



Colorado Building Materials Sales

Selected Counties

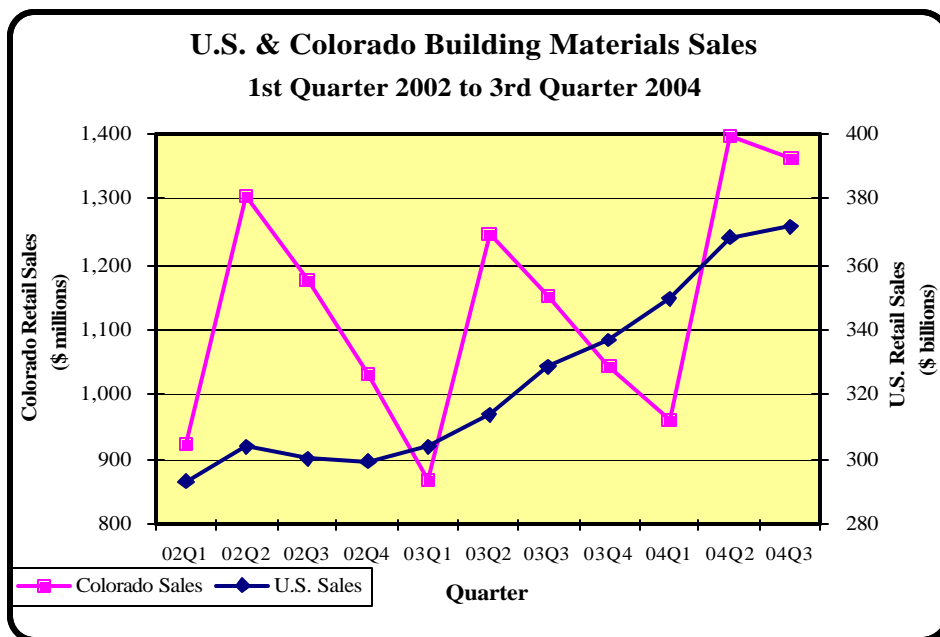
Third Quarter 2004

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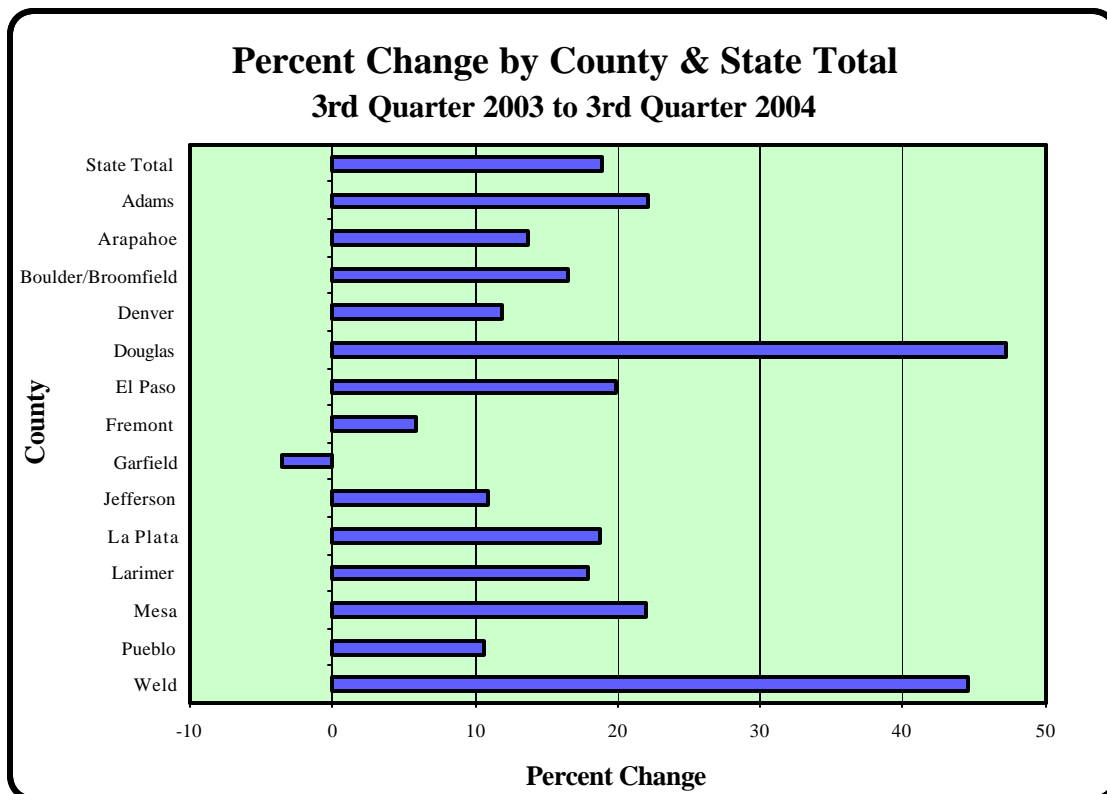
This issue presents data on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. Broomfield County's 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 third quarter of 2004 compared to the third 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 13.0 percent to \$371.6 billion in the third quarter 2004 over the third quarter 2003. Colorado's retail sales of \$1,361.4 million in third quarter 2004 were 18.4 percent above the same quarter from a year ago.

Most counties showed increased sales from a year ago. In 13 of the counties reviewed, the trend was positive, while only one county saw decreased sales. The largest gain in the third quarter 2004 over the same quarter last year occurred in Douglas County (+47.3 percent). Garfield County incurred the only decrease at -3.5 percent.



COUNTY	RETAIL SALES 2004Q3 \$000s	RETAIL SALES 2003Q3 \$000s	PERCENT CHANGE
Adams	\$105,961	\$86,747	22.1%
Arapahoe	123,236	108,304	13.8
Boulder/Broomfield	89,711	76,970	16.6
Denver	181,705	162,503	11.8
Douglas	101,065	68,624	47.3
El Paso	123,931	103,377	19.9
Fremont	8,832	8,349	5.8
Garfield	12,699	13,156	-3.5
Jefferson	104,629	94,358	10.9
La Plata	19,396	16,328	18.8
Larimer	85,821	72,817	17.9
Mesa	44,723	36,665	22.0
Pueblo	34,386	31,083	10.6
Weld	48,701	33,674	44.6
Selected Counties Total	\$1,084,795	\$912,954	18.8%
STATE TOTAL	\$1,290,234	\$1,084,351	19.0%



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.