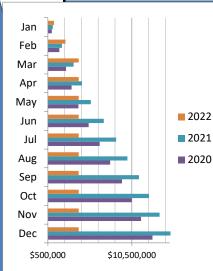


Town of Silverthorne Sales Tax by Sector

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 <i>,</i> 808	\$764,516	\$769,877	\$654,733	\$995,477	\$0	n/a					
May	\$726,443	\$802,688	\$1,019,604	\$822,617	\$1,043,114	\$0	n/a					
Jun	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	\$1,552,762	\$0	n/a					
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	\$4,165,553	16.70%					



					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 <i>,</i> 855	\$53,841	\$55 <i>,</i> 000	\$51,548	\$67,090	\$146,510	118.38%
2	Mar	\$76 <i>,</i> 462	\$76,521	\$71,174	\$62,629	\$88 <i>,</i> 529	\$91,096	2.90%
.2	Apr	\$55 <i>,</i> 273	\$64,081	\$60,216	\$44,130	\$67,110	\$0	n/a
1	May	\$63 <i>,</i> 356	\$62,160	\$53,932	\$53,787	\$67,141	\$0	n/a
0	Jun	\$67 <i>,</i> 352	\$70,097	\$64,418	\$62,103	\$80,140	\$0	n/a
.0	Jul	\$70 <i>,</i> 835	\$68,415	\$66,250	\$68,275	\$67,057	\$0	n/a
	Aug	\$66,280	\$75,510	\$71,151	\$64 <i>,</i> 490	\$77,727	\$0	n/a
	Sep	\$71 <i>,</i> 883	\$62,414	\$73,101	\$79,448	\$74,439	\$0	n/a
	Oct	\$73,779	\$73,548	\$71,995	\$69 <i>,</i> 405	\$74,677	\$0	n/a
	Nov	\$74 <i>,</i> 526	\$62,477	\$65 <i>,</i> 593	\$63,936	\$53,681	\$0	n/a
	Dec	\$72 <i>,</i> 905	\$77,330	\$76,939	\$63,983	\$91,820	\$0	n/a
	Total	\$819,607	\$809,746	\$792,959	\$741,185	\$881,511	\$291,971	28.22%

				BI	dg 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%
2022	Mar	\$202,209	\$187,088	\$197,773	\$219,834	\$316,908	\$386,303	21.90%
2022	Apr	\$121,313	\$238,757	\$202 <i>,</i> 335	\$252,918	\$285 <i>,</i> 800	\$0	n/a
2021	May	\$202,858	\$245,558	\$478,357	\$343,518	\$345,415	\$0	n/a
2020	Jun	\$310,013	\$307,781	\$373,121	\$423 <i>,</i> 535	\$523 <i>,</i> 486	\$0	n/a
2020	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 <i>,</i> 861	\$0	n/a
	Oct	\$219,882	\$251,470	\$310,650	\$373,963	\$345,044	\$0	n/a
	Nov	\$220,654	\$205,930	\$269 <i>,</i> 257	\$334,727	\$334,475	\$0	n/a
 3,500,000	Dec	\$211,210	\$234,854	\$268,927	\$287,377	\$370,179	\$0	n/a
-,,-00	Total	\$2,517,584	\$2,733,927	\$3,399,042	\$3,815,844	\$4,118,886	\$879,357	10.90%



Town of Silverthorne Sales Tax by Sector

	Year Over	Year Com	paris	on of Sal	es Tax by	/ Categor	у			
						Cons	umer Retail			
Jan 📕										% change
Feb 📕				2017	2018	2019	2020	2021	2022	from PY
Mar			Jan	\$189,778	\$203,832	\$183,056	\$177,041	\$242,365	\$311,333	28.46%
Apr			Feb	\$210,656	\$182,411	\$190,261	\$171,871	\$244,175	\$326,157	33.58%
May		2022	Mar	\$251,499	\$234,563	\$226,261	\$190,107	\$325,000	\$364,244	12.08%
Jun		2022	Apr	\$188,023	\$139,211	\$147,573	\$134,238	\$210,140	\$0	n/a
Jul		2021	May	\$158,034	\$149,945	\$139,746	\$177,548	\$234,686	\$0	n/a
			Jun	\$238,137	\$233,423	\$224,453	\$257,957	\$313,232	\$0	n/a
Aug		2020	Jul	\$200,937	\$193,321	\$213,429	\$251,007	\$264,548	\$0	n/a
Sep		-	Aug	\$207,697	\$191,212	\$225,322	\$245,658	\$275,278	\$0	n/a
Oct			Sep	\$235,599	\$193,104	\$210,774	\$277,527	\$300,208	\$0	n/a
Nov			Oct	\$172,330	\$169,501	\$191,445	\$231,418	\$246,612	\$0	n/a
Dec			Nov	\$226,922	\$217,297	\$204,186	\$251,756	\$336,534	\$0	n/a
\$0	\$1,500,000	\$3,000,000	Dec	\$360,631	\$286,386	\$322,834	\$376,905	\$516,286	\$0	n/a
ŲÇ	\$1,500,000	\$3,000,000	Total	\$2,640,243	\$2,394,207	\$2,479,339	\$2,743,032	\$3,509,064	\$1,001,734	23.44%
						Foo	d & Liquor			



				Foo	d & 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%
2	Apr	\$98,694	\$113,784	\$114,506	\$76,197	\$127,215	\$0	n/a
1	May	\$108,019	\$115,475	\$112,621	\$97,170	\$144,730	\$0	n/a
	Jun	\$146,538	\$161,344	\$154,670	\$142,258	\$184,021	\$0	n/a
ן כ	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	\$632,078	23.35%

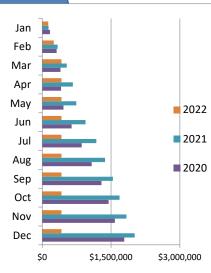
							Lodging			
Jan										% change
Feb				2017	2018	2019	2020	2021	2022	from PY
Mar			Jan	\$64,003	\$74,095	\$105,812	\$88,758	\$98,632	\$147,636	49.68%
Apr			Feb	\$66,921	\$73,110	\$79,840	\$84,769	\$99,395	\$175,940	77.01%
May		2022	Mar	\$89,447	\$93,621	\$98 <i>,</i> 676	\$31 <i>,</i> 507	\$107,696	\$148,711	38.08%
Jun		2022	Apr	\$26,442	\$33,066	\$32,840	\$2 <i>,</i> 934	\$55,233	\$0	n/a
-		2021	May	\$27,102	\$26,950	\$33 <i>,</i> 958	\$2 <i>,</i> 868	\$51,041	\$0	n/a
Jul			Jun	\$45,589	\$54,705	\$51,435	\$40,519	\$81,357	\$0	n/a
Aug		2020	Jul	\$64,917	\$67,191	\$61,819	\$75,325	\$157,048	\$0	n/a
Sep		-	Aug	\$56,080	\$57,191	\$86,637	\$80,288	\$99,424	\$0	n/a
Oct			Sep	\$49,148	\$62,467	\$58,317	\$82,174	\$91,411	\$0	n/a
Nov			Oct	\$35,417	\$41,212	\$52 <i>,</i> 909	\$63,897	\$79,646	\$0	n/a
Dec			Nov	\$33,973	\$58,435	\$56,326	\$54,928	\$85 <i>,</i> 050	\$0	n/a
-	\$0 \$500,000	\$1,000,000	Dec	\$70,932	\$99,874	\$81,436	\$82,845	\$150,938	\$0	n/a
Ť	\$500,000		Total	\$629 <i>,</i> 970	\$741,916	\$800,005	\$690,813	\$1,156,871	\$472,286	54.48%

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	\$0	n/a						
May	\$0	\$8,969	\$29,385	\$49,073	\$73,578	\$0	n/a						
Jun	\$0	\$4,481	\$39,986	\$58,270	\$100,338	\$0	n/a						
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 <i>,</i> 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	\$225,532	18.92%						

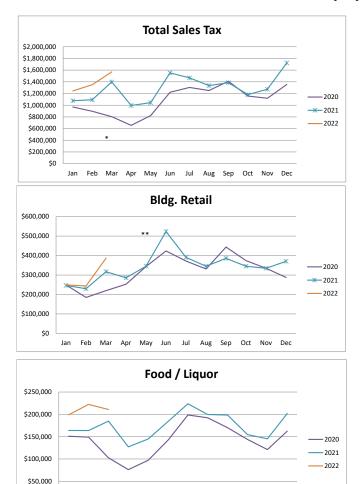


			Outlets				
							% change
	2017	2018	2019	2020	2021	2022	from PY
Jan	\$145,597	\$187,019	\$196,963	\$167,053	\$136,747	\$130,251	-4.75%
Feb	\$163,590	\$165,078	\$180,448	\$147,975	\$199,241	\$123,247	-38.14%
Mar	\$223,180	\$240,814	\$222,425	\$83,038	\$197,102	\$166,552	-15.50%
Apr	\$152,779	\$134,443	\$147,033	\$12,019	\$135,747	\$0	n/a
May	\$134,248	\$152,310	\$139,196	\$52,430	\$74,161	\$0	n/a
Jun	\$222,184	\$219,645	\$223,289	\$178,041	\$202,630	\$0	n/a
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 <i>,</i> 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	\$420,050	-21.20%

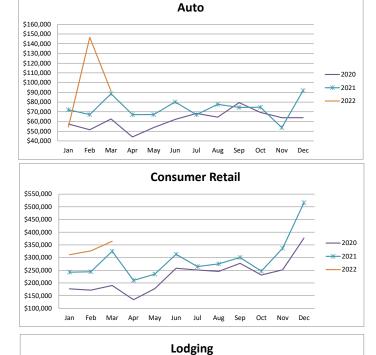
					9	Services			
									% change
			2017	2018	2019	2020	2021	2022	from PY
		Jan	\$45,031	\$46,531	\$52,033	\$49,723	\$59,753	\$75,991	27.18%
		Feb	\$39,471	\$169,455	\$52 <i>,</i> 323	\$75,844	\$42,029	\$38,167	-9.19%
	2022	Mar	\$51,096	\$61,124	\$62,758	\$74,437	\$94,440	\$128,386	35.94%
	2022	Apr	\$45 <i>,</i> 284	\$35,108	\$42,952	\$57 <i>,</i> 335	\$52,754	\$0	n/a
	2021	May	\$32,825	\$41,321	\$32,410	\$46,224	\$52,362	\$0	n/a
		Jun	\$42,570	\$48,491	\$59,836	\$58,461	\$67,559	\$0	n/a
	2020	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/:
		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
\$350,000	\$700,000	Dec	\$79,113	\$68,318	\$86,954	\$87,181	\$102,528	\$0	n/a
		Total	\$542 <i>,</i> 896	\$681,621	\$623,698	\$734,607	\$787,750	\$242,544	23.61%

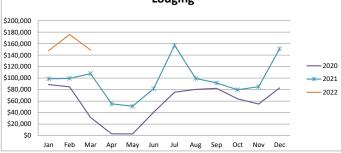
\$0

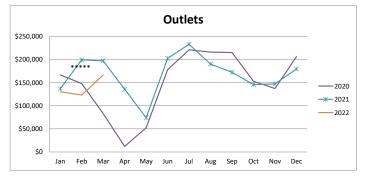
Jan Feb Mar Apr Jun Jun Jul Aug Sep Oct Nov Dec



Seasonality by Category: 2020-2022







Other Notes:

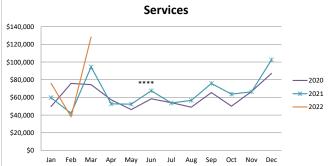
- * All categories COVID 19 caused shutdown 3/15-6/1/20. Indoor dining closed 11/20-1/19 unless 5 Star cert.
 ** Bldg. Retail received a one-time audit payment of \$250,000 in May 19 & Dec 20 reclassed TIF of \$77K
 ***Online Retail this category continues to rise as a result of the Wayfair ruling
- **** Services received audit payments of \$40,000 in May 2020

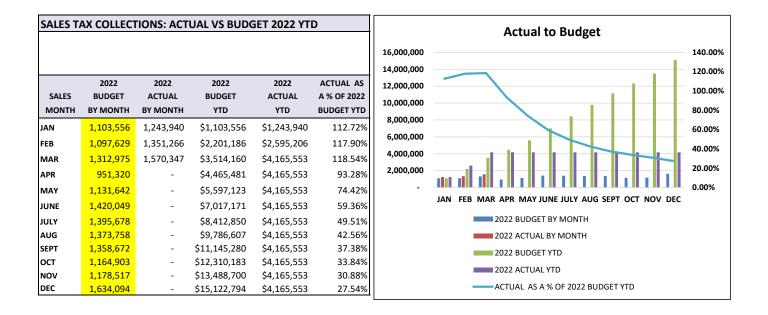
*****Outlets - \$100K payment received in Feb and amended 70K in May 21



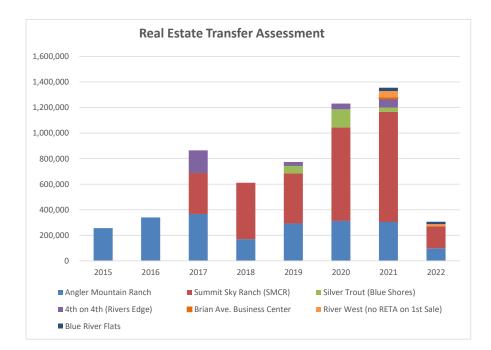
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

\$0





Real Estat	e Transfe	r Assessme	nt							
	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	98,250	171,214	0	0	0	17,800	18,930	0	0	306,194
TOTAL	2,139,697	2,918,372	237,160	321,367	10,000	67,679	45,374	0	0	5,739,648



LODGING TAX COLLECTIONS: 2019-2022 COMPARISONS

LODGING	<u>2019</u>	<u>2018/2019</u>	<u>2020</u>	<u>2019/2020</u>	<u>2021</u>	<u>2020/2021</u>	2022	<u>2021/2022</u>	<u>2021/2022</u>	<u>2022</u>	<u>2022</u>	<u>2022</u>
TAXES	Amount	%	Amount	%	Amount	%	Amount	\$	%	TOS Lodging	\$	%
	Collected	Change	Collected	Change	Collected	Change	Collected	Change	Change	Sales Tax	Change	Change
Jan	52,651	71.2%	43,978	-16.5%	50,288	14.3%	73,847	23,559	46.8%	73,847	0	0.0%
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%			0.0%		0	#DIV/0!
May	16,858	44.8%	742	-95.6%	26,684	3497.7%			0.0%		0	#DIV/0!
June	25,256	1.4%	18,288	-27.6%	41,047	124.4%			0.0%		0	#DIV/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%	231,076	76,140	76.3%	240,116	-9,040	-3.9%

Lodging taxes are allocated as follows: ►

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

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.

	20	19	202	20	202	21	20	22		2021 vs	s. 2022	
SALES & LODGING TAXES	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	70,614	151,474	8,560	13.79%	64,583	74.33%
Feb	94,014	27,118	94,867	43,293	69,942	78,990	133,757	124,360	63,815	91.24%	45,370	57.44%
Mar	110,685	43,715	36,927	9,538	81,678	81,313	112,942	109,261	31,264	38.28%	27,948	34.37%
Apr	41,254	9,790	123	21,853	35,222	48,820				0.00%		0.00%
May	39,028	9,839	47	8,976	32,163	45,561				0.00%		0.0%
June	51,148	56,034	29,357	33,866	57,913	64,393				0.00%		0.0%
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	317,312	385,095	103,639	48.50%	137,902	55.79%

DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

EXCISE	<u>2019</u>	<u>2018/2019</u>	<u>2020</u>	<u>2019/2020</u>	<u>2021</u>	<u>2020/2021</u>	<u>2022</u>	2021/2022	<u>2021/2022</u>	2022	<u>2021</u>	<u>2022</u>
TAXES	Amount	%	Amount	%	Amount	%	Amount	\$	%	Total Sq	New Res	New Res
	Collected	Change	Collected	Change	Collected	Change	Collected	Change	Change	Footage	Permits	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%			0.0%	0	6	
June	129,000	162.4%	99,708	-22.7%	116,630	17.0%			0.0%	0	27	
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%	290,650	101,116	53.3%	145,325	160	28