

## Yearly Sales Tax Revenue



	2013	2014	2015	2016	2017	2018
<b>Prior Year Collections *</b>	\$ 247,762	\$ 119,928	\$ 231,220	\$ 166,999	\$ 175,216	\$ 69,014
<b>Jan</b>	2,257,836	2,336,654	2,529,828	2,708,833	2,939,153	3,292,090
<b>Feb</b>	2,064,347	2,246,138	2,356,187	2,628,882	2,942,236	3,037,588
<b>Mar</b>	2,649,418	3,033,526	3,249,291	3,274,629	3,856,165	4,091,798
<b>Apr</b>	2,320,815	2,595,907	2,697,616	2,991,981	3,559,192	3,444,943
<b>May</b>	2,707,992	2,843,580	3,089,557	3,235,763	3,703,943	3,987,655
<b>Jun</b>	2,997,737	3,295,338	3,607,345	3,836,672	4,304,723	
<b>Jul</b>	2,722,544	2,905,715	3,307,172	3,547,768	3,899,703	
<b>Aug</b>	2,809,796	3,041,373	3,336,810	3,551,913	3,898,049	
<b>Sep</b>	2,936,950	3,215,915	3,513,438	3,946,825	4,190,106	
<b>Oct</b>	2,685,614	2,757,974	2,999,064	3,528,073	3,513,275	
<b>Nov</b>	2,772,558	2,951,578	3,055,060	3,479,493	3,877,471	
<b>Dec</b>	4,002,002	4,113,480	4,367,857	4,855,770	5,426,023	
<b>Totals</b>	<b>\$ 33,175,372</b>	<b>\$ 35,457,107</b>	<b>\$ 38,340,444</b>	<b>\$ 41,753,601</b>	<b>\$ 46,285,255</b>	<b>\$ 17,854,074</b>

**Year to Year Change**

**6.9%**

**8.1%**

**8.9%**

**10.9%**

**5.0%**

**Footnote:**

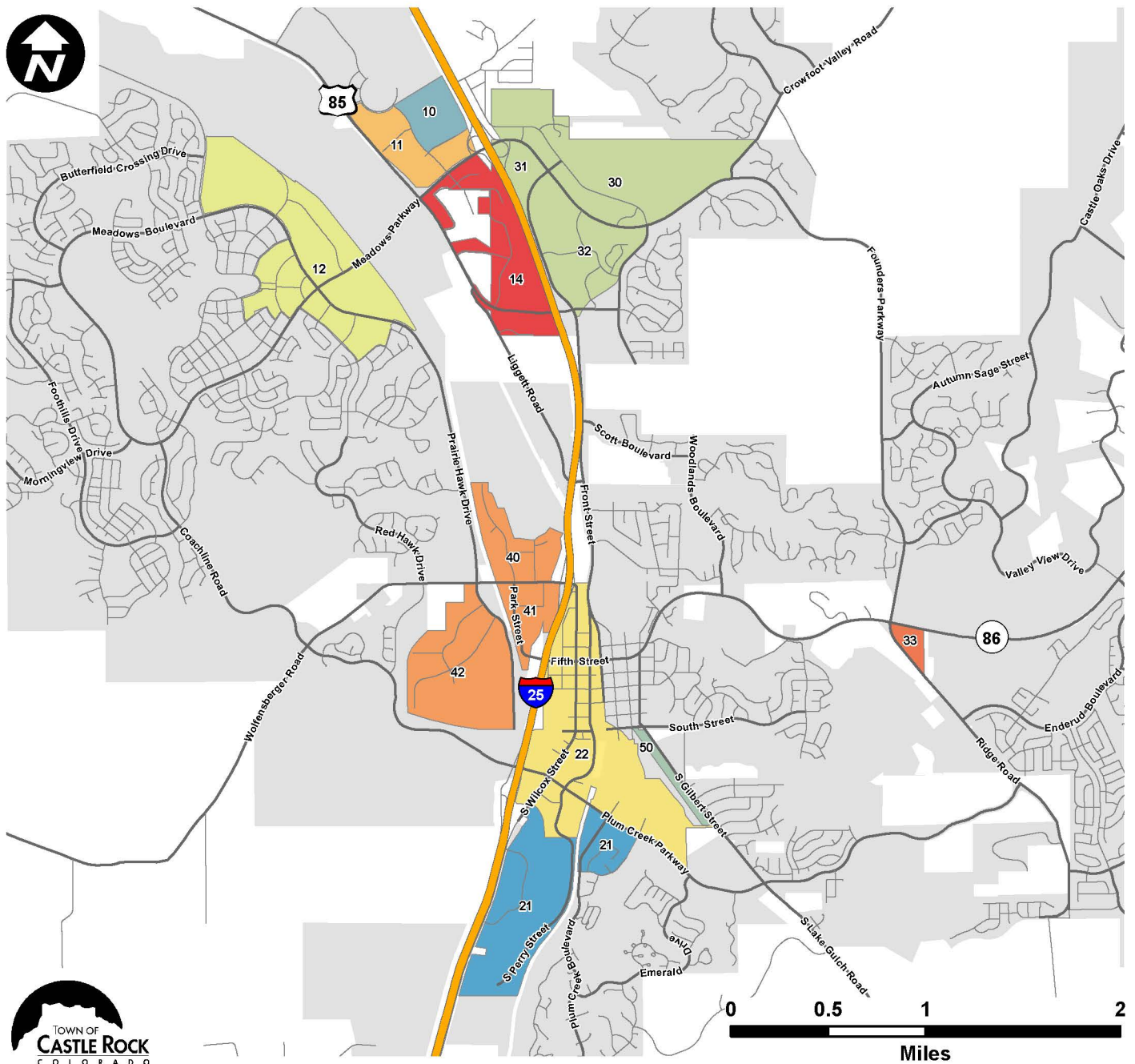
\* Prior Year Collections line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December of the current year. Prior year monthly and annual totals will not change due to a receipt of a late payment.

## Three Year Sales Tax Revenue Comparison













	2016	2017	2016-2017 % Change	2018	2017-2018 % Change
<i>Previous Period *</i>	\$ 166,999	\$ 175,216	NA	\$ 69,014	NA
<i>Jan</i>	2,708,833	2,939,153	8.5%	3,292,090	12.0%
<i>Feb</i>	2,628,882	2,942,236	11.9%	3,037,588	3.2%
<i>Mar</i>	3,274,629	3,856,165	17.8%	4,091,798	6.1%
<i>Apr</i>	2,991,981	3,559,192	19.0%	3,444,943	-3.2%
<i>May</i>	3,235,763	3,703,943	14.5%	3,987,655	7.7%
<i>Jun</i>	3,836,672	4,304,723	12.2%		
<i>Jul</i>	3,547,768	3,899,703	9.9%		
<i>Aug</i>	3,551,913	3,898,049	9.7%		
<i>Sep</i>	3,946,825	4,190,106	6.2%		
<i>Oct</i>	3,528,073	3,513,275	-0.4%		
<i>Nov</i>	3,479,493	3,877,471	11.4%		
<i>Dec</i>	4,855,770	5,426,023	11.7%		
<b>Totals</b>	<b>\$ 41,753,601</b>	<b>\$ 46,285,255</b>	<b>10.9%</b>	<b>\$ 17,854,074</b>	

# Town of Castle Rock Sales Tax Districts



## Sales Tax Districts

 Area Around Outlet Mall - 11	 Meadows - 12
 Downtown - 22, 23	 Milestone/Metzler - 30, 31, 32
 Founders Marketplace - 33	 Outlets at Castle Rock - 10
 Gilbert - 50	 Plum Creek - 21
 Justice - 14	 Wolfensberger - 40, 41, 42

## Monthly Sales Tax Comparisons

May 2017	May 2018	% Change Month
\$ 3,703,943	\$ 3,987,655	7.7%
YTD 2017 *	YTD 2018 *	% Change YTD
\$ 17,000,689	\$ 17,854,074	5.0%



## Monthly Sales Tax Comparisons - By Geographical Area

Category	May 2017	May 2018	% Change Month	% Total Month
Milestone/Metzler	\$ 938,941	\$ 963,105	2.6%	24.2%
Outlet Mall	644,789	677,478	5.1%	17.0%
Promenade	432,180	554,979	28.4%	13.9%
Out of Town	302,187	314,992	4.2%	7.9%
Out of State	304,226	303,083	-0.4%	7.6%
Downtown	334,543	332,552	-0.6%	8.3%
Area Around Outlet Mall	173,301	205,369	18.5%	5.2%
Founders Market Place	116,460	126,471	8.6%	3.2%
Wolfensberger	142,622	133,227	-6.6%	3.3%
Plum Creek	112,809	128,173	13.6%	3.2%
Justice	109,688	115,343	5.2%	2.9%
Misc/ Other	41,771	69,525	66.4%	1.7%
Meadows	33,176	36,678	10.6%	0.9%
Audit Revenue	17,250	26,680	54.7%	0.7%

Category	YTD 2017 *	YTD 2018 *	% Change YTD	% Total YTD
Milestone/Metzler	\$ 4,765,046	\$ 4,220,954	-11.4%	23.6%
Outlet Mall	2,585,067	2,783,025	7.7%	15.6%
Promenade	1,345,164	2,567,443	90.9%	14.4%
Out of Town	1,793,466	1,827,383	1.9%	10.2%
Out of State	1,481,752	1,534,060	3.5%	8.6%
Downtown	1,564,635	1,561,941	-0.2%	8.7%
Area Around Outlet Mall	637,818	694,550	8.9%	3.9%
Founders Market Place	583,223	638,400	9.5%	3.6%
Wolfensberger	630,268	619,541	-1.7%	3.5%
Plum Creek	444,617	448,634	0.9%	2.5%
Justice	437,313	451,656	3.3%	2.5%
Misc/ Other	200,691	308,512	53.7%	1.7%
Meadows	155,466	163,437	5.1%	0.9%
Audit Revenue	376,163	34,538	-90.8%	0.2%

\* YTD break out does not include prior year collections

### Monthly Sales Tax Comparisons

May 2017	May 2018	% Change Month
\$ 3,703,943	\$ 3,987,655	7.7%
YTD 2017 *	YTD 2018 *	% Change YTD
\$ 17,000,689	\$ 17,854,074	5.0%



### Monthly Sales Tax Comparisons - By Industry

Category	May 2017	May 2018	% Change Month	% Total Month
Food and General Merchandise	\$ 1,045,096	\$ 1,158,226	10.8%	29.0%
Apparel and Accessories	640,168	692,100	8.1%	17.4%
Restaurants & Bars	442,037	473,790	7.2%	11.9%
Misc Retail	303,431	320,018	5.5%	8.0%
Home and Garden	340,732	405,245	18.9%	10.2%
Utilities	149,036	156,080	4.7%	3.9%
Auto and Auto Items	179,088	200,687	12.1%	5.0%
Communication	126,344	110,424	-12.6%	2.8%
Furniture and Home Décor	115,515	111,105	-3.8%	2.8%
Leasing and Rentals	53,056	65,166	22.8%	1.6%
Agricultural and Construction	61,020	68,084	11.6%	1.7%
Wholesale and Manufacturing	62,948	62,382	-0.9%	1.6%
Services	87,854	55,275	-37.1%	1.4%
Ranch Supply/Pet Needs	37,194	40,158	8.0%	1.0%
Hotel	43,174	42,235	-2.2%	1.1%
Audit Revenue	17,250	26,680	54.7%	0.7%
Category	YTD 2017 *	YTD 2018 *	% Change YTD	% Total YTD
Food and General Merchandise	\$ 4,702,604	\$ 5,293,435	12.6%	29.6%
Apparel and Accessories	2,621,412	2,925,520	11.6%	16.4%
Restaurants & Bars	2,032,205	2,187,034	7.6%	12.2%
Misc Retail	1,490,024	1,512,779	1.5%	8.5%
Home and Garden	1,291,379	1,378,059	6.7%	7.7%
Utilities	930,478	987,267	6.1%	5.5%
Auto and Auto Items	830,813	840,114	1.1%	4.7%
Communication	553,481	562,548	1.6%	3.2%
Furniture and Home Décor	532,150	524,264	-1.5%	2.9%
Leasing and Rentals	306,108	362,018	18.3%	2.0%
Agricultural and Construction	278,120	311,261	11.9%	1.7%
Wholesale and Manufacturing	366,867	309,897	-15.5%	1.7%
Services	352,737	295,536	-16.2%	1.7%
Ranch Supply/Pet Needs	190,511	194,905	2.3%	1.1%
Hotel	145,637	134,899	-7.4%	0.8%
Audit Revenue	376,163	34,538	-90.8%	0.2%

\* YTD break out does not include prior year collections