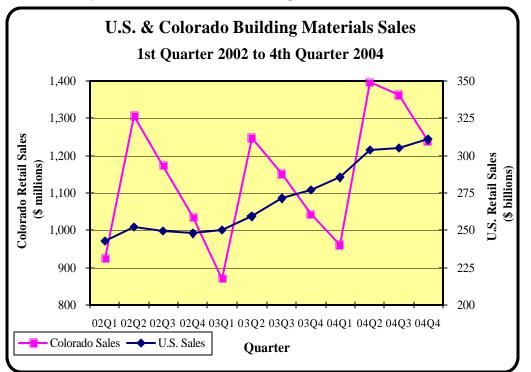


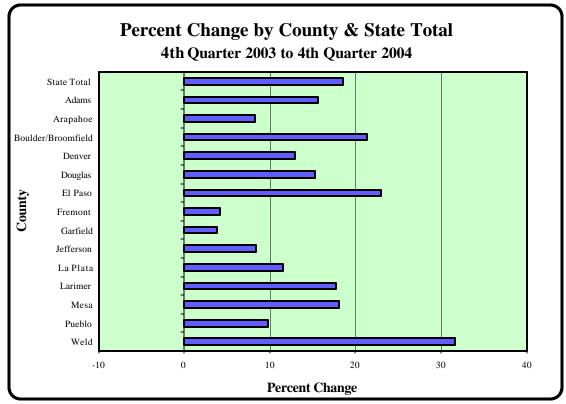
This issue presents data on retail sales by building materials stores in 15 of the largest Colorado counties. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. Broomfield County's 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 fourth quarter of 2004 compared to the fourth 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 12.2 percent to \$310.8 billion in the fourth quarter 2004 over the fourth quarter 2003. Colorado's retail sales of \$1,237.4 million in fourth quarter 2004 were 18.6 percent above the same quarter from a year ago.

All of the 14 counties studied showed increased sales from a year ago. The largest gain in the fourth quarter 2004 over the same quarter last year occurred in Weld County (+31.7 percent). Garfield County saw the smallest increase (3.8% percent).



COUNTY	RETAIL SALES 2004Q4 \$000s	RETAIL SALES 2003Q4 \$000s	PERCENT CHANGE
Adams	\$94,145	\$81,391	15.7%
Arapahoe	111,924	103,308	8.3
Boulder/Broomfield	75,768	62,420	21.4
Denver	167,906	148,726	12.9
Douglas	80,255	69,611	15.3
El Paso	123,978	100,778	23.0
Fremont	6,956	6,675	4.2
Garfield	11,189	10,779	3.8
Jefferson	92,504	85,355	8.4
La Plata	17,255	15,475	11.5
Larimer	79,552	67,619	17.6
Mesa	41,679	35,299	18.1
Pueblo	31,127	28,351	9.8
Weld	44,785	34,008	31.7
Selected Counties Total	\$979,023	\$849,794	15.2%
STATE TOTAL	\$1,181,605	\$996,827	18.5%



This report is available electronically as a .pdf file on the Department of Revenue's website at <u>http://www.revenue.state.co.us/stats_dir/wrap.asp?incl=retailsalesreport</u>. 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.