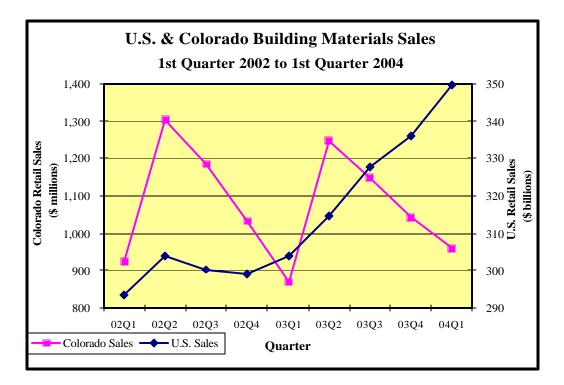


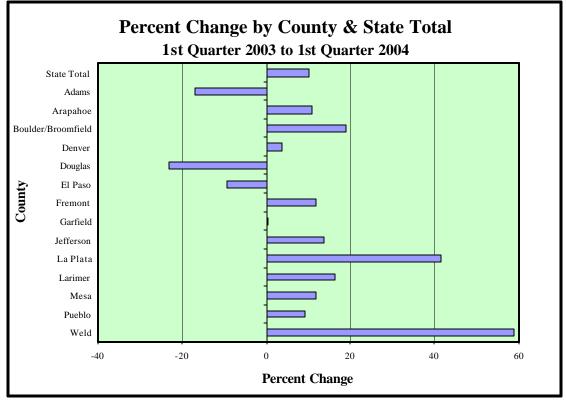
This issue presents data on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. Broomfield County's 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 first quarter of 2004 compared to the first quarter of 2003.

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 15.1 percent to \$349.8 billion in the first quarter 2004 over the first quarter 2003. Colorado's retail sales of \$960.2 million in first quarter 2004 were 10.4 percent above the same quarter from a year ago.

The county data show a variation of retail outcomes. In 11 of the counties reviewed, the trend was positive, while three counties saw decreased sales. The largest gain in the first quarter 2004 over the same quarter last year occurred in Weld County (+58.9 percent), while Douglas County sustained the largest decrease at -22.9 percent.



	RETAIL SALES 2004Q1	RETAIL SALES 2003Q1	PERCENT
COUNTY	\$000s	\$000s	CHANGE
Adams	\$79,026	\$95,121	-16.9%
Arapahoe	86,926	78,309	11.0
Boulder/Broomfield	67,944	57,142	18.9
Denver	146,269	140,859	3.8
Douglas	69,795	90,577	-22.9
El Paso	81,475	88,914	-8.4
Fremont	7,000	6,268	11.7
Garfield	9,411	9,362	0.5
Jefferson	78,868	69,268	13.9
La Plata	15,814	11,169	41.6
Larimer	66,250	56,918	16.4
Mesa	35,664	31,849	12.0
Pueblo	26,374	24,123	9.3
Weld	34,466	21,697	58.9
Selected Counties Total	\$805,281	\$781,577	3.0%
STATE TOTAL	\$925,106	\$840,803	10.0%



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 Research and Analysis at 303-866-3089 or send an e-mail to ora@spike.dor.state.co.us.