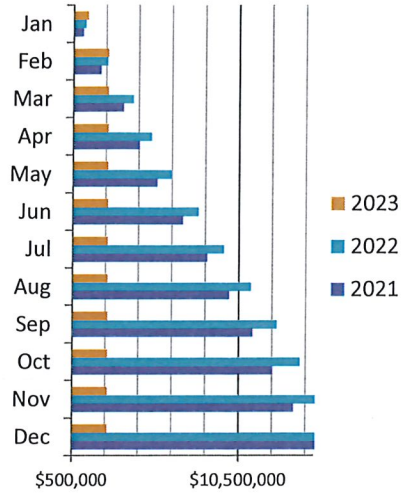
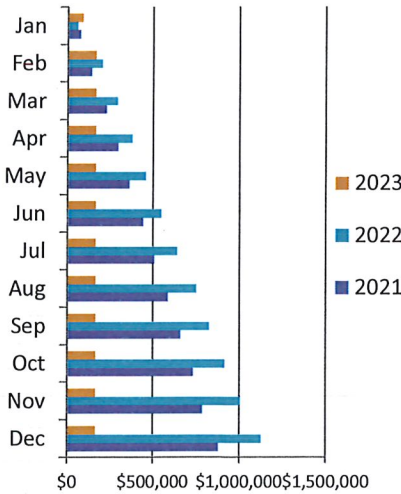


Town of Silverthorne
Sales Tax by Sector

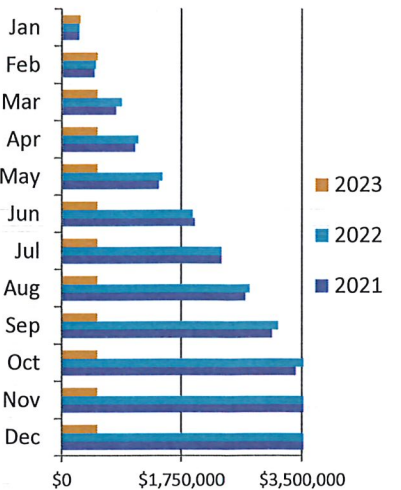
Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							
	2018	2019	2020	2021	2022	2023	% change from PY
Jan	\$885,926	\$921,764	\$969,901	\$1,077,219	\$1,243,940	\$1,368,047	9.98%
Feb	\$925,320	\$872,851	\$896,207	\$1,092,927	\$1,351,266	\$1,262,995	-6.53%
Mar	\$1,063,206	\$1,067,353	\$803,182	\$1,399,163	\$1,570,347	\$0	n/a
Apr	\$764,516	\$769,877	\$654,733	\$995,477	\$1,115,729	\$0	n/a
May	\$802,688	\$1,019,604	\$822,617	\$1,043,114	\$1,204,785	\$0	n/a
Jun	\$1,099,967	\$1,191,209	\$1,221,145	\$1,552,762	\$1,598,113	\$0	n/a
Jul	\$1,075,530	\$1,192,519	\$1,304,240	\$1,467,979	\$1,557,013	\$0	n/a
Aug	\$1,038,181	\$1,193,502	\$1,251,475	\$1,336,094	\$1,599,315	\$0	n/a
Sep	\$1,024,673	\$1,153,033	\$1,409,632	\$1,385,779	\$1,566,348	\$0	n/a
Oct	\$848,734	\$1,004,624	\$1,156,700	\$1,180,820	\$1,374,996	\$0	n/a
Nov	\$891,605	\$971,770	\$1,118,262	\$1,274,107	\$1,290,143	\$0	n/a
Dec	\$1,228,422	\$1,328,041	\$1,355,362	\$1,724,771	\$1,828,034	\$0	n/a
Total	\$11,648,768	\$12,686,146	\$12,963,456	\$15,530,213	\$17,300,029	\$2,631,041	1.38%



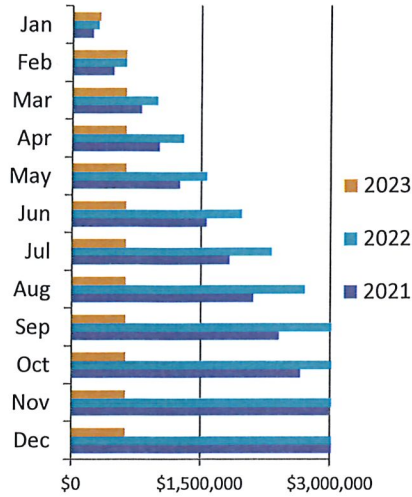
Auto							
	2018	2019	2020	2021	2022	2023	% change from PY
Jan	\$63,353	\$63,189	\$57,451	\$72,100	\$54,365	\$85,920	58.05%
Feb	\$53,841	\$55,000	\$51,548	\$67,090	\$146,510	\$78,625	-46.33%
Mar	\$76,521	\$71,174	\$62,629	\$88,529	\$91,096	\$0	n/a
Apr	\$64,081	\$60,216	\$44,130	\$67,110	\$86,114	\$0	n/a
May	\$62,160	\$53,932	\$53,787	\$67,141	\$79,624	\$0	n/a
Jun	\$70,097	\$64,418	\$62,103	\$80,140	\$90,568	\$0	n/a
Jul	\$68,415	\$66,250	\$68,275	\$67,057	\$93,281	\$0	n/a
Aug	\$75,510	\$71,151	\$64,490	\$77,727	\$110,287	\$0	n/a
Sep	\$62,414	\$73,101	\$79,448	\$74,439	\$75,420	\$0	n/a
Oct	\$73,548	\$71,995	\$69,405	\$74,677	\$89,692	\$0	n/a
Nov	\$62,477	\$65,593	\$63,936	\$53,681	\$87,667	\$0	n/a
Dec	\$77,330	\$76,939	\$63,983	\$91,820	\$119,550	\$0	n/a
Total	\$809,746	\$792,959	\$741,185	\$881,511	\$1,124,173	\$164,546	-18.09%



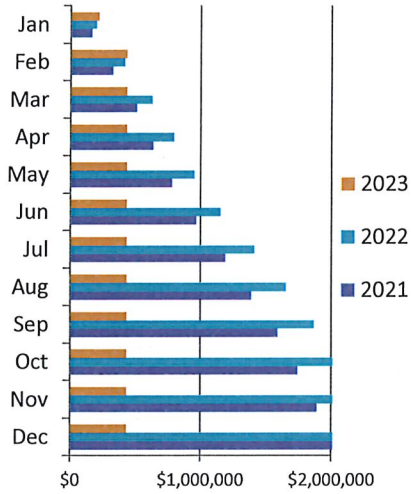
Bldg Retail							
	2018	2019	2020	2021	2022	2023	% change from PY
Jan	\$153,760	\$152,847	\$249,026	\$246,457	\$249,274	\$265,087	6.34%
Feb	\$126,119	\$154,682	\$184,740	\$229,558	\$243,781	\$254,266	4.30%
Mar	\$187,088	\$197,773	\$219,834	\$316,908	\$386,303	\$0	n/a
Apr	\$238,757	\$202,335	\$252,918	\$285,800	\$243,227	\$0	n/a
May	\$245,558	\$478,357	\$343,518	\$345,415	\$349,466	\$0	n/a
Jun	\$307,781	\$373,121	\$423,535	\$523,486	\$443,060	\$0	n/a
Jul	\$244,377	\$313,591	\$371,475	\$390,477	\$419,739	\$0	n/a
Aug	\$244,769	\$320,003	\$330,870	\$345,227	\$404,043	\$0	n/a
Sep	\$293,464	\$357,499	\$443,862	\$385,861	\$420,383	\$0	n/a
Oct	\$251,470	\$310,650	\$373,963	\$345,044	\$388,102	\$0	n/a
Nov	\$205,930	\$269,257	\$334,727	\$334,475	\$345,028	\$0	n/a
Dec	\$234,854	\$268,927	\$287,377	\$370,179	\$368,921	\$0	n/a
Total	\$2,733,927	\$3,399,042	\$3,815,844	\$4,118,886	\$4,261,325	\$519,354	5.33%

Town of Silverthorne
Sales Tax by Sector

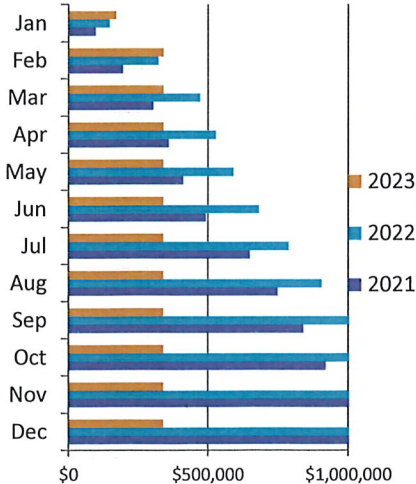
Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
	2018	2019	2020	2021	2022	2023	% change 2023 from PY
Jan	\$203,832	\$183,056	\$177,041	\$242,365	\$311,333	\$326,648	4.92%
Feb	\$182,411	\$190,261	\$171,871	\$244,175	\$326,157	\$309,687	-5.05%
Mar	\$234,563	\$226,261	\$190,107	\$325,000	\$364,244	\$0	n/a
Apr	\$139,211	\$147,573	\$134,238	\$210,140	\$300,551	\$0	n/a
May	\$149,945	\$139,746	\$177,548	\$234,686	\$268,601	\$0	n/a
Jun	\$233,423	\$224,453	\$257,957	\$313,232	\$403,062	\$0	n/a
Jul	\$193,321	\$213,429	\$251,007	\$264,548	\$346,372	\$0	n/a
Aug	\$191,212	\$225,322	\$245,658	\$275,278	\$384,086	\$0	n/a
Sep	\$193,104	\$210,774	\$277,527	\$300,208	\$360,347	\$0	n/a
Oct	\$169,501	\$191,445	\$231,418	\$246,612	\$339,184	\$0	n/a
Nov	\$217,297	\$204,186	\$251,756	\$336,534	\$330,982	\$0	n/a
Dec	\$286,386	\$322,834	\$376,905	\$516,286	\$558,603	\$0	n/a
Total	\$2,394,207	\$2,479,339	\$2,743,032	\$3,509,064	\$4,293,522	\$636,335	-0.18%



Food & Liquor							
	2018	2019	2020	2021	2022	2023	% change 2023 from PY
Jan	\$144,354	\$155,132	\$150,841	\$163,922	\$199,085	\$219,613	10.31%
Feb	\$149,271	\$147,858	\$148,891	\$163,757	\$222,275	\$216,456	-2.62%
Mar	\$158,422	\$167,215	\$102,543	\$184,761	\$210,718	\$0	n/a
Apr	\$113,784	\$114,506	\$76,197	\$127,215	\$166,915	\$0	n/a
May	\$115,475	\$112,621	\$97,170	\$144,730	\$155,336	\$0	n/a
Jun	\$161,344	\$154,670	\$142,258	\$184,021	\$201,133	\$0	n/a
Jul	\$186,654	\$197,592	\$198,570	\$223,697	\$256,750	\$0	n/a
Aug	\$173,951	\$172,914	\$192,378	\$199,540	\$242,363	\$0	n/a
Sep	\$147,993	\$153,067	\$169,933	\$198,405	\$211,452	\$0	n/a
Oct	\$121,172	\$136,288	\$143,759	\$154,719	\$182,385	\$0	n/a
Nov	\$130,723	\$117,955	\$121,213	\$145,259	\$146,039	\$0	n/a
Dec	\$185,635	\$173,225	\$162,275	\$201,973	\$228,768	\$0	n/a
Total	\$1,788,778	\$1,803,041	\$1,706,029	\$2,091,999	\$2,423,219	\$436,070	3.49%

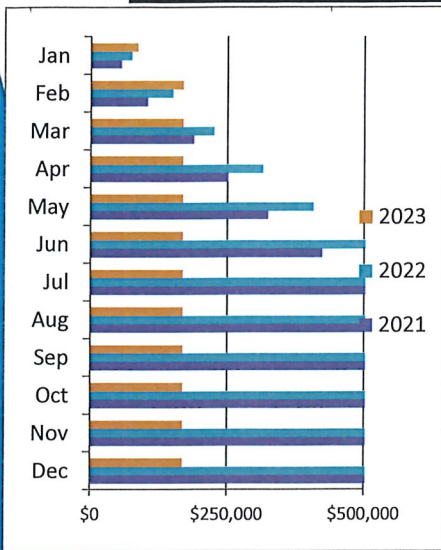


Lodging							
	2018	2019	2020	2021	2022	2023	% change 2023 from PY
Jan	\$74,095	\$105,812	\$88,758	\$98,632	\$147,636	\$172,719	16.99%
Feb	\$73,110	\$79,840	\$84,769	\$99,395	\$175,940	\$168,893	-4.01%
Mar	\$93,621	\$98,676	\$31,507	\$107,696	\$148,711	\$0	n/a
Apr	\$33,066	\$32,840	\$2,934	\$55,233	\$56,619	\$0	n/a
May	\$26,950	\$33,958	\$2,868	\$51,041	\$61,784	\$0	n/a
Jun	\$54,705	\$51,435	\$40,519	\$81,357	\$91,600	\$0	n/a
Jul	\$67,191	\$61,819	\$75,325	\$157,048	\$107,674	\$0	n/a
Aug	\$57,191	\$86,637	\$80,288	\$99,424	\$116,942	\$0	n/a
Sep	\$62,467	\$58,317	\$82,174	\$91,411	\$162,232	\$0	n/a
Oct	\$41,212	\$52,909	\$63,897	\$79,646	\$74,467	\$0	n/a
Nov	\$58,435	\$56,326	\$54,928	\$85,050	\$73,683	\$0	n/a
Dec	\$99,874	\$81,436	\$82,845	\$150,938	\$140,648	\$0	n/a
Total	\$741,916	\$800,005	\$690,813	\$1,156,871	\$1,357,934	\$341,611	5.57%

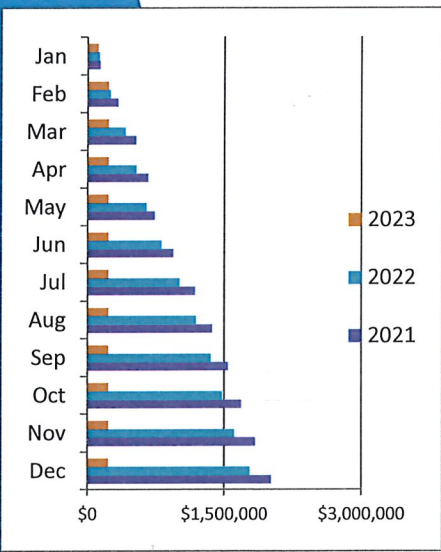
Town of Silverthorne

Sales Tax by Sector

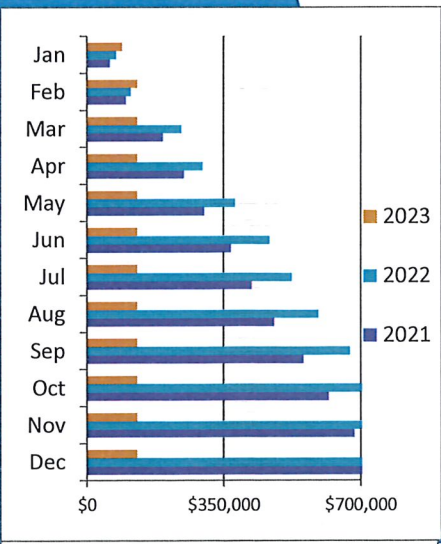
Year Over Year Comparison of Sales Tax by Category



Online Retail							% change
	2018	2019	2020	2021	2022	2023	from PY
Jan	\$12,981	\$12,733	\$30,008	\$57,243	\$76,005	\$87,084	14.58%
Feb	\$6,035	\$12,438	\$30,568	\$47,681	\$75,190	\$81,935	8.97%
Mar	\$11,053	\$21,071	\$39,087	\$84,728	\$74,337	\$0	n/a
Apr	\$6,066	\$22,422	\$74,964	\$61,479	\$89,936	\$0	n/a
May	\$8,969	\$29,385	\$49,073	\$73,578	\$92,798	\$0	n/a
Jun	\$4,481	\$39,986	\$58,270	\$100,338	\$114,783	\$0	n/a
Jul	\$9,214	\$31,564	\$64,485	\$78,450	\$82,033	\$0	n/a
Aug	\$7,835	\$29,360	\$72,750	\$92,067	\$92,611	\$0	n/a
Sep	\$11,610	\$41,998	\$76,044	\$87,379	\$91,858	\$0	n/a
Oct	\$8,178	\$41,590	\$71,296	\$70,620	\$109,077	\$0	n/a
Nov	\$9,257	\$49,334	\$87,680	\$105,332	\$92,476	\$0	n/a
Dec	\$24,417	\$78,765	\$88,683	\$111,472	\$120,818	\$0	n/a
Total	\$120,096	\$120,096	\$410,646	\$742,907	\$970,365	\$169,019	11.79%

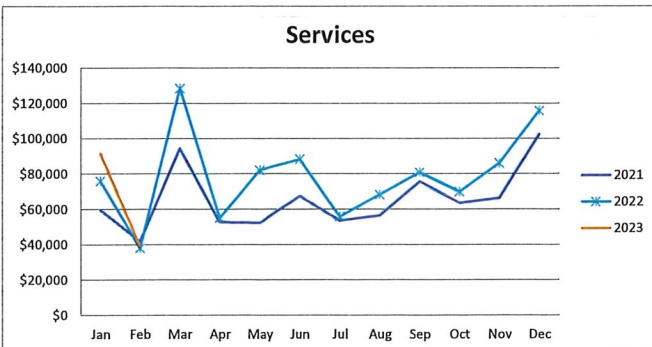
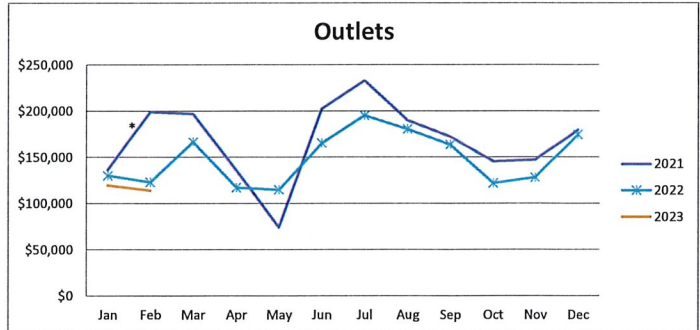
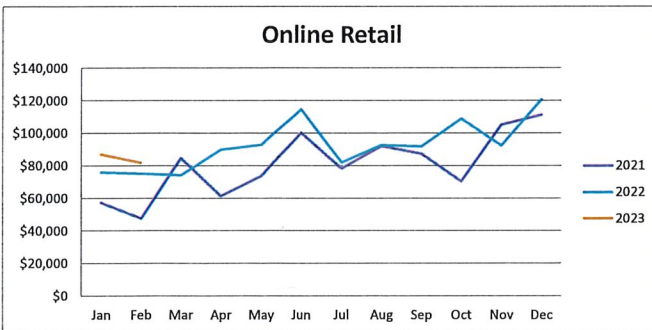
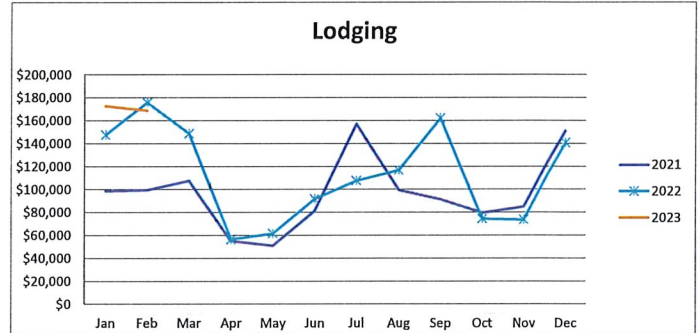
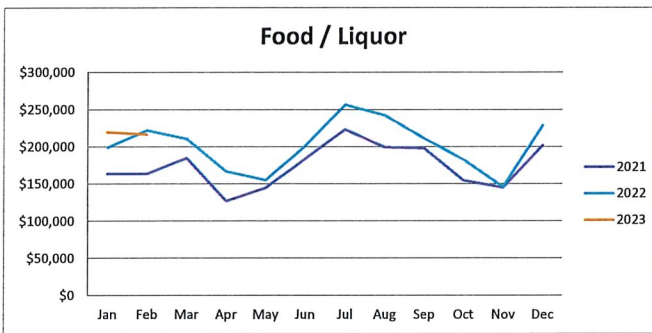
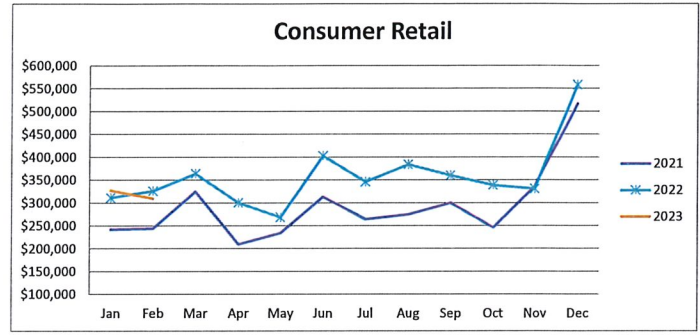
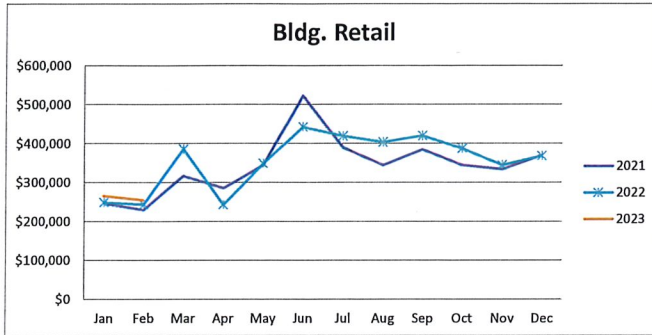
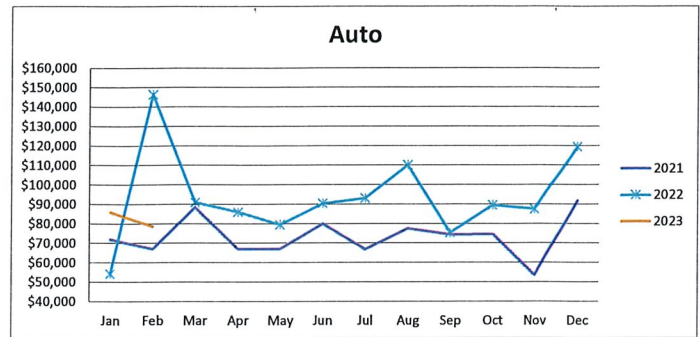
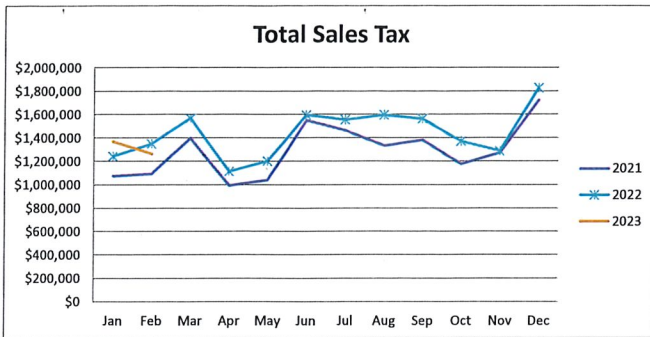


Outlets							% change
	2018	2019	2020	2021	2022	2023	from PY
Jan	\$187,019	\$196,963	\$167,053	\$136,747	\$130,251	\$119,500	-8.25%
Feb	\$165,078	\$180,448	\$147,975	\$199,241	\$123,247	\$114,154	-7.38%
Mar	\$240,814	\$222,425	\$83,038	\$197,102	\$166,552	\$0	n/a
Apr	\$134,443	\$147,033	\$12,019	\$135,747	\$117,226	\$0	n/a
May	\$152,310	\$139,196	\$52,430	\$74,161	\$114,933	\$0	n/a
Jun	\$219,645	\$223,289	\$178,041	\$202,630	\$165,513	\$0	n/a
Jul	\$270,114	\$265,140	\$221,043	\$233,000	\$195,262	\$0	n/a
Aug	\$251,872	\$247,847	\$216,074	\$190,197	\$180,665	\$0	n/a
Sep	\$203,474	\$198,194	\$215,113	\$172,242	\$163,697	\$0	n/a
Oct	\$140,958	\$152,063	\$152,836	\$145,727	\$122,073	\$0	n/a
Nov	\$161,141	\$165,858	\$137,302	\$147,395	\$128,187	\$0	n/a
Dec	\$251,608	\$238,959	\$206,112	\$179,576	\$174,808	\$0	n/a
Total	\$2,378,476	\$2,377,416	\$1,789,038	\$2,013,766	\$1,782,414	\$233,653	-7.83%



Services							% change
	2018	2019	2020	2021	2022	2023	from PY
Jan	\$46,531	\$52,033	\$49,723	\$59,753	\$75,991	\$91,475	20.38%
Feb	\$169,455	\$52,323	\$75,844	\$42,029	\$38,167	\$38,978	2.13%
Mar	\$61,124	\$62,758	\$74,437	\$94,440	\$128,386	\$0	n/a
Apr	\$35,108	\$42,952	\$57,335	\$52,754	\$55,141	\$0	n/a
May	\$41,321	\$32,410	\$46,224	\$52,362	\$82,244	\$0	n/a
Jun	\$48,491	\$59,836	\$58,461	\$67,559	\$88,395	\$0	n/a
Jul	\$36,245	\$43,134	\$54,059	\$53,702	\$55,903	\$0	n/a
Aug	\$35,841	\$40,270	\$48,966	\$56,634	\$68,317	\$0	n/a
Sep	\$50,147	\$60,082	\$65,532	\$75,834	\$80,960	\$0	n/a
Oct	\$42,696	\$47,685	\$50,125	\$63,774	\$70,016	\$0	n/a
Nov	\$46,345	\$43,262	\$66,720	\$66,381	\$86,081	\$0	n/a
Dec	\$68,318	\$86,954	\$87,181	\$102,528	\$115,919	\$0	n/a
Total	\$681,621	\$623,698	\$734,607	\$787,750	\$945,521	\$130,453	14.27%

Seasonality by Category: 2021-2023

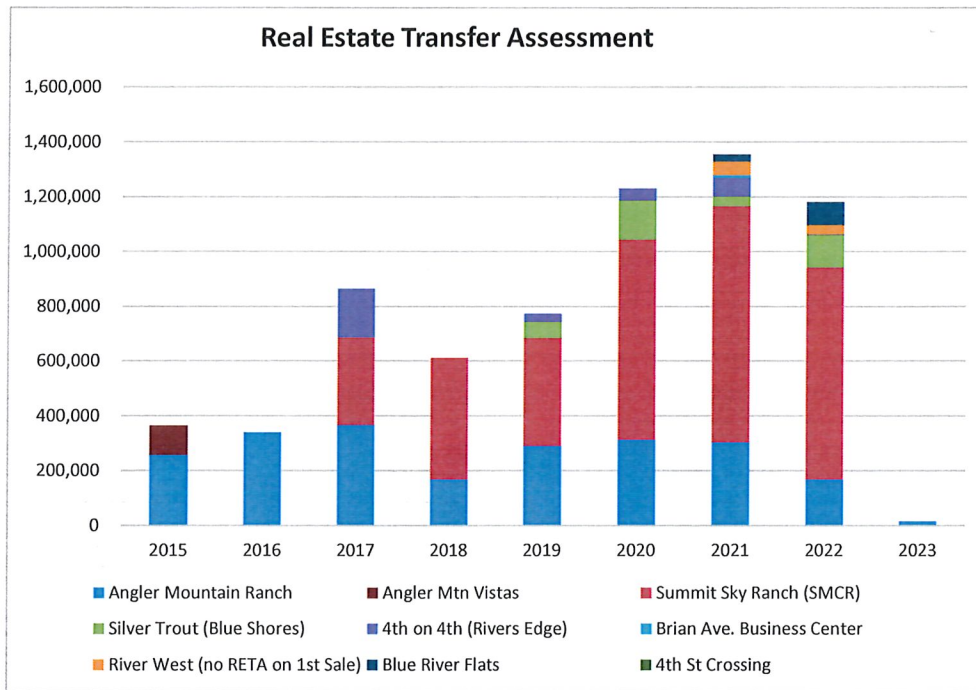


Other Notes:

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

Real Estate Transfer Assessment

	Angler Mountain Ranch	Angler Mtn Vistas	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	Summit Blue	Total
2015	256,514	0	0	0	0	0	0	0	0	0	256,514
2016	340,160	0	0	0	0	0	0	0	0	0	340,160
2017	367,245	0	319,782	0	177,602	0	0	0	0	0	864,629
2018	169,380	0	442,192	0	0	0	0	0	0	0	611,572
2019	291,610	0	392,857	58,749	30,790	0	0	0	0	0	774,006
2020	312,436	0	730,606	143,481	44,605	0	0	0	0	0	1,231,128
2021	304,102	0	861,721	34,930	68,370	10,000	49,879	26,444	0	0	1,355,445
2022	169,188	52,000	772,679	118,097	2,700	0	35,100	83,810	0	0	1,233,574
2023	15,750	55,500	73,086	18,250	0	0	11,850	14,650	13,750	0	202,836
TOTAL	2,226,385	107,500	3,592,922	373,507	324,067	10,000	96,829	124,904	13,750	0	6,869,864



LODGING TAX COLLECTIONS: 2020-2023 COMPARISONS

*Note as of 7/1/22 Lodging tax is 6% so the % change column should remain about 33%

LODGING TAXES	2020	2019/2020	2021	2020/2021	2022	2021/2022	2023	2022/2023	2022/2023	2023	2023	2023
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	\$ Change	% Change	TOS Sales Tax	\$ Change	% Change
Jan	43,978	-16.5%	50,288	14.3%	75,964	51.1%	242,489	166,525	219.2%	96,923	145,567	60.0%
Feb	45,809	21.3%	49,511	8.1%	82,177	66.0%	211,289	129,112	157.1%	85,472	125,817	59.5%
Mar	17,476	-63.5%	55,137	215.5%	75,052	36.1%			0.0%		0	
Apr	939	-94.7%	28,870	2974.0%	32,414	12.3%			0.0%		0	
May	742	-95.6%	26,684	3497.7%	29,412	10.2%			0.0%		0	
June	18,288	-27.6%	41,047	124.4%	42,338	3.1%			0.0%		0	
July	39,957	17.1%	53,273	33.3%	177,606	233.4%			0.0%		0	
Aug	41,898	45.0%	48,399	15.5%	165,044	241.0%			0.0%		0	
Sept	36,536	33.6%	46,659	27.7%	112,121	140.3%			0.0%		0	
Oct	32,385	30.6%	42,154	30.2%	108,812	158.1%			0.0%		0	
Nov	29,430	18.2%	43,701	48.5%	113,704	160.2%			0.0%		0	
Dec	40,660	56.7%	78,282	92.5%	223,137	185.0%			0.0%		0	
TOTAL	348,099	-4.4%	564,004	62.0%	1,237,782	119.5%	453,779	295,637	286.9%	182,395	271,384	59.8%

*Note as of 7/1/22 Lodging tax is 6% so the % change column should remain about 33%

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

Short Term Rental & Change Should be approximately 66% due to Lodging tax being 3 time the Sales tax rate.

SALES & LODGING TAXES	2020		2021		2022		2023		2022 vs. 2023			
	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	81,827	56,100	62,054	86,891	75,963	151,474	173,891	260,392	97,929	128.92%	108,918	71.9%
Feb	94,867	43,293	69,942	78,990	137,692	125,882	222,213	207,624	84,521	61.38%	81,742	64.9%
Mar	36,927	9,538	81,678	81,313	107,775	109,261				0.00%		0.0%
Apr	123	21,853	35,222	48,820	49,976	44,224				0.00%		0.0%
May	47	8,976	32,163	45,561	45,430	40,576				0.00%		0.0%
June	29,357	33,866	57,913	64,393	64,995	68,868				0.00%		0.0%
July	55,923	62,490	76,644	91,408	149,066	140,008				0.00%		0.0%
Aug	56,965	67,172	74,711	76,223	142,275	128,770				0.00%		0.0%
Sept	49,632	73,883	59,913	78,929	80,148	65,679				0.00%		0.0%
Oct	40,987	59,078	48,264	73,368	92,771	97,830				0.00%		0.0%
Nov	26,520	57,010	33,954	91,517	64,529	122,791				0.00%		0.00%
Dec	56,454	75,559	95,285	229,220	141,707	222,041				0.00%		0.00%
TOTAL	529,630	568,818	727,742	1,046,633	1,152,327	1,317,405	396,104	468,016	182,450	85.39%	190,660	68.74%

*Reflects the increase from 2% to 6% rate.

DEVELOPMENT EXCISE TAX COLLECTIONS: 2020-2023 COMPARISONS

EXCISE TAXES	2020	2019/2020	2021	2020/2021	2022	2021/2022	2023	2022/2023	2022/2023	2023	2022	2023
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	\$ Change	% Change	Total Sq Footage	New Res Permits	New Res Permits
Jan	14,028	-66.1%	0	-100.0%	81,978	#DIV/0!	80,582	(1,396)	-1.7%	40,291	2	1
Feb	21,812	-42.9%	42,886	96.6%	45,216	5.4%	32,832	(12,384)	-27.4%	16,416	6	2
Mar	50,268	-26.6%	64,018	27.4%	118,666	85.4%	28,304	(90,362)	-76.1%	14,152	13	3
Apr	0	-100.0%	82,630	#DIV/0!	44,790	-45.8%				0	7	
May	48,300	-60.9%	33,100	-31.5%	144,622	336.9%				0	20	
June	99,708	-22.7%	116,630	17.0%	32,436	-72.2%				0	4	
July	86,722	8.0%	42,134	-51.4%	77,808	84.7%				0	13	
Aug	43,138	73.8%	64,558	49.7%	312,939	384.7%				0	64	
Sept	102,888	2.5%	136,192	32.4%	35,870	-73.7%				0	7	
Oct	52,976	-7.1%	65,945	24.5%	14,564	-77.9%				0	2	
Nov	135,082	298.8%	168,280	24.6%	14,068	-91.6%				0	2	
Dec	37,614	-15.7%	81,548	116.8%	16,688	-79.5%				0	2	
TOTAL	692,536	-16.0%	897,921	29.7%	939,645	4.6%	141,718	-104,142	-42.4%	70,859	142	6

