



Colorado Building Materials Sales

Selected Counties

Second Quarter 2004

Colorado Department of Revenue

Office of Research and Analysis

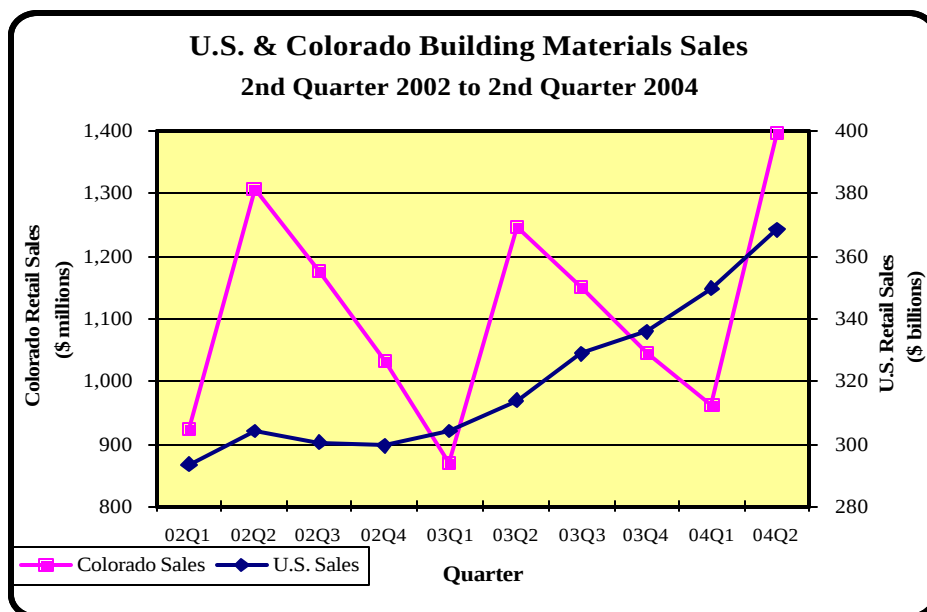
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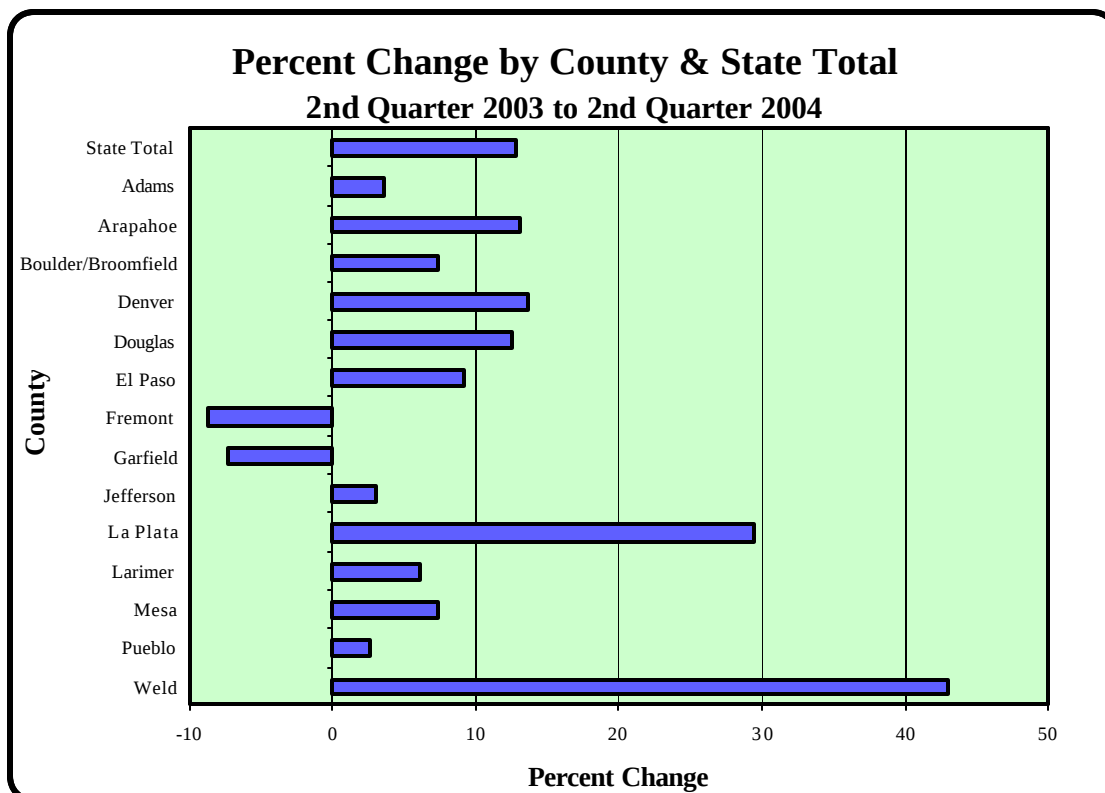
This issue presents data on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. Broomfield County's 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 second quarter of 2004 compared to the second 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 17.5 percent to \$368.6 billion in the second quarter 2004 over the second quarter 2003. Colorado's retail sales of \$1,397.0 million in second quarter 2004 were 12.1 percent above the same quarter from a year ago.

For the most part, the county data show increased sales from a year ago. In 12 of the counties reviewed, the trend was positive, while two counties saw decreased sales. The largest gain in the second quarter 2004 over the same quarter last year occurred in Weld County (+42.9 percent), while Fremont County sustained the largest decrease at -8.7 percent.



COUNTY	RETAIL SALES 2004Q2 \$000s	RETAIL SALES 2003Q2 \$000s	PERCENT CHANGE
Adams	\$101,743	\$98,238	3.6%
Arapahoe	127,666	112,879	13.1
Boulder/Broomfield	84,303	78,576	7.3
Denver	182,574	160,848	13.5
Douglas	100,024	88,909	12.5
El Paso	117,356	107,589	9.1
Fremont	8,244	9,033	-8.7
Garfield	11,601	12,524	-7.4
Jefferson	108,578	105,409	3.0
La Plata	19,789	15,292	29.4
Larimer	82,043	77,349	6.1
Mesa	41,738	38,897	7.3
Pueblo	36,258	35,313	2.7
Weld	42,137	29,488	42.9
Selected Counties Total	\$1,064,056	\$970,344	9.7%
STATE TOTAL	\$1,295,816	\$1,148,027	12.9%



This report is available electronically as a .pdf file on the Department of Revenue's website at http://www.revenue.state.co.us/stats_dir/wrap.asp?incl=retailsalesreport. It is also available as a Word document. If you would like to receive the report in Word, please contact the Office of Research and Analysis at 303-866-3089 or send an e-mail to ora@spike.dor.state.co.us.