## **Mountain Communities Report**

## Taxable Sales (based on Sales/Use tax collected) 2018/2017 to 2017/2016

|                                   |    | September 2017/2016 | 2  | October<br>2017/2016 |    | ovember<br>017/2016 | December<br>2017/2016 |     | nuary<br>3/2017 | February<br>2018/2017 |   | March<br>018/2017 | 2 | April<br>018/2017 | 2  | May<br>2018/2017 | Jun<br>2018/2 |        | July<br>2018/2017   |    | August<br>018/2017 |    | September<br>2018/2017 |
|-----------------------------------|----|---------------------|----|----------------------|----|---------------------|-----------------------|-----|-----------------|-----------------------|---|-------------------|---|-------------------|----|------------------|---------------|--------|---------------------|----|--------------------|----|------------------------|
| Sales - Aspen (2.1%)              | \$ | 57,385,857          | \$ | 34,051,190           | -  | 30,121,381          | \$<br>107,001,095 \$  |     | 5,361,905       | \$<br>80,042,095 \$   |   | 85,553,429 \$     |   | ,-,-,             | \$ | 26,921,095 \$    | . , .         | 77,000 | 84,577,286          | -  | 67,482,952         |    | 59,089,905             |
|                                   | \$ | 54,786,714          | \$ | 30,876,762           | \$ | 28,903,095          | \$<br>108,689,524 \$  | 82  | , , .           | \$<br>74,129,952 \$   | • | 85,778,762 \$     |   | 27,670,286        | \$ | 23,736,095 \$    | 61,1          | 80,000 | \$<br>76,061,381    | 5  | 65,221,952         | \$ | 57,385,857             |
| Aspen % Inc(Dec) in sales         |    | 4.74%               |    | 10.28%               |    | 4.22%               | -1.55%                |     | 3.26%           | 7.98%                 |   | -0.26%            |   | 15.57%            |    | 13.42%           |               | 5.72%  | 11.20%              |    | 3.47%              |    | 2.97%                  |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     |    | Year-to-date:      |    | 5.75%                  |
| Sales - Breckenridge (2.5%)       | \$ | 39,950,560          | \$ | 24,858,480           | \$ | 28,734,760          | \$<br>79,139,720 \$   | 70  | 5,017,040       | \$<br>70,330,560 \$   | 3 | 90,870,840 \$     |   | 27,874,880        | \$ | 20,089,880 \$    | , , ,         | 42,760 | 52,038,960 \$       | 5  | 44,180,320         | \$ | 41,945,000             |
|                                   | \$ | , . ,               | \$ | 24,183,480           | \$ | 26,499,000          | \$<br>79,063,200 \$   | 60  | .,              | \$<br>64,599,040 \$   | 3 | 78,682,520 \$     |   | -,- ,             | \$ | 21,441,120 \$    |               | 93,400 | \$<br>47,521,480    | 5  | 40,903,400         | \$ | 39,950,560             |
| Breckenridge % Inc(Dec) in sales  |    | 7.39%               |    | 2.79%                |    | 8.44%               | 0.10%                 |     | 13.76%          | 8.87%                 |   | 15.49%            |   | -2.45%            |    | -6.30%           |               | 17.47% | 9.51%               |    | 8.01%              |    | 4.99%                  |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     |    | Year-to-date:      |    | 9.68%                  |
| Sales - Crested Butte (4.5%)      | \$ | 10,620,267          | \$ | 4,388,422            | \$ | 3,493,889           | \$<br>8,864,733 \$    | . ( | 5,581,800       | \$<br>6,640,356 \$    | 3 | 8,847,711 \$      |   | 2,860,289         | \$ | - \$             |               | -      | \$<br>- 5           |    | - :                | S  |                        |
| from 4 to 4.5% 1/1/16             | \$ | 9,643,667           | \$ | 4,065,133            | \$ | 3,137,578           | \$<br>8,792,356 \$    | . ( | 5,473,667       | \$<br>6,480,378 \$    | 3 | 8,931,022 \$      |   | 3,007,578         | \$ | - \$             |               | -      | \$<br>- \$          | 5  | - :                | \$ | -                      |
| Crested Butte % Inc(Dec) in sales |    | 10.13%              |    | 7.95%                |    | 11.36%              | 0.82%                 |     | 1.67%           | 2.47%                 |   | -0.93%            |   | -4.90%            |    |                  |               |        |                     |    |                    |    |                        |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date:      |    |                        |
| Sales - Frisco (4%)               | \$ | 19,210,600          | \$ | 14,152,700           | \$ | 14,346,025          | \$<br>26,310,025 \$   | 2   | 1,500,200       | \$<br>21,020,250 \$   | 3 | 25,686,050 \$     |   | 13,752,975        | \$ | 13,575,350 \$    | 19,6          | 93,275 | \$<br>23,930,600 \$ | 5  | 21,401,100         | S  | 19,710,875             |
|                                   | \$ | 18,610,750          | \$ | 13,894,375           | \$ | 14,094,450          | \$<br>23,637,200 \$   |     |                 | \$<br>19,037,050 \$   | • | 23,827,850 \$     |   | 13,998,425        | \$ | 12,448,050 \$    | 18,3          | 41,000 | \$<br>21,076,900    | 5  | 22,285,325         |    | 19,210,600             |
| Frisco % Inc(Dec) in sales        |    | 3.22%               |    | 1.86%                |    | 1.78%               | 11.31%                |     | 6.11%           | 10.42%                |   | 7.80%             |   | -1.75%            |    | 9.06%            |               | 7.37%  | 13.54%              |    | -3.97%             |    | 2.60%                  |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date:      |    | 5.74%                  |
| Sales - Glenwood (3.7%)           | \$ | 40,147,568          | \$ | 33,999,432           | \$ | 35,066,027          | \$<br>49,892,595 \$   | 3:  | 3,471,351       | \$<br>30,166,973 \$   | 3 | 41,603,000 \$     |   | 34,342,649        | \$ | 39,791,703 \$    | 49,5          | 94,622 | \$<br>45,644,243    | 5  | 43,966,000         | \$ | 45,573,622             |
|                                   | \$ | 43,297,946          | \$ | 37,574,541           | \$ | 35,123,541          | \$<br>51,204,405 \$   | 32  | 2,573,405       | \$<br>30,469,189 \$   | 3 | 40,734,730 \$     |   | 34,449,676        | \$ | 37,545,216 \$    | 46,8          | 93,486 | \$<br>44,345,568    | 5  | 39,975,811         | \$ | 40,147,568             |
| Glenwood % Inc(Dec) in sales      |    | -7.28%              |    | -9.51%               |    | -0.16%              | -2.56%                |     | 2.76%           | -0.99%                |   | 2.13%             |   | -0.31%            |    | 5.98%            |               | 5.76%  | 2.93%               |    | 9.98%              |    | 13.52%                 |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date: _    |    | 4.90%                  |
| Sales - Snowmass Vill (1%)        | \$ | 10,899,926          | \$ | 4,559,289            | \$ | 5,606,188           | \$<br>28,412,544 \$   | 30  | 5,057,515       | \$<br>33,751,103 \$   | 3 | 35,002,689 \$     |   | 7,820,039         | \$ | 4,103,213 \$     | 10,4          | 51,280 | \$<br>14,232,680    | 5  | 12,686,378         | ŝ  | 11,609,006             |
|                                   | \$ | 9,130,285           | \$ | 3,997,074            | \$ | 4,427,088           | \$<br>29,850,025 \$   | 30  | 5,249,489       | \$<br>31,993,252 \$   | 3 | 33,463,501 \$     |   | 7,627,036         | \$ | 3,666,667 \$     | 9,6           | 36,170 | \$<br>12,614,237    | 8  | 10,161,271         | \$ | 10,899,926             |
| Snowmass % Inc(Dec) in sales      |    | 19.38%              |    | 14.07%               |    | 26.63%              | -4.82%                |     | -0.53%          | 5.49%                 |   | 4.60%             |   | 2.53%             |    | 11.91%           |               | 8.46%  | 12.83%              |    | 24.85%             |    | 6.51%                  |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date:      |    | 6.02%                  |
| Sales - Steamboat Spgs (4%)       | \$ | 48,608,226          | \$ | 37,472,657           | \$ | 36,590,630          | \$<br>79,220,335 \$   | 60  | 5,323,733       | \$<br>63,530,364 \$   | 3 | 73,368,523 \$     |   | 32,385,886        | \$ | 36,082,897 \$    | 52,1          | 59,778 | \$<br>57,969,032    | 5  | 50,758,294         | \$ | 50,105,470             |
|                                   | \$ | 46,402,555          | \$ | 34,526,463           | \$ | 34,282,444          | \$<br>77,757,432 \$   | 60  | ),770,148       | \$<br>59,346,253 \$   | 3 | 70,094,095 \$     |   | 30,470,526        | \$ | 32,036,689 \$    | 48,8          | 70,203 | \$<br>56,550,476    | 8  | 48,497,108         | \$ | 48,608,226             |
| Steamboat % Inc(Dec) in sales     |    | 4.75%               |    | 8.53%                |    | 6.73%               | 1.88%                 |     | 9.14%           | 7.05%                 |   | 4.67%             |   | 6.29%             |    | 12.63%           |               | 6.73%  | 2.51%               |    | 4.66%              |    | 3.08%                  |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date: _    |    | 6.03%                  |
| Sales - Telluride (4.5%)          | \$ | 16,795,778          | \$ | 7,494,111            | \$ | 6,593,578           | \$<br>16,709,667 \$   | 1.  | 3,397,067       | \$<br>13,936,778 \$   | 3 | 16,196,178 \$     |   | 5,696,956         | \$ | 8,017,089 \$     | 16.4          | 09,378 | \$<br>17,771,600    | 5  | 15,290,222         | \$ | 19,112,578             |
|                                   | \$ | 15,880,133          | \$ | 7,190,714            | \$ | 5,182,756           | \$<br>17,755,267 \$   |     |                 | \$<br>14,169,356 \$   | 3 | 17,185,089 \$     |   | 4,081,933         | \$ | 6,860,800 \$     | 16,1          | 07,489 | \$<br>17,402,933    | 5  | 13,709,133         | \$ | 16,795,778             |
| Telluride % Inc(Dec) in sales     |    | 5.77%               |    | 4.22%                |    | 27.22%              | -5.89%                |     | -4.96%          | -1.64%                |   | -5.75%            |   | 39.57%            |    | 16.85%           |               | 1.87%  | 2.12%               |    | 11.53%             |    | 13.79%                 |
|                                   |    |                     |    |                      |    |                     |                       |     |                 |                       |   |                   |   |                   |    |                  |               |        |                     | ]  | Year-to-date: _    |    | 4.50%                  |
| Sales - Vail (4%)                 | \$ | 34,636,550          | \$ | 23,423,850           | \$ | 24,942,900 5        | \$<br>92,382,625 \$   | 89  | 9,767,625       | \$<br>95,299,900 \$   | 3 | 104,006,000 \$    |   | 30,597,525        | \$ | 20,528,775 \$    | 41.0          | 43,625 | \$<br>59,812,325    | 5  | 53,939,625         | \$ | 37,919,225             |
|                                   | \$ | 33,748,225          | \$ | 22,659,625           | \$ | 24,733,000          | \$<br>96,022,975 \$   |     |                 | \$<br>92,314,800 \$   | 3 | 91,060,175 \$     |   |                   | \$ | 16,486,875 \$    |               | 49,550 | 55,391,225          | 5  | 46,598,725         |    | 34,636,550             |
| Vail % Inc(Dec) in sales          |    | 2.63%               |    | 3.37%                |    | 0.85%               | -3.79%                |     | -3.61%          | 3.23%                 |   | 14.22%            |   | -11.75%           |    | 24.52%           |               | 18.11% | 7.98%               |    | 15.75%             |    | 9.48%                  |
|                                   | _  |                     | _  |                      |    |                     |                       |     |                 |                       |   |                   | _ |                   |    |                  |               |        |                     | ]  | Year-to-date:      |    | 6.79%                  |
| Sales - Winter Park (7%)          | \$ | 7,034,771           | \$ | 3,541,057            | \$ | 5,199,486           | \$<br>19,368,086 \$   | 1:  | 5,534,471       | \$<br>15,986,714 \$   | 3 | 22,154,900 \$     |   | 6,961,114         | \$ | 3,052,971 \$     | 7,0           | 07,386 | \$<br>8,798,514     | \$ | 6,951,529          | \$ | 8,081,271              |
| from 5 to 7% 12/1/15              | \$ | 6,308,929           | \$ | 3,091,743            | \$ | 3,694,757           | \$<br>18,049,000 \$   | 13  | 3,978,900       | \$<br>15,073,357 \$   | 3 | 19,134,343 \$     |   | 6,782,843         | \$ | 2,561,743 \$     | 6,5           | 49,157 | \$<br>8,656,100     | 5  | 6,635,800          | \$ | 7,034,771              |
| Winter Park % Inc(Dec) in sales   |    | 11.51%              |    | 14.53%               |    | 40.73%              | 7.31%                 |     | 11.13%          | 6.06%                 |   | 15.79%            |   | 2.63%             |    | 19.18%           |               | 7.00%  | 1.65%               |    | 4.76%              |    | 14.88%                 |
|                                   | _  |                     |    |                      | _  |                     | ·                     |     |                 |                       | _ |                   |   | ·                 |    |                  |               |        | ·                   | ]  | Year-to-date:      |    | 9.40%                  |

## **Mountain Communities - Monthly Comparison**

