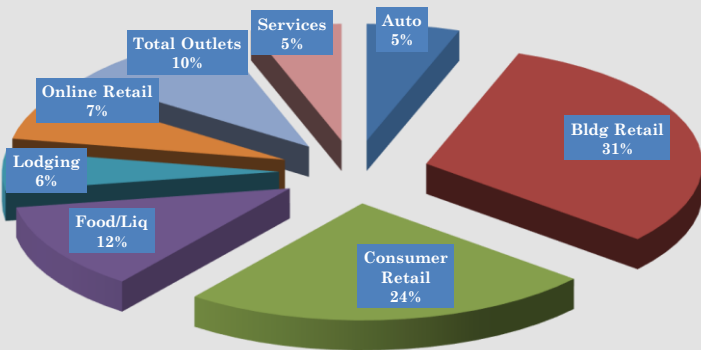
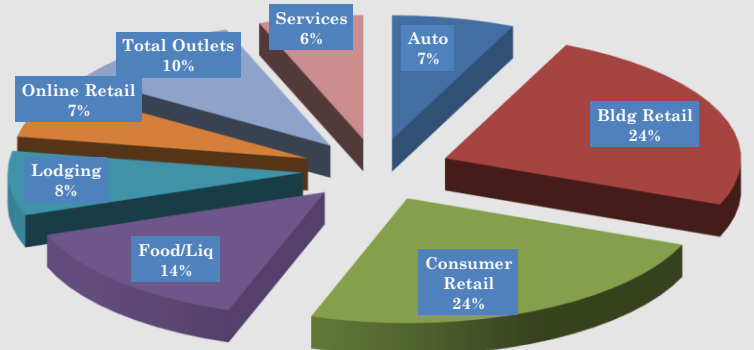


JUNE

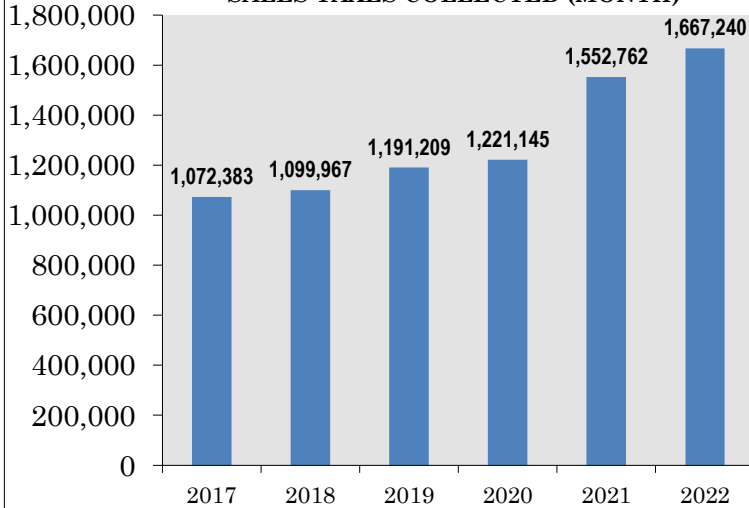
2022 MTD SALES TAX BY CATEGORY



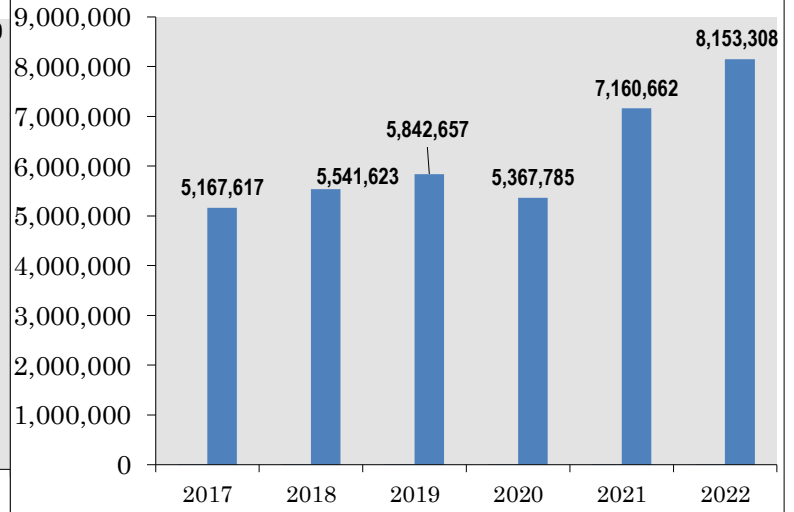
2022 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED (MONTH)



YTD SALES TAX COLLECTED

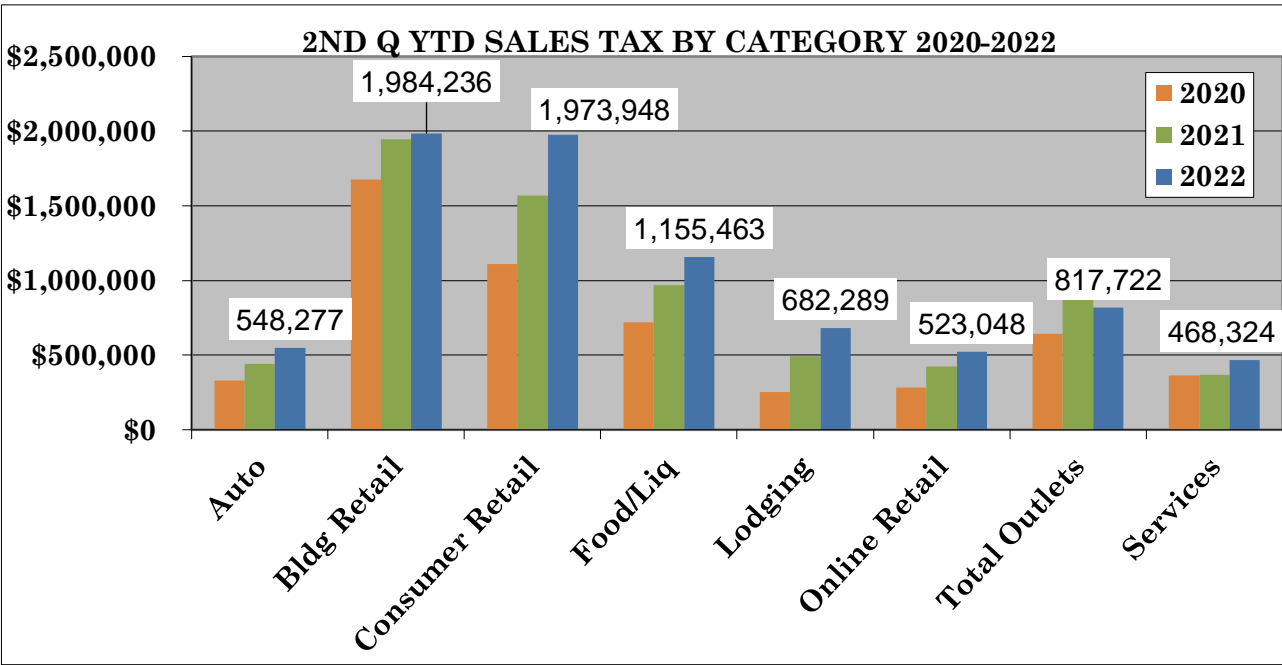
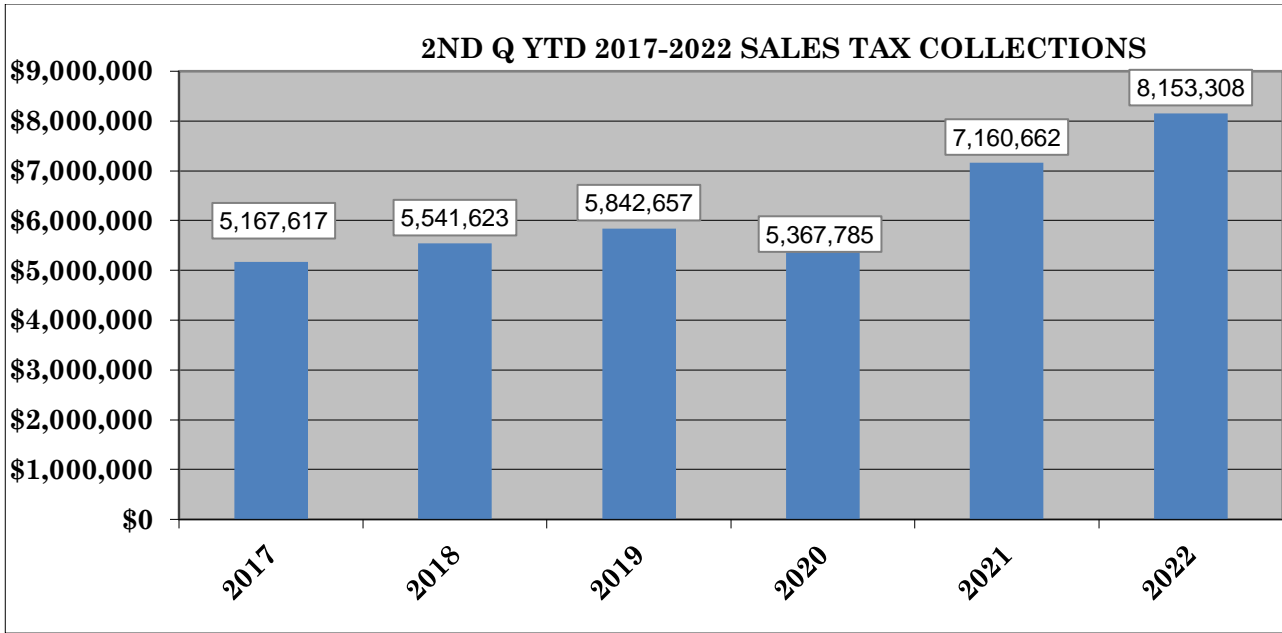


\$ & %
Change

from	2017	2018	2019	2020	2021	2022
Prior	62,905	27,584	91,241	29,937	331,617	114,478
Year	6.23%	2.57%	8.29%	2.51%	27.16%	7.37%

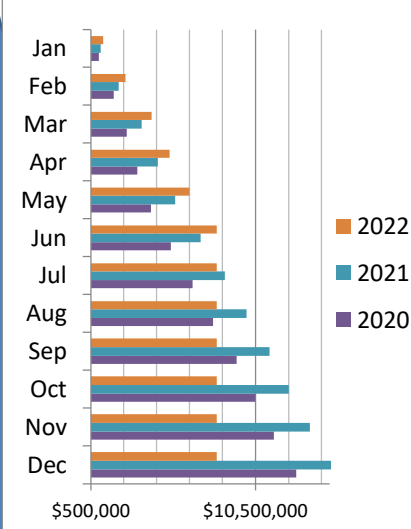
\$ & %
Change

from	2017	2018	2019	2020	2021	2022
Prior	331,570	374,006	301,034	(474,872)	1,792,878	992,645
Year	6.86%	7.24%	5.43%	-8.13%	33.40%	13.86%

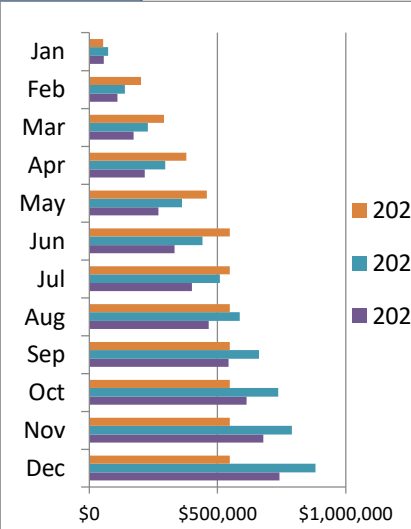


Town of Silverthorne
Sales Tax by Sector

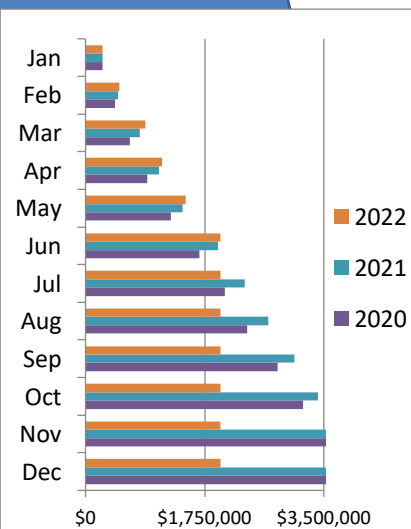
Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							
							% change
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$818,538	\$885,926	\$921,764	\$969,901	\$1,077,219	\$1,243,940	15.48%
Feb	\$819,529	\$925,320	\$872,851	\$896,207	\$1,092,927	\$1,351,266	23.64%
Mar	\$1,042,916	\$1,063,206	\$1,067,353	\$803,182	\$1,399,163	\$1,570,347	12.23%
Apr	\$687,808	\$764,516	\$769,877	\$654,733	\$995,477	\$1,115,729	12.08%
May	\$726,443	\$802,688	\$1,019,604	\$822,617	\$1,043,114	\$1,204,785	15.50%
Jun	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	\$1,552,762	\$1,667,240	7.37%
Jul	\$1,068,708	\$1,075,530	\$1,192,519	\$1,304,240	\$1,467,979	\$0	n/a
Aug	\$984,853	\$1,038,181	\$1,193,502	\$1,251,475	\$1,336,094	\$0	n/a
Sep	\$1,037,088	\$1,024,673	\$1,153,033	\$1,409,632	\$1,385,779	\$0	n/a
Oct	\$797,367	\$848,734	\$1,004,624	\$1,156,700	\$1,180,820	\$0	n/a
Nov	\$919,649	\$891,605	\$971,770	\$1,118,262	\$1,274,107	\$0	n/a
Dec	\$1,209,640	\$1,228,422	\$1,328,041	\$1,355,362	\$1,724,771	\$0	n/a
Total	\$11,184,921	\$11,648,768	\$12,686,146	\$12,963,456	\$15,530,213	\$8,153,308	13.86%



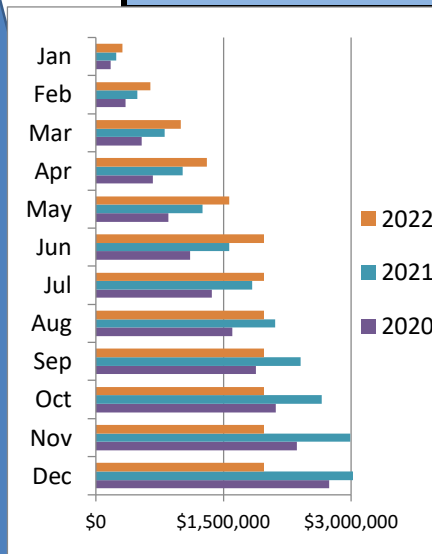
Auto							
							% change
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$70,101	\$63,353	\$63,189	\$57,451	\$72,100	\$54,365	-24.60%
Feb	\$56,855	\$53,841	\$55,000	\$51,548	\$67,090	\$146,510	118.38%
Mar	\$76,462	\$76,521	\$71,174	\$62,629	\$88,529	\$91,096	2.90%
Apr	\$55,273	\$64,081	\$60,216	\$44,130	\$67,110	\$86,114	28.32%
May	\$63,356	\$62,160	\$53,932	\$53,787	\$67,141	\$79,624	18.59%
Jun	\$67,352	\$70,097	\$64,418	\$62,103	\$80,140	\$90,568	13.01%
Jul	\$70,835	\$68,415	\$66,250	\$68,275	\$67,057	\$0	n/a
Aug	\$66,280	\$75,510	\$71,151	\$64,490	\$77,727	\$0	n/a
Sep	\$71,883	\$62,414	\$73,101	\$79,448	\$74,439	\$0	n/a
Oct	\$73,779	\$73,548	\$71,995	\$69,405	\$74,677	\$0	n/a
Nov	\$74,526	\$62,477	\$65,593	\$63,936	\$53,681	\$0	n/a
Dec	\$72,905	\$77,330	\$76,939	\$63,983	\$91,820	\$0	n/a
Total	\$819,607	\$809,746	\$792,959	\$741,185	\$881,511	\$548,277	24.01%



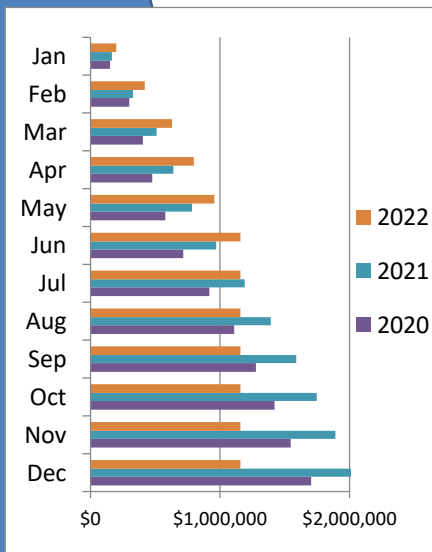
Bldg Retail							
							% change
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$168,108	\$153,760	\$152,847	\$249,026	\$246,457	\$249,274	1.14%
Feb	\$137,390	\$126,119	\$154,682	\$184,740	\$229,558	\$243,781	6.20%
Mar	\$202,209	\$187,088	\$197,773	\$219,834	\$316,908	\$386,303	21.90%
Apr	\$121,313	\$238,757	\$202,335	\$252,918	\$285,800	\$243,227	-14.90%
May	\$202,858	\$245,558	\$478,357	\$343,518	\$345,415	\$349,466	1.17%
Jun	\$310,013	\$307,781	\$373,121	\$423,535	\$523,486	\$512,186	-2.16%
Jul	\$221,332	\$244,377	\$313,591	\$371,475	\$390,477	\$0	n/a
Aug	\$224,917	\$244,769	\$320,003	\$330,870	\$345,227	\$0	n/a
Sep	\$277,698	\$293,464	\$357,499	\$443,862	\$385,861	\$0	n/a
Oct	\$219,882	\$251,470	\$310,650	\$373,963	\$345,044	\$0	n/a
Nov	\$220,654	\$205,930	\$269,257	\$334,727	\$334,475	\$0	n/a
Dec	\$211,210	\$234,854	\$268,927	\$287,377	\$370,179	\$0	n/a
Total	\$2,517,584	\$2,733,927	\$3,399,042	\$3,815,844	\$4,118,886	\$1,984,236	1.88%

Town of Silverthorne
Sales Tax by Sector

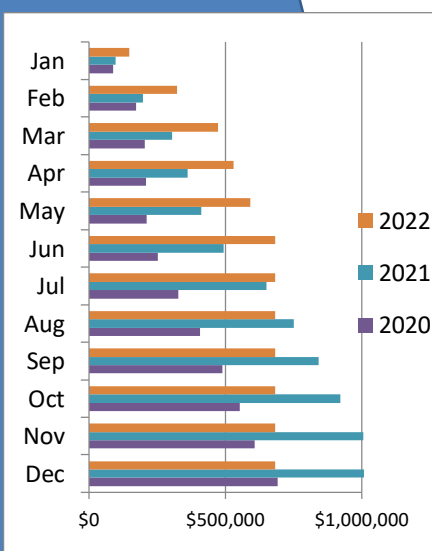
Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
						% change	
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$189,778	\$203,832	\$183,056	\$177,041	\$242,365	\$311,333	28.46%
Feb	\$210,656	\$182,411	\$190,261	\$171,871	\$244,175	\$326,157	33.58%
Mar	\$251,499	\$234,563	\$226,261	\$190,107	\$325,000	\$364,244	12.08%
Apr	\$188,023	\$139,211	\$147,573	\$134,238	\$210,140	\$300,551	43.02%
May	\$158,034	\$149,945	\$139,746	\$177,548	\$234,686	\$268,601	14.45%
Jun	\$238,137	\$233,423	\$224,453	\$257,957	\$313,232	\$403,062	28.68%
Jul	\$200,937	\$193,321	\$213,429	\$251,007	\$264,548	\$0	n/a
Aug	\$207,697	\$191,212	\$225,322	\$245,658	\$275,278	\$0	n/a
Sep	\$235,599	\$193,104	\$210,774	\$277,527	\$300,208	\$0	n/a
Oct	\$172,330	\$169,501	\$191,445	\$231,418	\$246,612	\$0	n/a
Nov	\$226,922	\$217,297	\$204,186	\$251,756	\$336,534	\$0	n/a
Dec	\$360,631	\$286,386	\$322,834	\$376,905	\$516,286	\$0	n/a
Total	\$2,640,243	\$2,394,207	\$2,479,339	\$2,743,032	\$3,509,064	\$1,973,948	25.76%



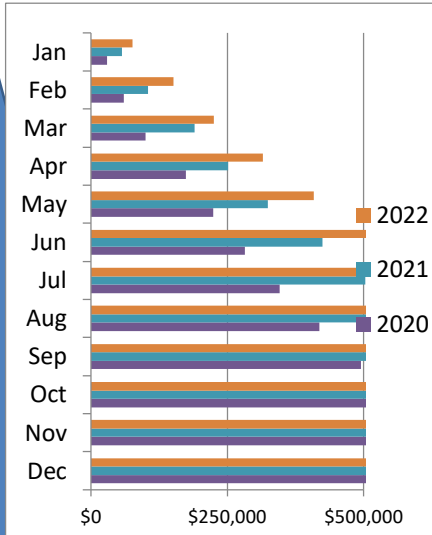
Food & Liquor							
						% change	
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$135,920	\$144,354	\$155,132	\$150,841	\$163,922	\$199,085	21.45%
Feb	\$144,647	\$149,271	\$147,858	\$148,891	\$163,757	\$222,275	35.73%
Mar	\$149,023	\$158,422	\$167,215	\$102,543	\$184,761	\$210,718	14.05%
Apr	\$98,694	\$113,784	\$114,506	\$76,197	\$127,215	\$166,915	31.21%
May	\$108,019	\$115,475	\$112,621	\$97,170	\$144,730	\$155,336	7.33%
Jun	\$146,538	\$161,344	\$154,670	\$142,258	\$184,021	\$201,133	9.30%
Jul	\$181,966	\$186,654	\$197,592	\$198,570	\$223,697	\$0	n/a
Aug	\$148,280	\$173,951	\$172,914	\$192,378	\$199,540	\$0	n/a
Sep	\$140,160	\$147,993	\$153,067	\$169,933	\$198,405	\$0	n/a
Oct	\$105,101	\$121,172	\$136,288	\$143,759	\$154,719	\$0	n/a
Nov	\$111,640	\$130,723	\$117,955	\$121,213	\$145,259	\$0	n/a
Dec	\$154,829	\$185,635	\$173,225	\$162,275	\$201,973	\$0	n/a
Total	\$1,624,816	\$1,788,778	\$1,803,041	\$1,706,029	\$2,091,999	\$1,155,463	19.32%



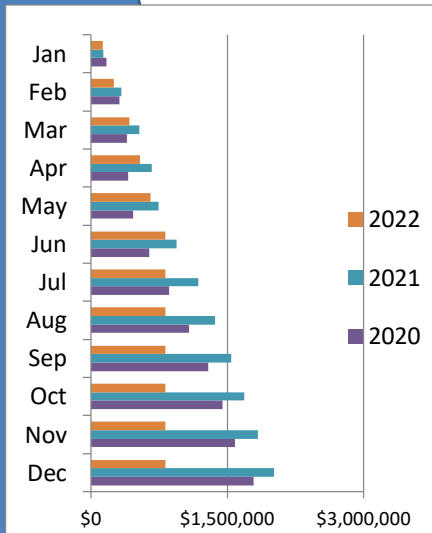
Lodging							
						% change	
	2017	2018	2019	2020	2021	2022 from PY	
Jan	\$64,003	\$74,095	\$105,812	\$88,758	\$98,632	\$147,636	49.68%
Feb	\$66,921	\$73,110	\$79,840	\$84,769	\$99,395	\$175,940	77.01%
Mar	\$89,447	\$93,621	\$98,676	\$31,507	\$107,696	\$148,711	38.08%
Apr	\$26,442	\$33,066	\$32,840	\$2,934	\$55,233	\$56,619	2.51%
May	\$27,102	\$26,950	\$33,958	\$2,868	\$51,041	\$61,784	21.05%
Jun	\$45,589	\$54,705	\$51,435	\$40,519	\$81,357	\$91,600	12.59%
Jul	\$64,917	\$67,191	\$61,819	\$75,325	\$157,048	\$0	n/a
Aug	\$56,080	\$57,191	\$86,637	\$80,288	\$99,424	\$0	n/a
Sep	\$49,148	\$62,467	\$58,317	\$82,174	\$91,411	\$0	n/a
Oct	\$35,417	\$41,212	\$52,909	\$63,897	\$79,646	\$0	n/a
Nov	\$33,973	\$58,435	\$56,326	\$54,928	\$85,050	\$0	n/a
Dec	\$70,932	\$99,874	\$81,436	\$82,845	\$150,938	\$0	n/a
Total	\$629,970	\$741,916	\$800,005	\$690,813	\$1,156,871	\$682,289	38.30%

Town of Silverthorne
Sales Tax by Sector

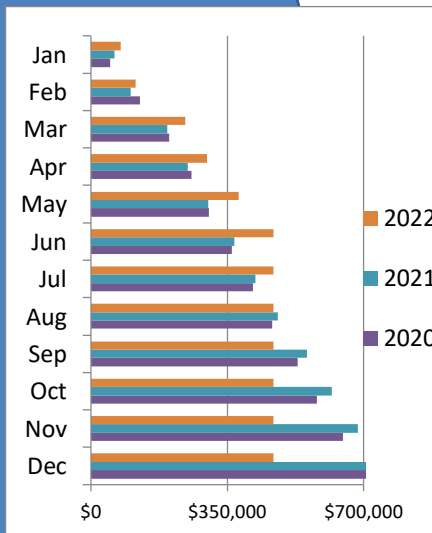
Year Over Year Comparison of Sales Tax by Category



Online Retail							% change
	2017	2018	2019	2020	2021	2022	from PY
Jan	\$0	\$12,981	\$12,733	\$30,008	\$57,243	\$76,005	32.78%
Feb	\$0	\$6,035	\$12,438	\$30,568	\$47,681	\$75,190	57.69%
Mar	\$0	\$11,053	\$21,071	\$39,087	\$84,728	\$74,337	-12.26%
Apr	\$0	\$6,066	\$22,422	\$74,964	\$61,479	\$89,936	46.29%
May	\$0	\$8,969	\$29,385	\$49,073	\$73,578	\$92,798	26.12%
Jun	\$0	\$4,481	\$39,986	\$58,270	\$100,338	\$114,783	14.40%
Jul	\$0	\$9,214	\$31,564	\$64,485	\$78,450	\$0	n/a
Aug	\$0	\$7,835	\$29,360	\$72,750	\$92,067	\$0	n/a
Sep	\$0	\$11,610	\$41,998	\$76,044	\$87,379	\$0	n/a
Oct	\$0	\$8,178	\$41,590	\$71,296	\$70,620	\$0	n/a
Nov	\$0	\$9,257	\$49,334	\$87,680	\$105,332	\$0	n/a
Dec	\$0	\$24,417	\$78,765	\$88,683	\$111,472	\$0	n/a
Total	\$0	\$120,096	\$410,646	\$742,907	\$970,365	\$523,048	23.06%

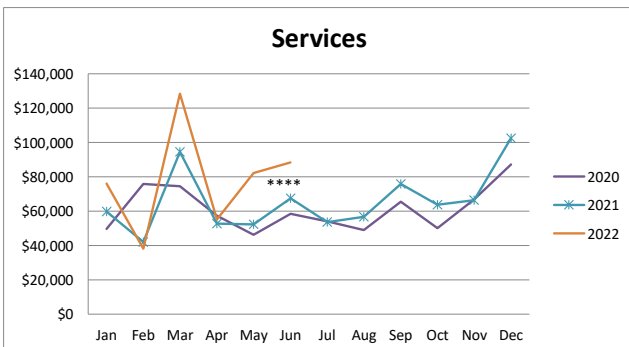
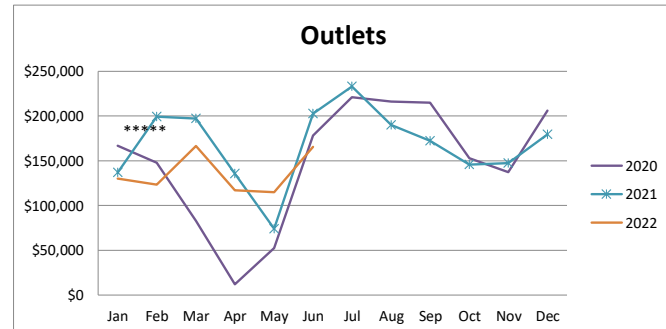
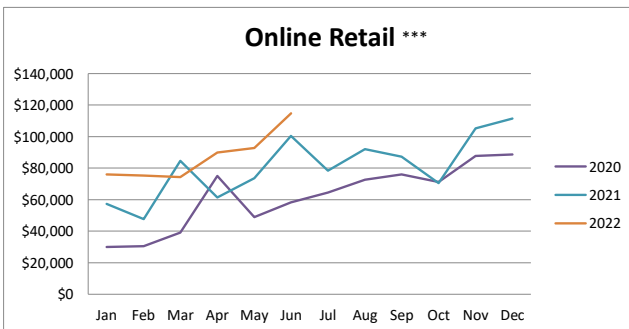
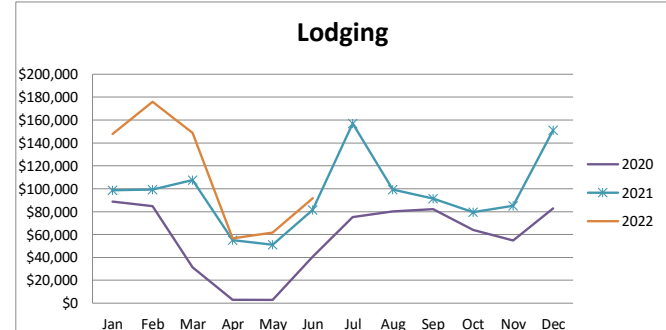
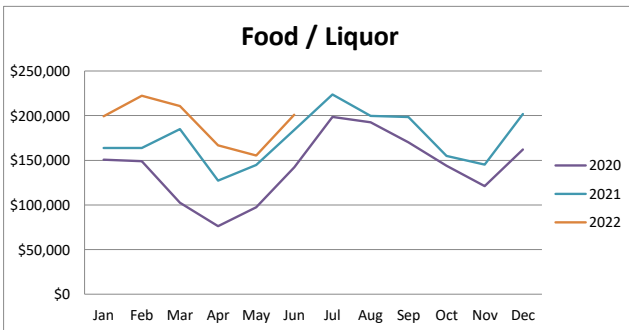
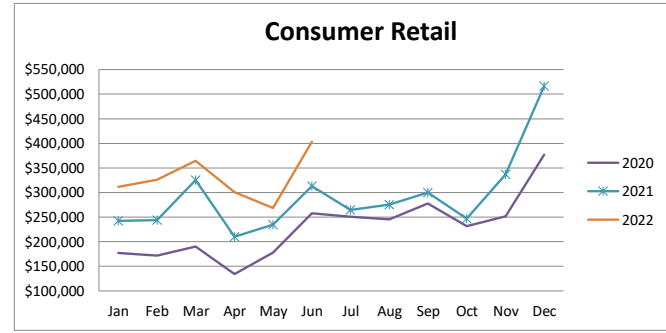
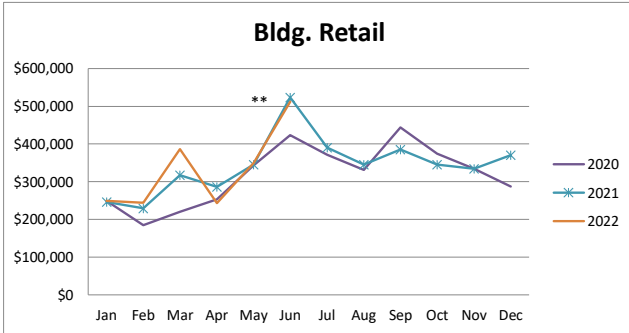
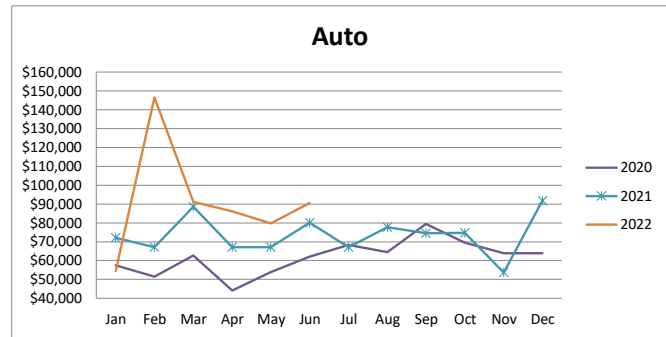
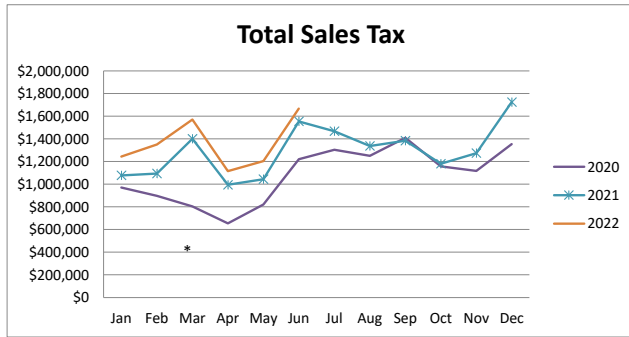


Outlets							% change
	2017	2018	2019	2020	2021	2022	from PY
Jan	\$145,597	\$187,019	\$196,963	\$167,053	\$136,747	\$130,251	-4.75%
Feb	\$163,590	\$165,078	\$180,448	\$147,975	\$199,241	\$123,247	-38.14%
Mar	\$223,180	\$240,814	\$222,425	\$83,038	\$197,102	\$166,552	-15.50%
Apr	\$152,779	\$134,443	\$147,033	\$12,019	\$135,747	\$117,226	-13.64%
May	\$134,248	\$152,310	\$139,196	\$52,430	\$74,161	\$114,933	54.98%
Jun	\$222,184	\$219,645	\$223,289	\$178,041	\$202,630	\$165,513	-18.32%
Jul	\$284,232	\$270,114	\$265,140	\$221,043	\$233,000	\$0	n/a
Aug	\$251,010	\$251,872	\$247,847	\$216,074	\$190,197	\$0	n/a
Sep	\$216,457	\$203,474	\$198,194	\$215,113	\$172,242	\$0	n/a
Oct	\$158,978	\$140,958	\$152,063	\$152,836	\$145,727	\$0	n/a
Nov	\$197,530	\$161,141	\$165,858	\$137,302	\$147,395	\$0	n/a
Dec	\$260,019	\$251,608	\$238,959	\$206,112	\$179,576	\$0	n/a
Total	\$2,409,805	\$2,378,476	\$2,377,416	\$1,789,038	\$2,013,766	\$817,722	-13.53%



Services							% change
	2017	2018	2019	2020	2021	2022	from PY
Jan	\$45,031	\$46,531	\$52,033	\$49,723	\$59,753	\$75,991	27.18%
Feb	\$39,471	\$169,455	\$52,323	\$75,844	\$42,029	\$38,167	-9.19%
Mar	\$51,096	\$61,124	\$62,758	\$74,437	\$94,440	\$128,386	35.94%
Apr	\$45,284	\$35,108	\$42,952	\$57,335	\$52,754	\$55,141	4.53%
May	\$32,825	\$41,321	\$32,410	\$46,224	\$52,362	\$82,244	57.07%
Jun	\$42,570	\$48,491	\$59,836	\$58,461	\$67,559	\$88,395	30.84%
Jul	\$44,488	\$36,245	\$43,134	\$54,059	\$53,702	\$0	n/a
Aug	\$30,589	\$35,841	\$40,270	\$48,966	\$56,634	\$0	n/a
Sep	\$46,143	\$50,147	\$60,082	\$65,532	\$75,834	\$0	n/a
Oct	\$31,881	\$42,696	\$47,685	\$50,125	\$63,774	\$0	n/a
Nov	\$54,405	\$46,345	\$43,262	\$66,720	\$66,381	\$0	n/a
Dec	\$79,113	\$68,318	\$86,954	\$87,181	\$102,528	\$0	n/a
Total	\$542,896	\$681,621	\$623,698	\$734,607	\$787,750	\$468,324	26.95%

Seasonality by Category: 2020-2022



Other Notes:

* All categories - COVID 19 caused shutdown 3/15-6/1/20. Indoor dining closed 11/20-1/19 unless 5

** Bldg. Retail - received a one-time audit payment of \$250,000 in May 19 & Dec 20 reclassified TIF o

***Online Retail - this category continues to rise as a result of the Wayfair ruling

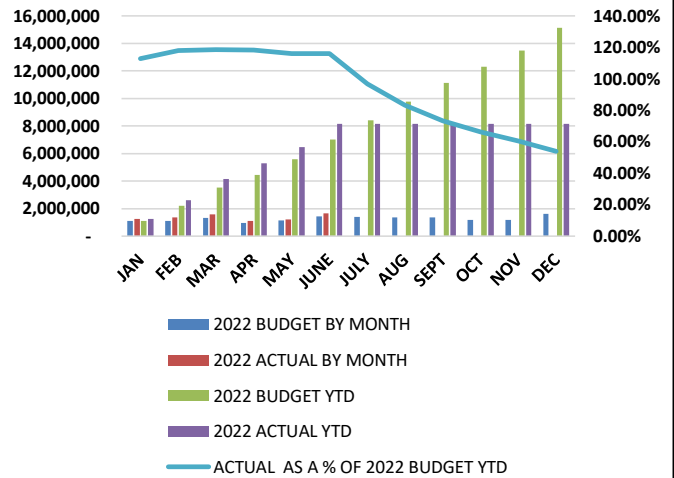
**** Services - received audit payments of \$40,000 in May 2020

*****Outlets - \$100K payment received in Feb and amended 70K in May 21

SALES TAX COLLECTIONS: ACTUAL VS BUDGET 2022 YTD

SALES MONTH	2022 BUDGET BY MONTH	2022 ACTUAL BY MONTH	2022 BUDGET YTD	2022 ACTUAL YTD	ACTUAL AS A % OF 2022 BUDGET YTD
JAN	1,103,556	1,243,940	\$1,103,556	\$1,243,940	112.72%
FEB	1,097,629	1,351,266	\$2,201,186	\$2,595,206	117.90%
MAR	1,312,975	1,570,347	\$3,514,160	\$4,165,553	118.54%
APR	951,320	1,115,729	\$4,465,481	\$5,281,282	118.27%
MAY	1,131,642	1,204,785	\$5,597,123	\$6,486,067	115.88%
JUNE	1,420,049	1,667,240	\$7,017,171	\$8,153,308	116.19%
JULY	1,395,678	-	\$8,412,850	\$8,153,308	96.91%
AUG	1,373,758	-	\$9,786,607	\$8,153,308	83.31%
SEPT	1,358,672	-	\$11,145,280	\$8,153,308	73.15%
OCT	1,164,903	-	\$12,310,183	\$8,153,308	66.23%
NOV	1,178,517	-	\$13,488,700	\$8,153,308	60.45%
DEC	1,634,094	-	\$15,122,794	\$8,153,308	53.91%

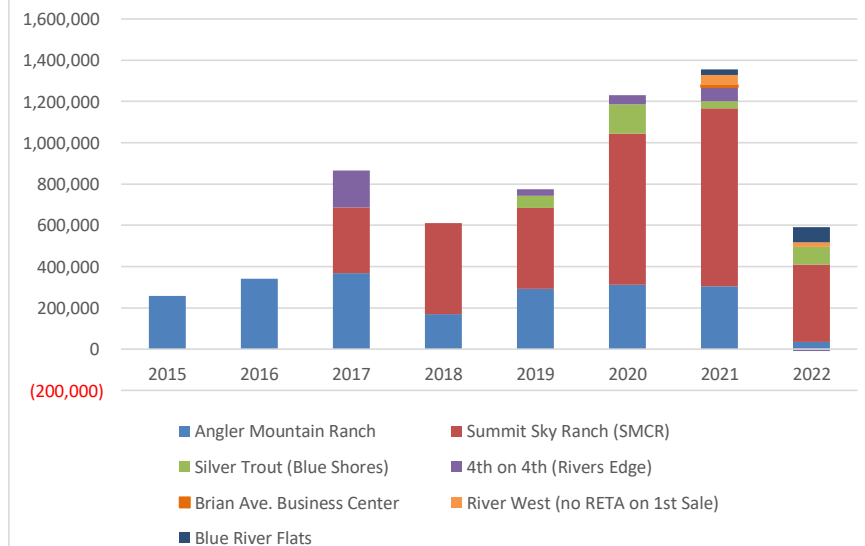
Actual to Budget



Real Estate Transfer Assessment

	Angler Mountain Ranch	Summit Sky Ranch (SMCR)	Silver Trout (Blue Shores)	4th on 4th (Rivers Edge)	Brian Ave. Business Center	River West (no RETA on 1st Sale)	Blue River Flats	4th St Crossing (not yet built)	Summit Blue (not yet built)	Total
2015	256,514	0	0	0	0	0	0	0	0	256,514
2016	340,160	0	0	0	0	0	0	0	0	340,160
2017	367,245	319,782	0	177,602	0	0	0	0	0	864,629
2018	169,380	442,192	0	0	0	0	0	0	0	611,572
2019	291,610	392,857	58,749	30,790	0	0	0	0	0	774,006
2020	312,436	730,606	143,481	44,605	0	0	0	0	0	1,231,128
2021	304,102	861,721	34,930	68,370	10,000	49,879	26,444	0	0	1,355,445
2022	34,688	373,969	85,567	(9,500)	0	22,400	74,230	0	0	581,354
TOTAL	2,076,135	3,121,127	322,727	311,867	10,000	72,279	100,674	0	0	6,014,809

Real Estate Transfer Assessment



LODGING TAX COLLECTIONS: 2019-2022 COMPARISONS

LODGING TAXES	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 % Change	2021 Amount Collected	2020/2021 % Change	2022 Amount Collected	2021/2022 \$ Change	2021/2022 % Change	2022 TOS Lodging Sales Tax	2022 \$ Change	2022 % Change
Jan	52,651	71.2%	43,978	-16.5%	50,288	14.3%	75,964	25,676	51.1%	73,847	2,117	2.8%
Feb	37,768	19.5%	45,809	21.3%	49,511	8.1%	82,177	32,666	66.0%	86,050	(3,873)	-4.7%
Mar	47,850	2.4%	17,476	-63.5%	55,137	215.5%	75,052	19,915	36.1%	80,220	(5,167)	-6.9%
Apr	17,591	14.8%	939	-94.7%	28,870	2974.0%	32,414	3,544	12.3%	32,414	0	0.0%
May	16,858	44.8%	742	-95.6%	26,684	3497.7%	29,412	2,728	10.2%	29,412	0	0.0%
June	25,256	1.4%	18,288	-27.6%	41,047	124.4%	42,338	1,291	3.1%	42,338	0	0.0%
July	34,119	14.8%	39,957	17.1%	53,273	33.3%			0.0%		0	#DIV/0!
Aug	28,899	11.3%	41,898	45.0%	48,399	15.5%			0.0%		0	#DIV/0!
Sept	27,353	-8.8%	36,536	33.6%	46,659	27.7%			0.0%		0	#DIV/0!
Oct	24,792	69.7%	32,385	30.6%	42,154	30.2%			0.0%		0	#DIV/0!
Nov	24,893	-17.7%	29,430	18.2%	43,701	48.5%			0.0%		0	#DIV/0!
Dec	25,952	-9.7%	40,660	56.7%	78,282	92.5%			0.0%		0	#DIV/0!
TOTAL	363,982	13.7%	348,099	-4.4%	564,004	62.0%	337,358	85,822	46.7%	344,281	-6,923	-2.1%

Lodging taxes are allocated as follows:
 ▶ 85% Trails, Parks & Open Space
 ▶ 15% Marketing

* Variance between Lodging category of Sales Tax and Lodging tax in Aug is due to a \$30K sales tax assessment in 2019.

SALES AND LODGING BREAKOUT HOTEL/INN/B&B VS. SHORT TERM RENTALS

	2019		2020		2021		2022		2021 vs. 2022			
SALES & LODGING TAXES	Hotel/Inn/ B&B	Short Term Rental	Hotel/Inn/ B&B	Short Term Rental	Hotel/Inn/ B&B	Short Term Rental	Hotel/Inn/ B&B	Short Term Rental	Hotel/Inn/ B&B \$ Change	Hotel/Inn/ B&B % Change	Short Term Rental \$ Change	Short Term Rental % Change
Jan	93,839	66,615	81,827	56,100	62,054	86,891	75,963	151,474	13,909	22.41%	64,583	74.33%
Feb	94,014	27,118	94,867	43,293	69,942	78,990	137,692	125,882	67,751	96.87%	46,892	59.37%
Mar	110,685	43,715	36,927	9,538	81,678	81,313	107,775	109,261	26,097	31.95%	27,948	34.37%
Apr	41,254	9,790	123	21,853	35,222	48,820	49,976	44,224	14,754	41.89%	(4,596)	-9.41%
May	39,028	9,839	47	8,976	32,163	45,561	45,430	40,576	13,267	41.25%	(4,985)	-10.9%
June	51,148	56,034	29,357	33,866	57,913	64,393	64,995	68,868	7,082	12.23%	4,475	6.9%
July	74,362	28,020	55,923	62,490	76,644	91,408				0.00%		0.0%
Aug	62,737	21,813	56,965	67,172	74,711	76,223				0.00%		0.0%
Sept	61,244	38,766	49,632	73,883	59,913	78,929				0.00%		0.0%
Oct	46,119	28,051	40,987	59,078	48,264	73,368				0.00%		0.0%
Nov	44,239	55,307	26,520	57,010	33,954	91,517				0.00%		0.00%
Dec	75,196	58,754	56,454	75,559	95,285	229,220				0.00%		0.00%
TOTAL	793,864	443,824	529,630	568,818	727,742	1,046,633	481,830	540,285	142,859	42.14%	134,318	33.09%

DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

EXCISE TAXES	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 % Change	2021 Amount Collected	2020/2021 % Change	2022 Amount Collected	2021/2022 \$ Change	2021/2022 % Change	2022 Total Sq Footage	2021 New Res Permits	2022 New Res Permits
Jan	41,338	62.2%	14,028	-66.1%	0	-100.0%	81,978	81,978	N/A	40,989	0	2
Feb	38,168	#DIV/0!	21,812	-42.9%	42,886	96.6%	45,216	2,330	5.4%	22,608	5	6
Mar	68,452	202.8%	50,268	-26.6%	64,018	27.4%	118,666	54,648	85.4%	59,333	8	13
Apr	82,502	995.6%	0	-100.0%	82,630	N/A	44,790	(37,840)	-45.8%	22,395	19	7
May	123,620	194.2%	48,300	-60.9%	33,100	-31.5%	144,622	111,522	336.9%	72,311	6	20
June	129,000	162.4%	99,708	-22.7%	116,630	17.0%	32,436	(84,194)	-72.2%	16,218	27	4
July	80,304	-27.0%	86,722	8.0%	42,134	-51.4%			0.0%	0	7	
Aug	24,824	-81.9%	43,138	73.8%	64,558	49.7%			0.0%	0	13	
Sept	100,348	20.6%	102,888	2.5%	136,192	32.4%			0.0%	0	25	
Oct	57,022	36.5%	52,976	-7.1%	65,945	24.5%			0.0%	0	11	
Nov	33,868	140.5%	135,082	298.8%	168,280	24.6%			0.0%	0	21	
Dec	44,608	-32.2%	37,614	-15.7%	81,548	116.8%			0.0%	0	18	
TOTAL	824,054	37.5%	692,536	-16.0%	897,921	29.7%	467,708	128,444	37.9%	233,854	160	52