



Colorado Retail Building Material Sales

Selected Counties

Fourth Quarter 2003

Colorado Department of Revenue

Office of Tax Analysis

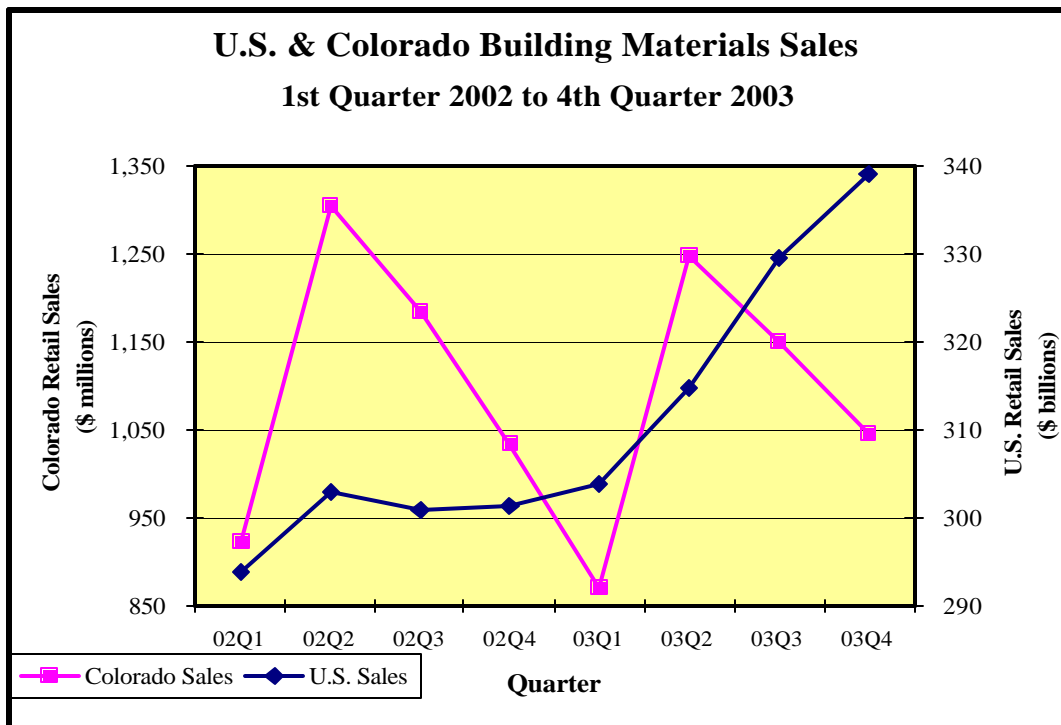
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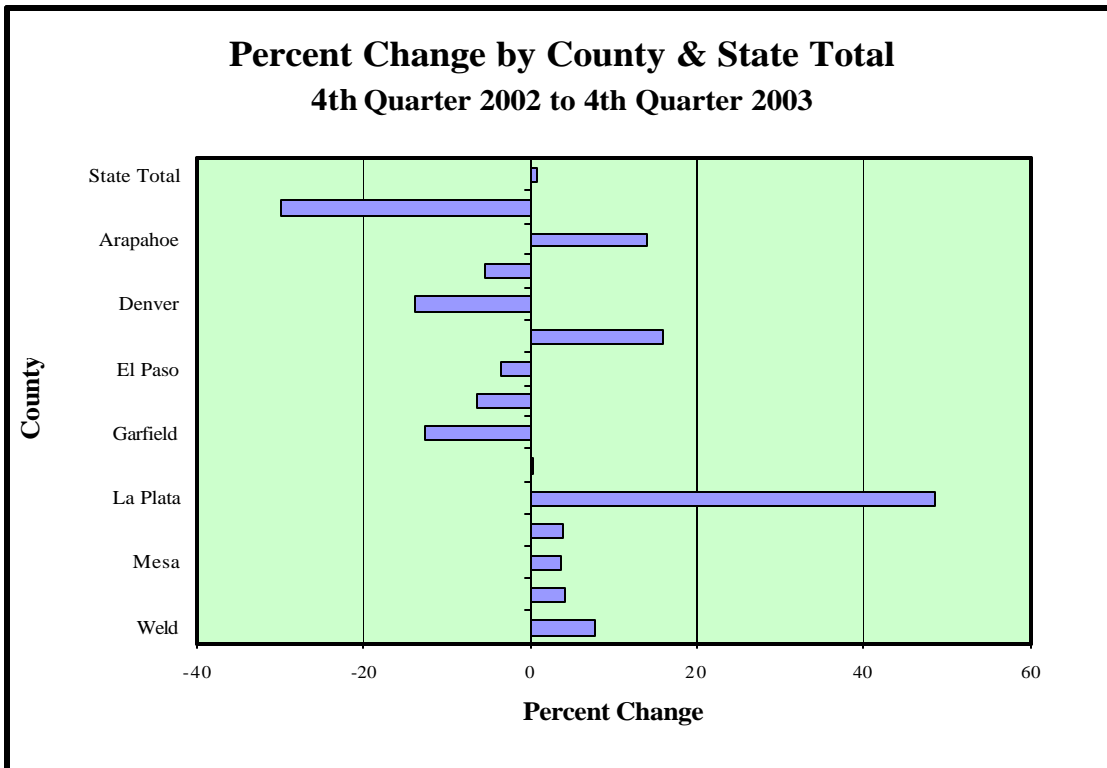
This is the fourth issue of a new quarterly report on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, 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 fourth quarter of 2003 compared to the fourth 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 12.5 percent to \$339.0 billion in the fourth quarter 2003 over the fourth quarter 2002. Colorado's retail sales of \$1.05 billion in fourth quarter 2003 were 1.2 percent above the same quarter from a year ago.

The county data show a variation of retail outcomes. In eight of the counties reviewed, the trend was positive, while six counties saw decreased sales. The largest gain in the fourth quarter 2003 over the same quarter last year occurred in LaPlata County (+48.6 percent), while Adams County sustained the largest decrease at -29.9 percent.



COUNTY	RETAIL SALES 2003Q4 \$000s	RETAIL SALES 2002Q4 \$000s	PERCENT CHANGE
Adams	\$81,391	\$116,038	-29.9%
Arapahoe	103,308	90,625	14.0
Boulder/Broomfield	62,420	66,019	-5.5
Denver	149,684	173,531	-13.7
Douglas	69,611	59,984	16.0
El Paso	95,778	99,116	-3.4
Fremont	6,675	7,118	-6.2
Garfield	10,779	12,351	-12.7
Jefferson	85,355	85,144	0.2
La Plata	17,865	12,018	48.6
Larimer	67,112	64,572	3.9
Mesa	35,299	33,973	3.9
Pueblo	28,351	27,193	4.3
Weld	25,987	24,144	7.6
Selected Counties Total	\$839,614	\$871,827	-3.7%
STATE TOTAL	\$996,827	\$988,311	0.9%



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.