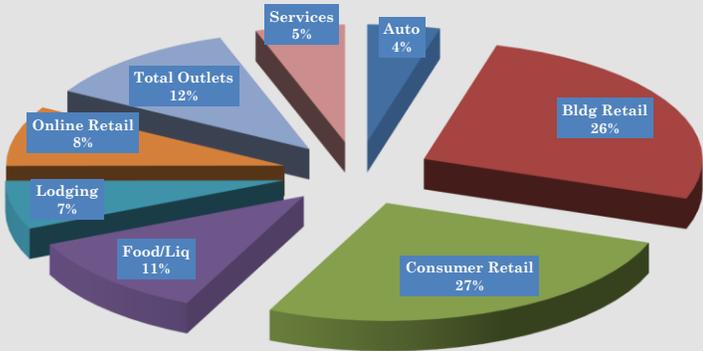
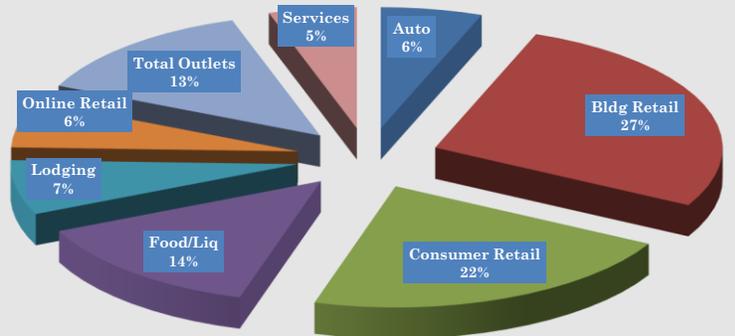


NOVEMBER

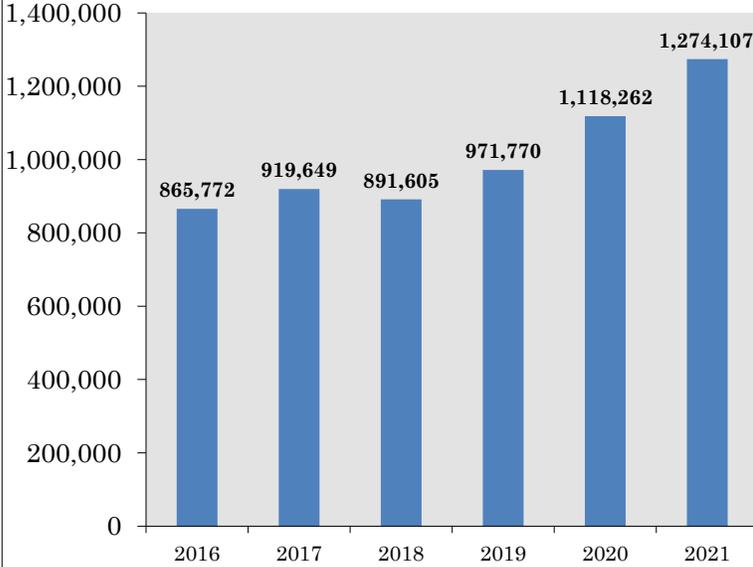
2021 MTD SALES TAX BY CATEGORY



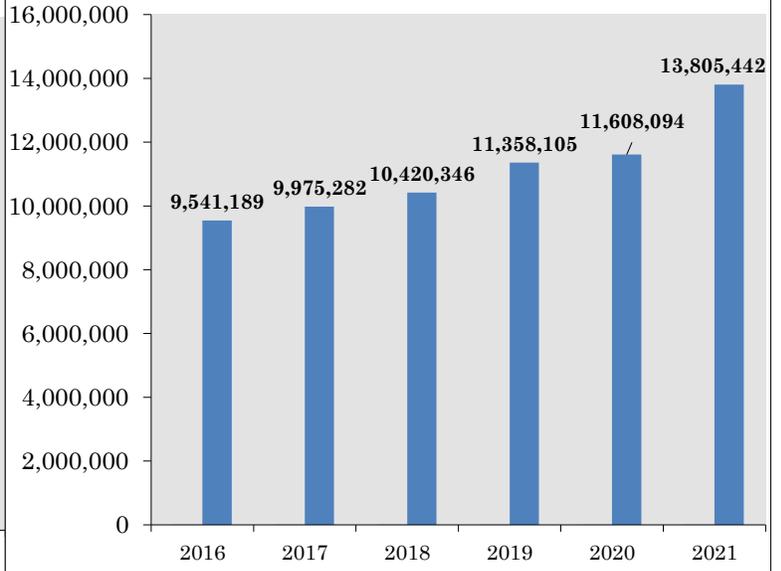
2021 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED (MONTH)



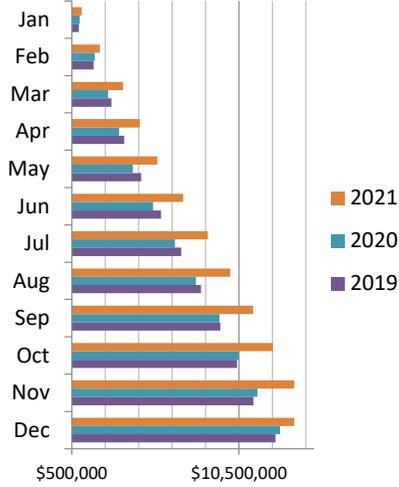
YTD SALES TAX COLLECTED



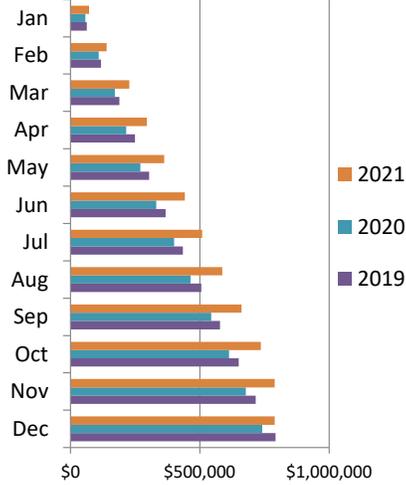
\$ & % Change from Prior Year	2016	2017	2018	2019	2020	2021	\$ & % Change from Prior Year	2016	2017	2018	2019	2020	2021
	105,158	53,877	(28,044)	80,165	146,491	155,846		569,305	434,093	445,064	937,760	249,989	2,197,348
13.83%	6.22%	-3.05%	8.99%	15.07%	13.94%	6.35%	4.55%	4.46%	9.00%	2.20%	18.93%		

Town of Silverthorne
Sales Tax by Sector

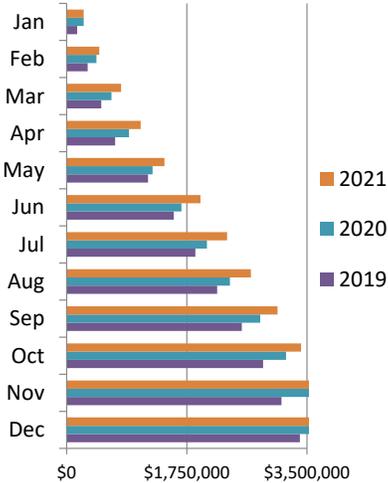
Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$766,849	\$818,538	\$885,926	\$921,764	\$969,901	\$1,077,219	11.06%
Feb	\$763,151	\$819,529	\$925,320	\$872,851	\$896,207	\$1,092,927	21.95%
Mar	\$984,257	\$1,042,916	\$1,063,206	\$1,067,353	\$803,182	\$1,399,163	74.20%
Apr	\$646,245	\$687,808	\$764,516	\$769,877	\$654,733	\$995,477	52.04%
May	\$666,068	\$726,443	\$802,688	\$1,019,604	\$822,617	\$1,043,114	26.80%
Jun	\$1,009,478	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	\$1,552,762	27.16%
Jul	\$977,228	\$1,068,708	\$1,075,530	\$1,192,519	\$1,304,240	\$1,467,979	12.55%
Aug	\$951,341	\$984,853	\$1,038,181	\$1,193,502	\$1,251,475	\$1,336,094	6.76%
Sep	\$1,014,190	\$1,037,088	\$1,024,673	\$1,153,033	\$1,409,632	\$1,385,779	-1.69%
Oct	\$896,612	\$797,367	\$848,734	\$1,004,624	\$1,156,700	\$1,180,820	2.09%
Nov	\$865,772	\$919,649	\$891,605	\$971,770	\$1,118,262	\$1,274,107	13.94%
Dec	\$1,182,890	\$1,209,640	\$1,228,422	\$1,328,041	\$1,355,362	\$0	n/a
Total	\$10,724,079	\$11,184,921	\$11,648,768	\$12,686,146	\$12,963,456	\$13,805,442	18.93%



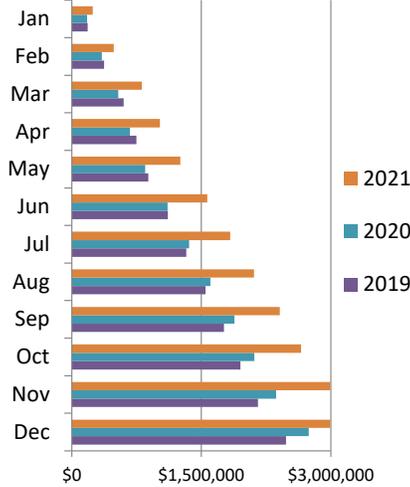
Auto							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$59,587	\$70,101	\$63,353	\$63,189	\$57,451	\$72,100	25.50%
Feb	\$65,190	\$56,855	\$53,841	\$55,000	\$51,548	\$67,090	30.15%
Mar	\$74,112	\$76,462	\$76,521	\$71,174	\$62,629	\$88,529	41.35%
Apr	\$78,237	\$55,273	\$64,081	\$60,216	\$44,130	\$67,110	52.07%
May	\$66,987	\$63,356	\$62,160	\$53,932	\$53,787	\$67,141	24.83%
Jun	\$78,079	\$67,352	\$70,097	\$64,418	\$62,103	\$80,140	29.04%
Jul	\$66,894	\$70,835	\$68,415	\$66,250	\$68,275	\$67,057	-1.78%
Aug	\$77,545	\$66,280	\$75,510	\$71,151	\$64,490	\$77,727	20.53%
Sep	\$81,689	\$71,883	\$62,414	\$73,101	\$79,448	\$74,439	-6.30%
Oct	\$77,443	\$73,779	\$73,548	\$71,995	\$69,405	\$74,677	7.60%
Nov	\$68,337	\$74,526	\$62,477	\$65,593	\$63,936	\$53,681	-16.04%
Dec	\$79,896	\$72,905	\$77,330	\$76,939	\$63,983	\$0	n/a
Total	\$873,996	\$819,607	\$809,746	\$792,959	\$741,185	\$789,692	16.61%



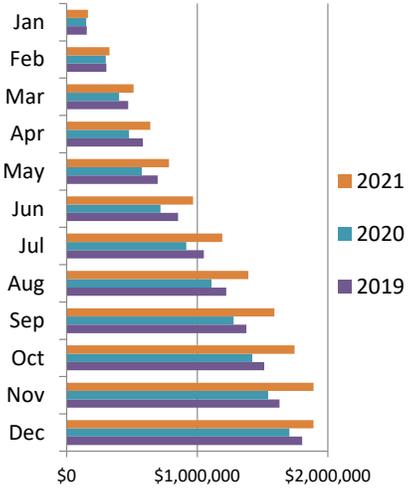
Bldg Retail							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$120,751	\$168,108	\$153,760	\$152,847	\$249,026	\$246,457	-1.03%
Feb	\$114,957	\$137,390	\$126,119	\$154,682	\$184,740	\$229,558	24.26%
Mar	\$148,275	\$202,209	\$187,088	\$197,773	\$219,834	\$316,908	44.16%
Apr	\$132,840	\$121,313	\$238,757	\$202,335	\$252,918	\$285,800	13.00%
May	\$166,019	\$202,858	\$245,558	\$478,357	\$343,518	\$345,415	0.55%
Jun	\$278,854	\$310,013	\$307,781	\$373,121	\$423,535	\$523,486	23.60%
Jul	\$203,941	\$221,332	\$244,377	\$313,591	\$371,475	\$390,477	5.12%
Aug	\$198,034	\$224,917	\$244,769	\$320,003	\$330,870	\$345,227	4.34%
Sep	\$281,000	\$277,698	\$293,464	\$357,499	\$443,862	\$385,861	-13.07%
Oct	\$319,252	\$219,882	\$251,470	\$310,650	\$373,963	\$345,044	-7.73%
Nov	\$220,290	\$220,654	\$205,930	\$269,257	\$334,727	\$334,475	-0.08%
Dec	\$243,834	\$211,210	\$234,854	\$268,927	\$287,377	\$0	n/a
Total	\$2,428,047	\$2,517,584	\$2,733,927	\$3,399,042	\$3,815,844	\$3,748,708	6.24%

Town of Silverthorne
Sales Tax by Sector

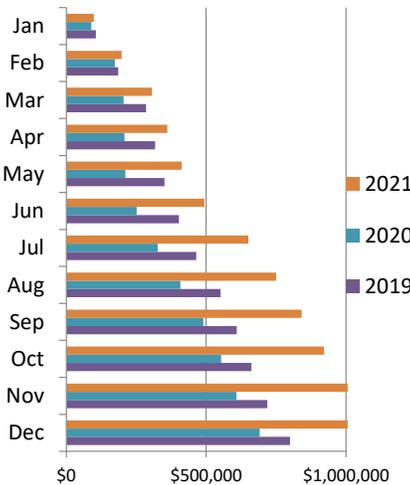
Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$202,751	\$189,778	\$203,832	\$183,056	\$177,041	\$242,365	36.90%
Feb	\$200,689	\$210,656	\$182,411	\$190,261	\$171,871	\$244,175	42.07%
Mar	\$248,313	\$251,499	\$234,563	\$226,261	\$190,107	\$325,000	70.96%
Apr	\$149,127	\$188,023	\$139,211	\$147,573	\$134,238	\$210,140	56.54%
May	\$153,178	\$158,034	\$149,945	\$139,746	\$177,548	\$234,686	32.18%
Jun	\$216,633	\$238,137	\$233,423	\$224,453	\$257,957	\$313,232	21.43%
Jul	\$191,245	\$200,937	\$193,321	\$213,429	\$251,007	\$264,548	5.39%
Aug	\$201,213	\$207,697	\$191,212	\$225,322	\$245,658	\$275,278	12.06%
Sep	\$209,426	\$235,599	\$193,104	\$210,774	\$277,527	\$300,208	8.17%
Oct	\$171,689	\$172,330	\$169,501	\$191,445	\$231,418	\$246,612	6.57%
Nov	\$211,629	\$226,922	\$217,297	\$204,186	\$251,756	\$336,534	33.67%
Dec	\$338,212	\$360,631	\$286,386	\$322,834	\$376,905	\$0	n/a
Total	\$2,494,105	\$2,640,243	\$2,394,207	\$2,479,339	\$2,743,032	\$2,992,778	26.48%

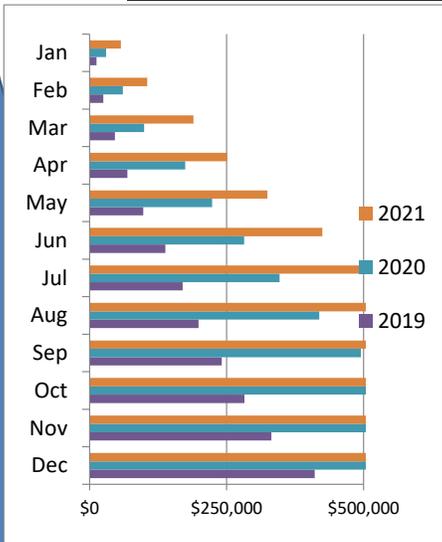


Food & Liquor							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$131,649	\$135,920	\$144,354	\$155,132	\$150,841	\$163,922	8.67%
Feb	\$118,012	\$144,647	\$149,271	\$147,858	\$148,891	\$163,757	9.98%
Mar	\$139,365	\$149,023	\$158,422	\$167,215	\$102,543	\$184,761	80.18%
Apr	\$101,339	\$98,694	\$113,784	\$114,506	\$76,197	\$127,215	66.96%
May	\$96,090	\$108,019	\$115,475	\$112,621	\$97,170	\$144,730	48.94%
Jun	\$138,306	\$146,538	\$161,344	\$154,670	\$142,258	\$184,021	29.36%
Jul	\$158,077	\$181,966	\$186,654	\$197,592	\$198,570	\$223,697	12.65%
Aug	\$154,294	\$148,280	\$173,951	\$172,914	\$192,378	\$199,540	3.72%
Sep	\$139,326	\$140,160	\$147,993	\$153,067	\$169,933	\$198,405	16.75%
Oct	\$113,465	\$105,101	\$121,172	\$136,288	\$143,759	\$154,719	7.62%
Nov	\$114,187	\$111,640	\$130,723	\$117,955	\$121,213	\$145,259	19.84%
Dec	\$163,456	\$154,829	\$185,635	\$173,225	\$162,275	\$0	n/a
Total	\$1,567,566	\$1,624,816	\$1,788,778	\$1,803,041	\$1,706,029	\$1,890,026	22.43%

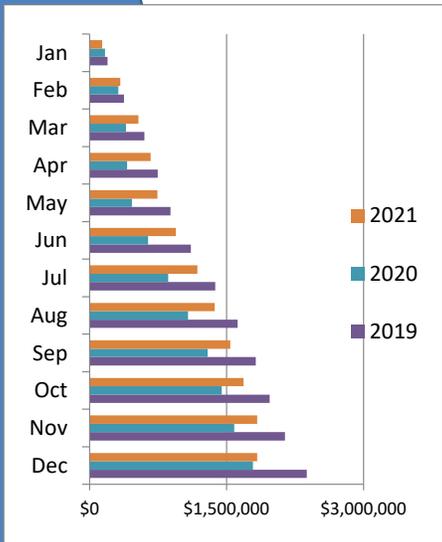


Lodging							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$50,669	\$64,003	\$74,095	\$105,812	\$88,758	\$98,632	11.12%
Feb	\$67,039	\$66,921	\$73,110	\$79,840	\$84,769	\$99,395	17.25%
Mar	\$79,596	\$89,447	\$93,621	\$98,676	\$31,507	\$107,696	241.81%
Apr	\$24,974	\$26,442	\$33,066	\$32,840	\$2,934	\$55,233	1782.82%
May	\$18,956	\$27,102	\$26,950	\$33,958	\$2,868	\$51,041	1679.85%
Jun	\$36,857	\$45,589	\$54,705	\$51,435	\$40,519	\$81,357	100.79%
Jul	\$52,276	\$64,917	\$67,191	\$61,819	\$75,325	\$157,048	108.49%
Aug	\$43,902	\$56,080	\$57,191	\$86,637	\$80,288	\$99,424	23.83%
Sep	\$43,838	\$49,148	\$62,467	\$58,317	\$82,174	\$91,411	11.24%
Oct	\$27,585	\$35,417	\$41,212	\$52,909	\$63,897	\$79,646	24.65%
Nov	\$22,290	\$33,973	\$58,435	\$56,326	\$54,928	\$85,050	54.84%
Dec	\$62,271	\$70,932	\$99,874	\$81,436	\$82,845	\$0	n/a
Total	\$530,252	\$629,970	\$741,916	\$800,005	\$690,813	\$1,005,933	65.46%

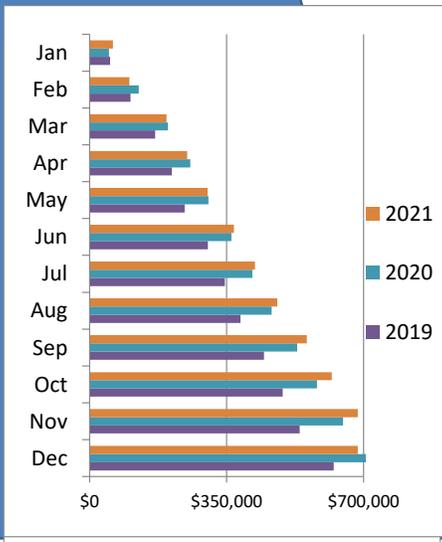
Year Over Year Comparison of Sales Tax by Category



Online Retail							
	2016	2017	2018	2019	2020	% change	
						2021	from PY
Jan	\$0	\$0	\$12,981	\$12,733	\$30,008	\$57,243	90.76%
Feb	\$0	\$0	\$6,035	\$12,438	\$30,568	\$47,681	55.98%
Mar	\$0	\$0	\$11,053	\$21,071	\$39,087	\$84,728	116.77%
Apr	\$0	\$0	\$6,066	\$22,422	\$74,964	\$61,479	-17.99%
May	\$0	\$0	\$8,969	\$29,385	\$49,073	\$73,578	49.93%
Jun	\$0	\$0	\$4,481	\$39,986	\$58,270	\$100,338	72.19%
Jul	\$0	\$0	\$9,214	\$31,564	\$64,485	\$78,450	21.65%
Aug	\$0	\$0	\$7,835	\$29,360	\$72,750	\$92,067	26.55%
Sep	\$0	\$0	\$11,610	\$41,998	\$76,044	\$87,379	14.91%
Oct	\$0	\$0	\$8,178	\$41,590	\$71,296	\$70,620	-0.95%
Nov	\$0	\$0	\$9,257	\$49,334	\$87,680	\$105,332	20.13%
Dec	\$0	\$0	\$24,417	\$78,765	\$88,683	\$0	n/a
Total	\$0	\$0	\$120,096	\$410,646	\$742,907	\$858,893	31.28%

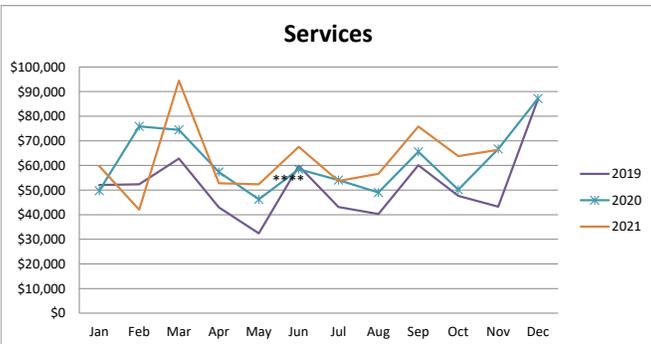
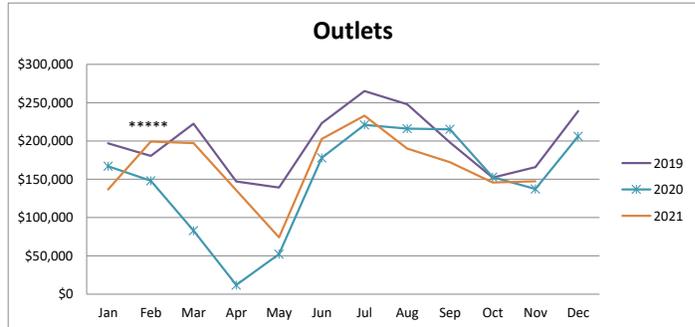
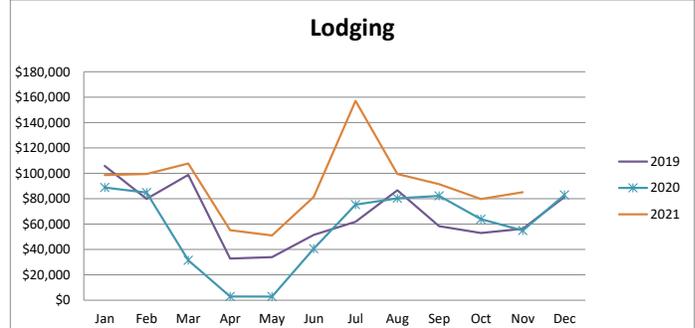
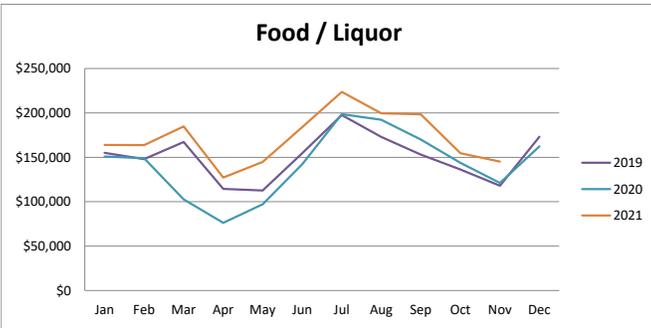
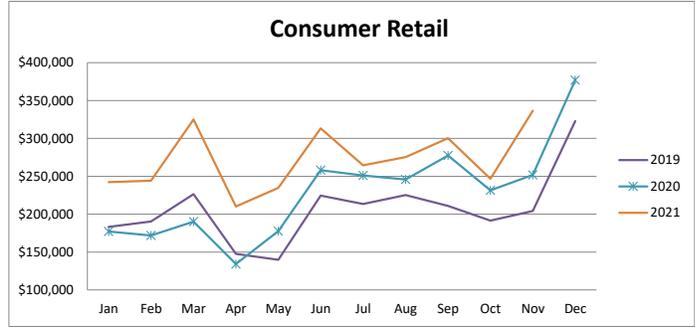
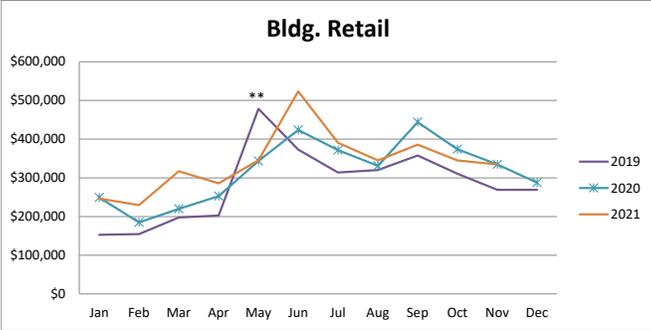
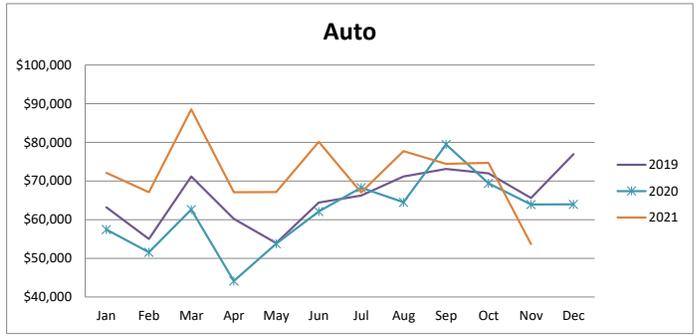
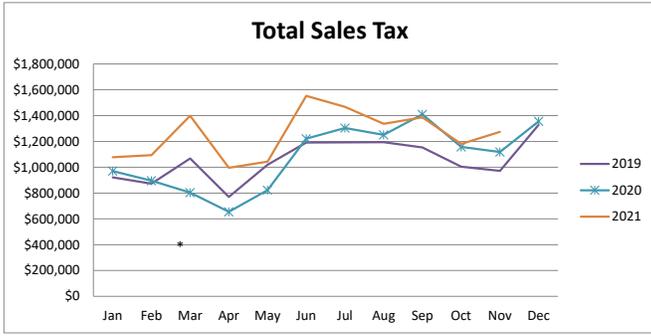


Outlets							
	2016	2017	2018	2019	2020	% change	
						2021	from PY
Jan	\$159,904	\$145,597	\$187,019	\$196,963	\$167,053	\$136,747	-18.14%
Feb	\$163,450	\$163,590	\$165,078	\$180,448	\$147,975	\$199,241	34.64%
Mar	\$241,856	\$223,180	\$240,814	\$222,425	\$83,038	\$197,102	137.36%
Apr	\$127,134	\$152,779	\$134,443	\$147,033	\$12,019	\$135,747	1029.45%
May	\$135,537	\$134,248	\$152,310	\$139,196	\$52,430	\$74,161	41.45%
Jun	\$223,978	\$222,184	\$219,645	\$223,289	\$178,041	\$202,630	13.81%
Jul	\$276,575	\$284,232	\$270,114	\$265,140	\$221,043	\$233,000	5.41%
Aug	\$247,556	\$251,010	\$251,872	\$247,847	\$216,074	\$190,197	-11.98%
Sep	\$216,960	\$216,457	\$203,474	\$198,194	\$215,113	\$172,242	-19.93%
Oct	\$156,040	\$158,978	\$140,958	\$152,063	\$152,836	\$145,727	-4.65%
Nov	\$197,347	\$197,530	\$161,141	\$165,858	\$137,302	\$147,395	7.35%
Dec	\$239,740	\$260,019	\$251,608	\$238,959	\$206,112	\$0	n/a
Total	\$2,386,077	\$2,409,805	\$2,378,476	\$2,377,416	\$1,789,038	\$1,834,189	15.87%



Services							
	2016	2017	2018	2019	2020	% change	
						2021	from PY
Jan	\$41,539	\$45,031	\$46,531	\$52,033	\$49,723	\$59,753	20.17%
Feb	\$33,814	\$39,471	\$169,455	\$52,323	\$75,844	\$42,029	-44.59%
Mar	\$52,740	\$51,096	\$61,124	\$62,758	\$74,437	\$94,440	26.87%
Apr	\$32,593	\$45,284	\$35,108	\$42,952	\$57,335	\$52,754	-7.99%
May	\$29,301	\$32,825	\$41,321	\$32,410	\$46,224	\$52,362	13.28%
Jun	\$36,771	\$42,570	\$48,491	\$59,836	\$58,461	\$67,559	15.56%
Jul	\$28,221	\$44,488	\$36,245	\$43,134	\$54,059	\$53,702	-0.66%
Aug	\$28,797	\$30,589	\$35,841	\$40,270	\$48,966	\$56,634	15.66%
Sep	\$41,951	\$46,143	\$50,147	\$60,082	\$65,532	\$75,834	15.72%
Oct	\$31,137	\$31,881	\$42,696	\$47,685	\$50,125	\$63,774	27.23%
Nov	\$31,692	\$54,405	\$46,345	\$43,262	\$66,720	\$66,381	-0.51%
Dec	\$55,481	\$79,113	\$68,318	\$86,954	\$87,181	\$0	n/a
Total	\$444,036	\$542,896	\$681,621	\$623,698	\$734,607	\$685,222	5.84%

Seasonality by Category: 2019-2021

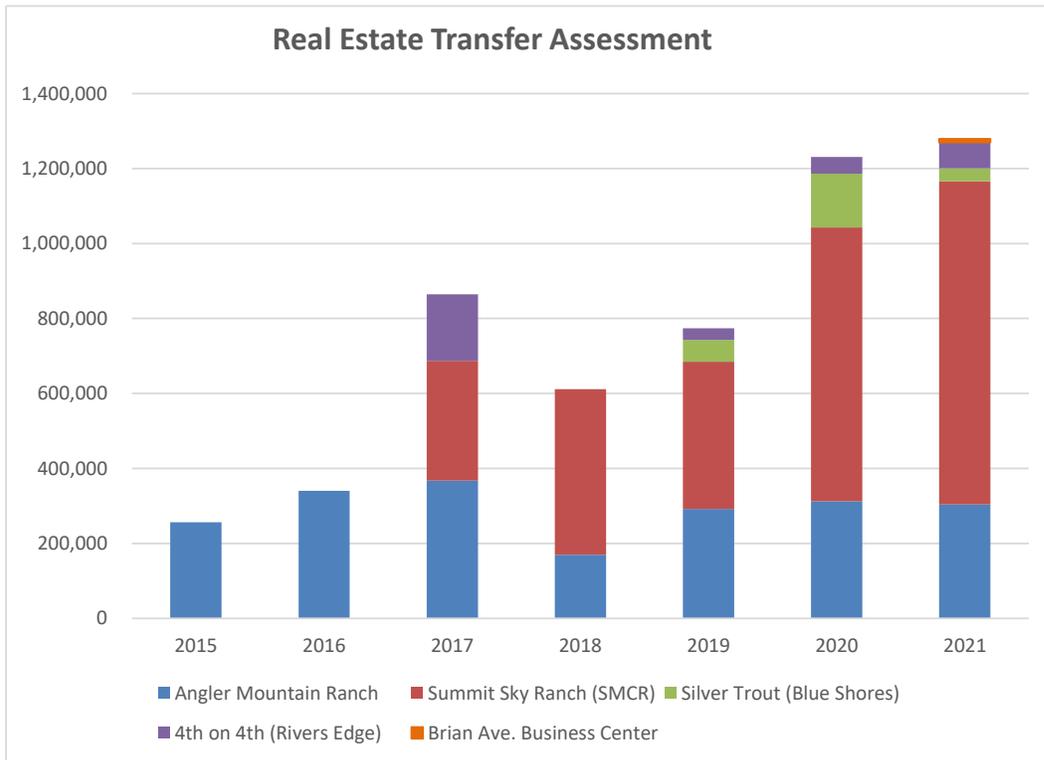


Other Notes:

- * All categories - COVID 19 caused shutdown 3/15-6/1/20. Indoor dining closed 11/20-1/19 unless 5 Star cert.
- ** Bldg. Retail - received a one-time audit payment of \$250,000 in May 19 & Dec 20 reclassified TIF of \$77K
- ***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

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
TOTAL	2,041,447	2,747,158	237,160	321,367	10,000	49,879	26,444	0	0	5,433,454



LODGING TAX COLLECTIONS: 2018-2021 COMPARISONS

LODGING TAXES	2018	2017/2018	2019	2018/2019	2020	2019/2020	2021	2020/2021	2020/2021	2021	2021	2021
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	\$ Change	% Change	TOS Lodging Sales Tax	\$ Change	% Change
Jan	30,760	-0.8%	52,651	71.2%	43,978	-16.5%	50,288	6,310	14.3%	47,816	2,472	4.9%
Feb	31,598	5.4%	37,768	19.5%	45,809	21.3%	49,511	3,701	8.1%	51,297	(1,786)	-3.6%
Mar	46,736	4.0%	47,850	2.4%	17,476	-63.5%	55,137	37,661	215.5%	53,788	1,350	2.4%
Apr	15,317	24.4%	17,591	14.8%	939	-94.7%	28,870	27,930	2974.0%	28,900	(30)	-0.1%
May	11,641	-0.5%	16,858	44.8%	742	-95.6%	26,684	25,942	3497.7%	26,673	12	0.0%
June	24,915	15.8%	25,256	1.4%	18,288	-27.6%	41,047	22,759	124.4%	41,219	(172)	-0.4%
July	29,731	1.3%	34,119	14.8%	39,957	17.1%	53,273	13,315	33.3%	53,295	(22)	0.0%
Aug	25,968	2.6%	28,899	11.3%	41,898	45.0%	48,399	6,501	15.5%	52,196	(3,797)	-7.8%
Sept	29,977	31.9%	27,353	-8.8%	36,536	33.6%	46,659	10,123	27.7%	46,659	0	0.0%
Oct	14,609	6.6%	24,792	69.7%	32,385	30.6%	42,154	9,769	30.2%	42,154	0	0.0%
Nov	30,262	143.5%	24,893	-17.7%	29,430	18.2%	43,701	14,271	48.5%	43,776	(74)	-0.2%
Dec	28,750	-10.7%	25,952	-9.7%	40,660	56.7%			0.0%			
TOTAL	320,265	11.5%	363,982	13.7%	348,099	-4.4%	485,722	178,283	64.1%	487,771	-2,049	-0.4%

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

SALES & LODGING TAXES	2018		2019		2020		2021		2021 vs. 2020			
	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	86,555	19,109	93,839	66,615	81,827	56,100	62,054	86,891	(19,773)	-24.16%	30,791	54.89%
Feb	93,747	11,099	94,014	27,118	94,867	43,293	69,942	78,990	(24,925)	-26.27%	35,697	82.45%
Mar	104,240	36,403	110,685	43,715	36,927	9,538	81,678	81,313	44,751	121.19%	71,775	752.53%
Apr	39,022	9,528	41,254	9,790	123	21,853	35,222	48,820	35,099	28591.84%	26,967	123.40%
May	32,711	5,707	39,028	9,839	47	8,976	32,163	45,561	32,116	69008.21%	36,584	407.6%
June	62,934	16,531	51,148	56,034	29,357	33,866	57,913	64,393	28,555	97.27%	30,527	90.1%
July	85,184	11,663	74,362	28,020	55,923	62,490	76,644	91,408	20,721	37.05%	28,919	46.3%
Aug	70,580	12,477	62,737	21,813	56,965	67,172	74,711	76,223	17,745	31.15%	9,051	13.5%
Sept	58,751	33,708	61,244	38,766	49,632	73,883	59,913	78,929	10,282	20.72%	5,046	6.8%
Oct	41,487	13,931	46,119	28,051	40,987	59,078	48,264	73,368	7,276	17.75%	14,290	24.2%
Nov	40,091	48,643	44,239	55,307	26,520	57,010	33,954	91,517	7,434	28.03%	34,507	60.53%
Dec	81,948	74,142	75,196	58,754	56,454	75,559						
TOTAL	797,250	292,941	793,864	443,824	529,630	568,818	632,457	817,413	159,281	33.66%	324,154	65.72%

DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

EXCISE TAXES	2018	2017/2018	2019	2018/2019	2020	2019/2020	2021	2020/2021	2020/2021	2021	2020	2021
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	\$ Change	% Change	Total Sq Footage	New Res Permits	New Res Permits
Jan	25,490	#DIV/0!	41,338	62.2%	14,028	-66.1%	0	(14,028)	-100.0%	0	3	0
Feb	0	-100.0%	38,168	#DIV/0!	21,812	-42.9%	42,886	21,074	96.6%	21,443	6	5
Mar	22,608	-61.3%	68,452	202.8%	50,268	-26.6%	64,018	13,750	27.4%	32,009	9	8
Apr	7,530	-84.5%	82,502	995.6%	0	-100.0%	82,630	82,630	N/A	41,315	0	19
May	42,018	73.2%	123,620	194.2%	48,300	-60.9%	33,100	(15,200)	-31.5%	16,550	7	6
June	49,160	-33.0%	129,000	162.4%	99,708	-22.7%	116,630	16,922	17.0%	58,315	15	27
July	110,038	35.1%	80,304	-27.0%	86,722	8.0%	42,134	(44,588)	-51.4%	21,067	13	7
Aug	137,524	228.2%	24,824	-81.9%	43,138	73.8%	64,558	21,420	49.7%	32,279	8	13
Sept	83,186	67.3%	100,348	20.6%	102,888	2.5%	136,192	33,304	32.4%	68,096	11	25
Oct	41,766	10.3%	57,022	36.5%	52,976	-7.1%	65,945	12,969	24.5%	32,973	7	11
Nov	14,084	-52.2%	33,868	140.5%	135,082	298.8%	168,280	33,198	24.6%	84,140	26	21
Dec	65,770	442.9%	44,608	-32.2%	37,614	-15.7%	81,548	43,934	116.8%	40,774	32	18
TOTAL	599,174	19.4%	824,054	37.5%	692,536	-16.0%	897,921	205,385	44.0%	448,961	137	160