

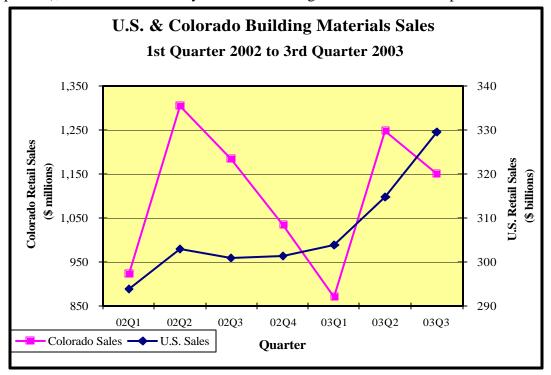
Colorado Retail Building Material Sales Selected Counties Third Quarter 2003

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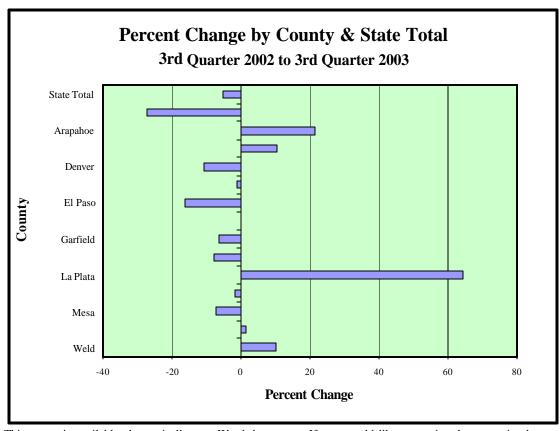
This is the third issue of a new quarterly report on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. Broomfield County's sales are combined with those in Boulder County. The types of retailers included in the chart on the next page are home centers, paint and wallcovering stores, hardware stores, and specialized building material dealers. The period shown in this report is the third quarter of 2003 compared to the third quarter of 2002.

The graph below shows national versus Colorado retail sales. It is important to note that both the national and Colorado data in this graph include sales by outdoor equipment stores and nurseries as well as the categories listed in the above paragraph. Nationally, sales of building materials increased 9.5 percent to \$329.6 billion in the third quarter 2003 over the third quarter 2002. Colorado's retail sales of \$1.15 billion in third quarter 2003 were 3.0 percent below the same quarter from a year ago.

The county data show a variation of retail outcomes. In nine of the counties reviewed, the trend was negative, while five counties saw increased sales. The largest gain in the third quarter 2003 over the same quarter last year occurred in LaPlata County (+64.3 percent), while Adams County sustained the largest decrease at -27.5 percent.



	RETAIL	RETAIL	
	SALES 2003Q3	SALES 2002Q3	PERCENT
COUNTY	\$000s	\$000s	CHANGE
Adams	\$88,347	\$121,818	-27.5%
Arapahoe	108,304	90,121	20.2
Boulder/Broomfield	76,970	68,064	13.1
Denver	162,503	182,129	-10.8
Douglas	68,624	69,491	-1.2
El Paso	103,377	109,639	-5.7
Fremont	8,349	8,359	-0.1
Garfield	13,156	14,063	-6.4
Jefferson	94,358	95,423	-1.1
La Plata	19,029	11,579	64.3
Larimer	72,817	74,093	-1.7
Mesa	36,665	39,567	-7.3
Pueblo	31,083	30,629	1.5
Weld	27,571	25,028	10.2
Selected Counties Total	\$911,152	\$940,001	-3.1%
STATE TOTAL	\$1,084,351	\$1,128,489	-3.9%



This report is available electronically as a Word document. If you would like to receive the report in electronic format, please contact the Office of Tax Analysis at 303-866-3089 or send an e-mail to ota@spike.dor.state.co.us.