Condo/Townhome
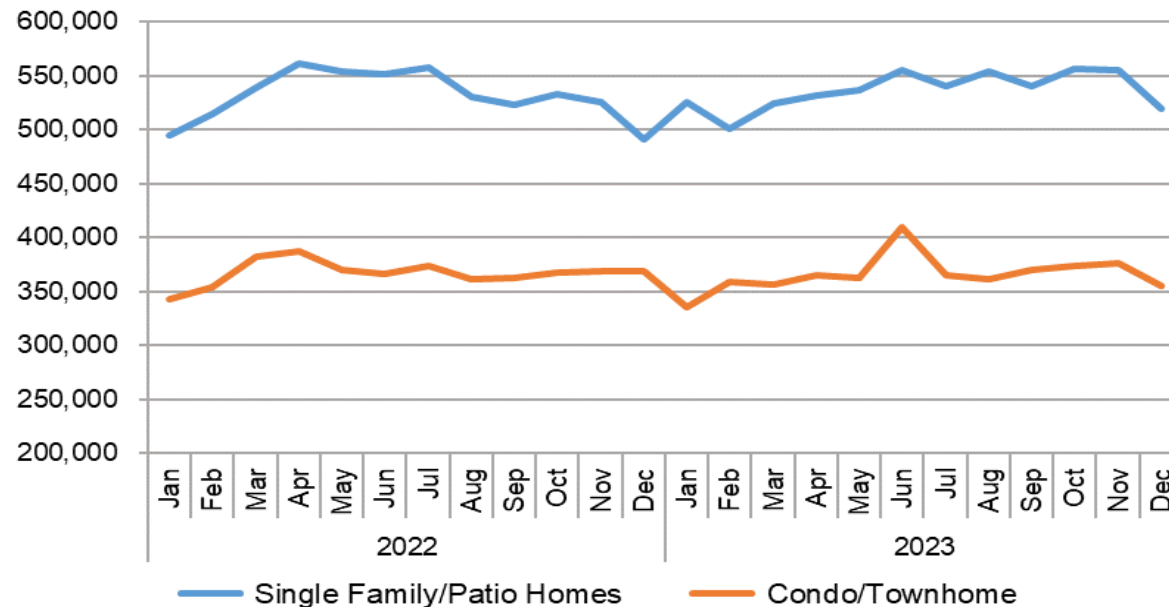
Avg Sales Price Comparison	Dec 2023	Dec 2022	% Change
Single Family/Patio Homes	$519,961	$490,910	5.9
Condo/Townhomes	$355,204	$368,781	(3.7)

Source: Pikes Peak Association of Realtors

Economic Indicators

Colorado Springs Hotel Occupancy Rate

(activity thru Dec 2023)

Legend: Hotel Occupancy Rate — 12 Month Moving Average

Data points:
- 2022: Jan 51.3%, Feb 58.3%, Mar 64.0%, Apr 65.6%, May 69.9%, June 80.2%, Jul 82.4%, Aug 76.2%, Sep 79.4%, Oct 70.0%, Nov 58.7%, Dec 49.1%
- 2023: Jan 50.2%, Feb 60.0%, Mar 62.3%, Apr 63.1%, May 70.9%, June 81.0%, Jul 82.2%, Aug 75.9%, Sep 74.7%, Oct 68.3%, Nov 55.7%, Dec 47.2%

Questions?