



**To:** Aspen City Council  
**From:** Anthony Lewin, Tax Auditor  
**Date:** September 6, 2019  
**Re:** July 2019 Consumption Tax Report

Attached is the City of Aspen's monthly report for consumption based tax collections. This report includes analysis of the City's sales tax and lodging tax collections for July 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for June 2019, and real estate transfer tax (RETT) collections for August 2019.

July's retail sales were up 6.3% relative to the same period in 2018. July accounts for roughly 10.6% of the year's total sales tax collections. Industries posting the largest monthly gains were Luxury Goods, Construction, and Sports Equip/Clothing with 43.6%, 14.9%, and 8.4% increases, respectively. Industries posting the largest monthly declines were Utilities, Automobile, and Marijuana with 27.1%, 3.8%, and 0.8%, respectively.

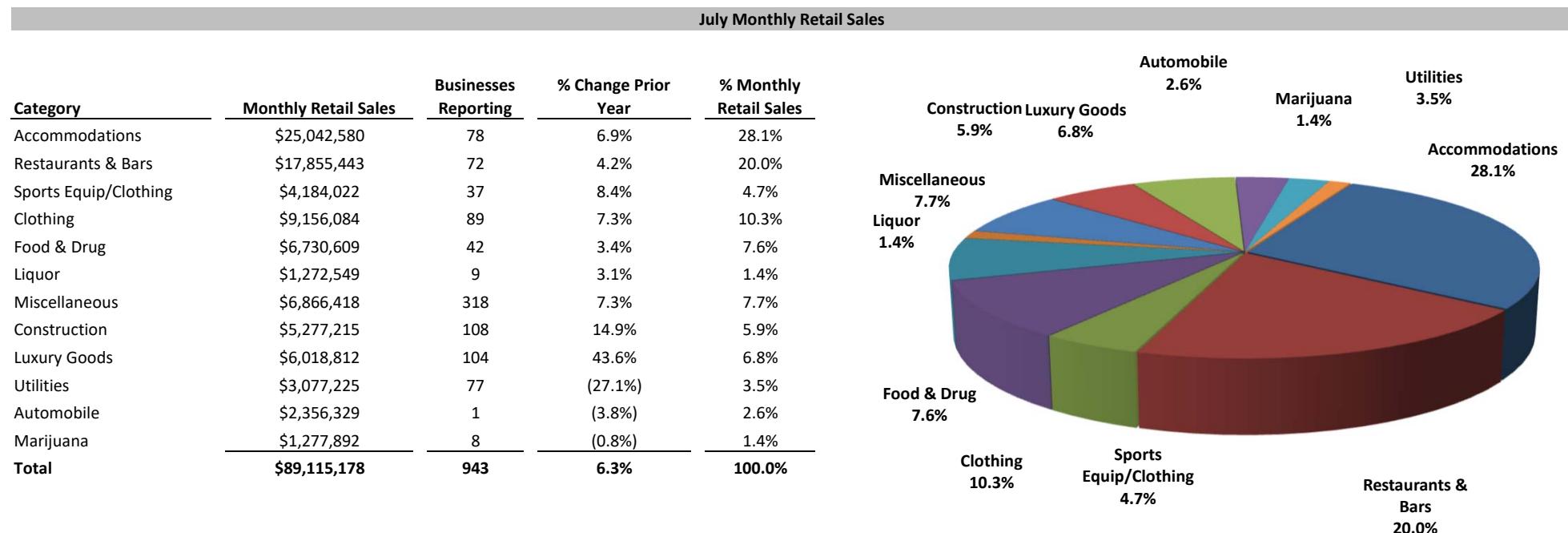
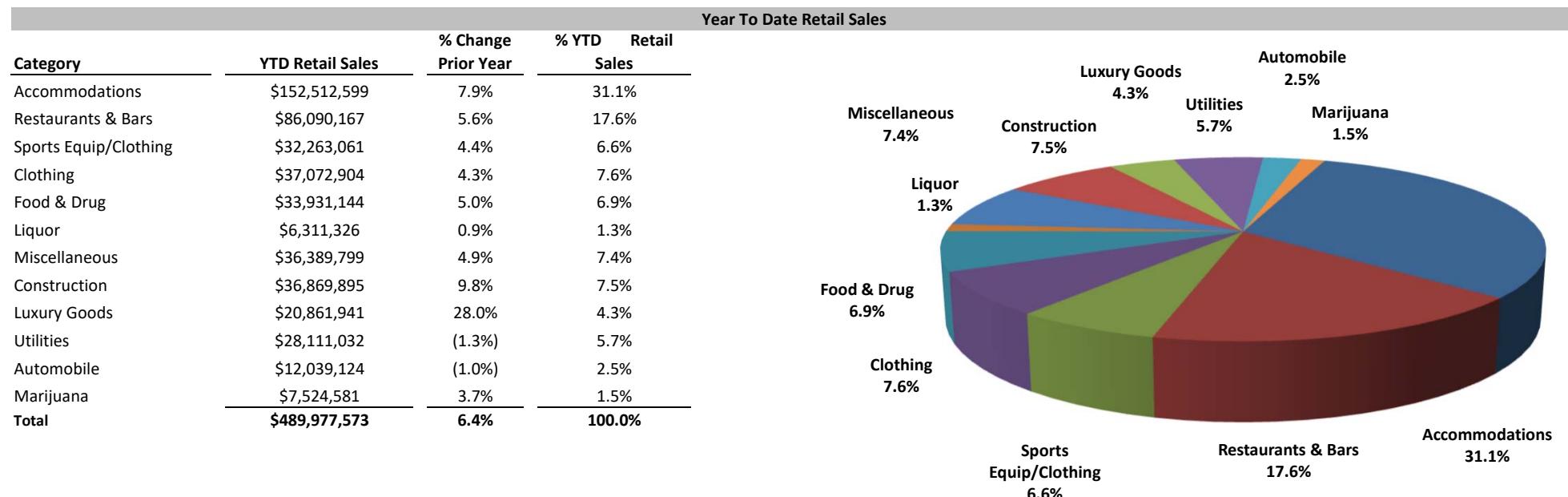
July's Lodging tax collections were up 2.0% from the same period last year. On a year-to-date basis lodging tax is up 6.4%

Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for June were up 17.4%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 15.0%

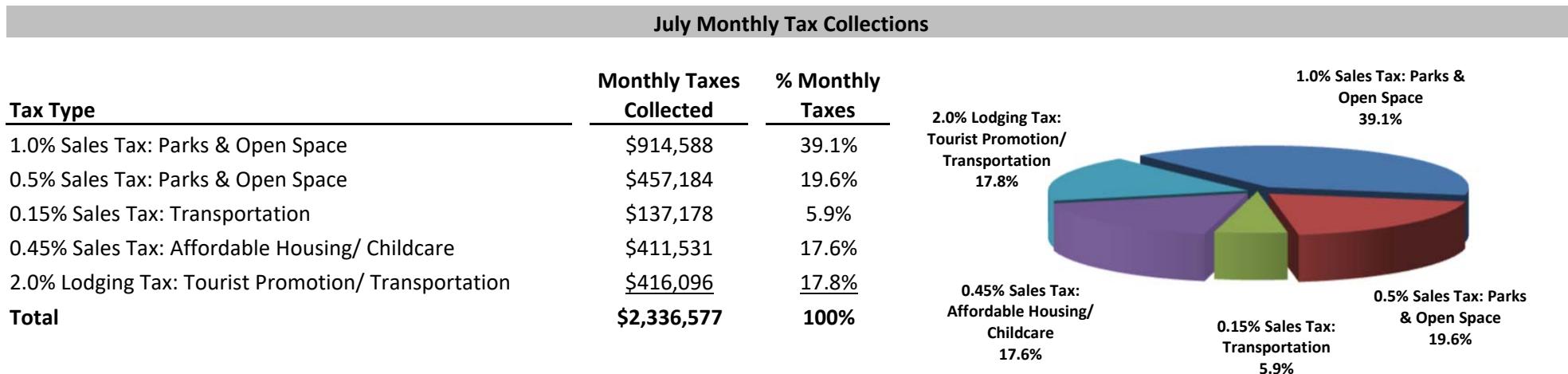
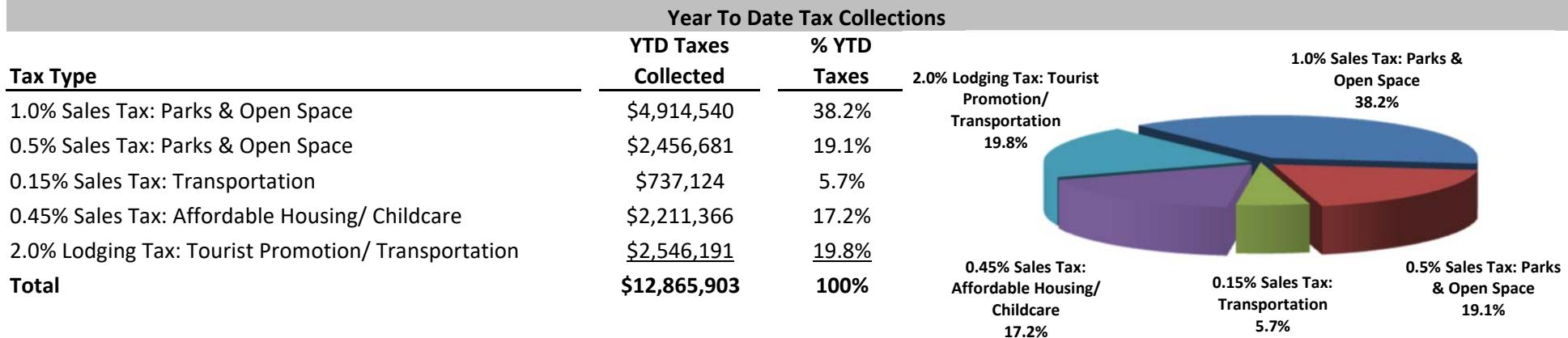
Housing and Wheeler real estate transfer tax collections for August were up 5.4% and 6.2% respectively. On a year-to-date basis through August, collections are down 6.6% and 5.7%, respectively.

### City of Aspen Retail Sales by Industry

July 2019



**City of Aspen Sales and Lodging Tax**  
**July 2019**

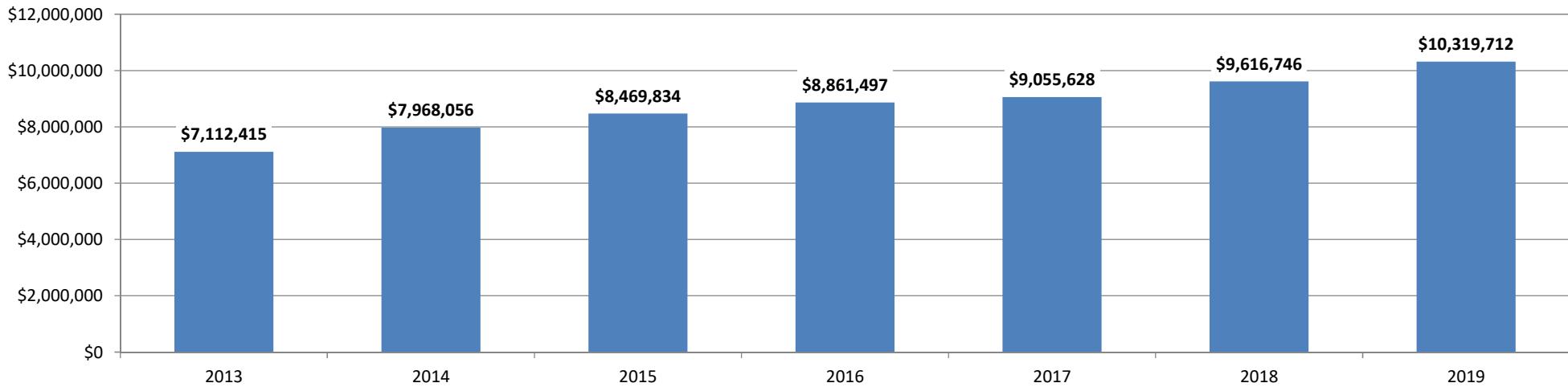


**City of Aspen Sales Tax 2.1%**  
**July 2019**

**Current Month Revenues are 9.6% above last year's Monthly Revenues.**  
**Year To Date Revenues are 6.0% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 7.3% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2019 Monthly Budget vs. 2019 Actual</b>			<b>2019 YTD Budget vs. 2019 Actual</b>			<b>2019 vs. 2018</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2018 Monthly</b>	<b>Variance</b>	<b>2018 YTD</b>	<b>Variance</b>
Jan	\$1,833,300	\$1,862,971	1.6%	\$1,833,300	\$1,862,971	1.6%	\$1,791,890	4.0%	\$1,791,890	4.0%
Feb	\$1,657,500	\$1,737,770	4.8%	\$3,490,800	\$3,600,741	3.1%	\$1,680,884	3.4%	\$3,472,774	3.7%
Mar	\$1,896,300	\$2,010,993	6.0%	\$5,387,100	\$5,611,734	4.2%	\$1,796,680	11.9%	\$5,269,454	6.5%
Apr	\$668,800	\$757,958	13.3%	\$6,055,900	\$6,369,692	5.2%	\$671,525	12.9%	\$5,940,979	7.2%
May	\$558,000	\$646,709	15.9%	\$6,613,900	\$7,016,401	6.1%	\$565,343	14.4%	\$6,506,322	7.8%
June	\$1,361,400	\$1,382,830	1.6%	\$7,975,300	\$8,399,231	5.3%	\$1,358,227	1.8%	\$7,864,548	6.8%
July	\$1,761,200	\$1,920,481	9.0%	\$9,736,500	\$10,319,712	6.0%	\$1,752,198	9.6%	\$9,616,746	7.3%
Aug	\$1,515,600			\$11,252,100			\$1,417,142		\$11,033,889	
Sept	\$1,238,100			\$12,490,200			\$1,240,888		\$12,274,777	
Oct	\$744,100			\$13,234,300			\$700,233		\$12,975,009	
Nov	\$644,900			\$13,879,200			\$623,611		\$13,598,621	
Dec	\$2,453,000			\$16,332,200			\$2,250,872		\$15,849,493	

**Actual Collections Year To Date Through July**



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)**

**July 2019**

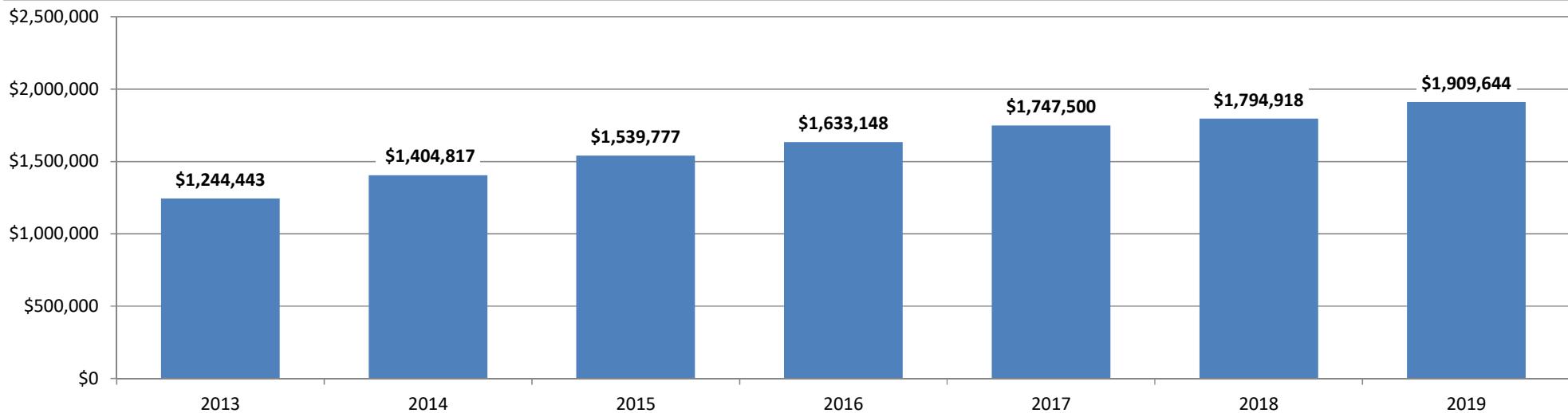
**Current Month Revenues are 2.0% above last year's Monthly Revenues.**

**Year To Date Revenues are 3.5% above Year To Date Budgeted Revenues.**

**Year To Date Revenues are 6.4% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2019 Monthly Budget vs. 2019 Actual</b>			<b>2019 YTD Budget vs. 2019 Actual</b>			<b>2019 vs. 2018</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2018 Monthly</b>	<b>Variance</b>	<b>2018 YTD</b>	<b>Variance</b>
Jan	\$412,500	\$435,183	5.5%	\$412,500	\$435,183	5.5%	\$410,858	5.9%	\$410,858	5.9%
Feb	\$390,000	\$386,172	(1.0%)	\$802,500	\$821,355	2.3%	\$363,636	6.2%	\$774,494	6.1%
Mar	\$420,000	\$441,407	5.1%	\$1,222,500	\$1,262,762	3.3%	\$384,859	14.7%	\$1,159,354	8.9%
Apr	\$60,000	\$72,042	20.1%	\$1,282,500	\$1,334,804	4.1%	\$62,085	16.0%	\$1,221,438	9.3%
May	\$45,000	\$55,183	22.6%	\$1,327,500	\$1,389,987	4.7%	\$56,234	(1.9%)	\$1,277,672	8.8%
June	\$217,500	\$207,585	(4.6%)	\$1,545,000	\$1,597,572	3.4%	\$211,315	(1.8%)	\$1,488,987	7.3%
July	\$300,000	\$312,072	4.0%	\$1,845,000	\$1,909,644	3.5%	\$305,931	2.0%	\$1,794,918	6.4%
Aug	\$255,000			\$2,100,000			\$236,256		\$2,031,175	
Sept	\$157,500			\$2,257,500			\$162,465		\$2,193,640	
Oct	\$82,500			\$2,340,000			\$69,556		\$2,263,197	
Nov	\$60,000			\$2,400,000			\$62,907		\$2,326,104	
Dec	\$490,500			\$2,890,500			\$440,111		\$2,766,215	

**Actual Collections Year To Date Through July**

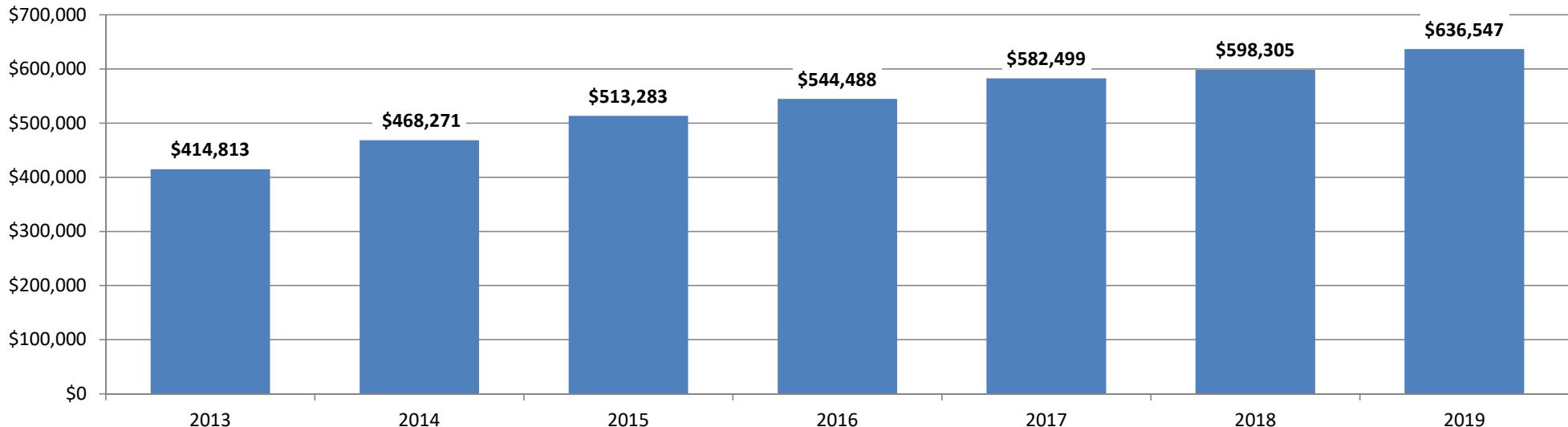


**City of Aspen Transportation 0.5% Lodging Tax**  
**July 2019**

**Current Month Revenues are** **2.0%** **above last year's Monthly Revenues.**  
**Year To Date Revenues are** **3.5%** **above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are** **6.4%** **above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2019 Monthly Budget vs. 2019 Actual</b>			<b>2019 YTD Budget vs. 2019 Actual</b>			<b>2019 vs. 2018</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2018 Monthly</b>	<b>Variance</b>	<b>2018 YTD</b>	<b>Variance</b>
Jan	\$137,500	\$145,061	5.5%	\$137,500	\$145,061	5.5%	\$136,952	5.9%	\$136,952	5.9%
Feb	\$130,000	\$128,724	(1.0%)	\$267,500	\$273,785	2.3%	\$121,212	6.2%	\$258,164	6.1%
Mar	\$140,000	\$147,136	5.1%	\$407,500	\$420,920	3.3%	\$128,286	14.7%	\$386,451	8.9%
Apr	\$20,000	\$24,014	20.1%	\$427,500	\$444,934	4.1%	\$20,695	16.0%	\$407,145	9.3%
May	\$15,000	\$18,394	22.6%	\$442,500	\$463,328	4.7%	\$18,744	(1.9%)	\$425,890	8.8%
June	\$72,500	\$69,195	(4.6%)	\$515,000	\$532,523	3.4%	\$70,438	(1.8%)	\$496,328	7.3%
July	\$100,000	\$104,024	4.0%	\$615,000	\$636,547	3.5%	\$101,977	2.0%	\$598,305	6.4%
Aug	\$85,000			\$700,000			\$78,752		\$677,057	
Sept	\$52,500			\$752,500			\$54,155		\$731,212	
Oct	\$27,500			\$780,000			\$23,185		\$754,397	
Nov	\$20,000			\$800,000			\$20,969		\$775,366	
Dec	\$163,500			\$963,500			\$146,704		\$922,069	

**Actual Collections Year To Date Through July**

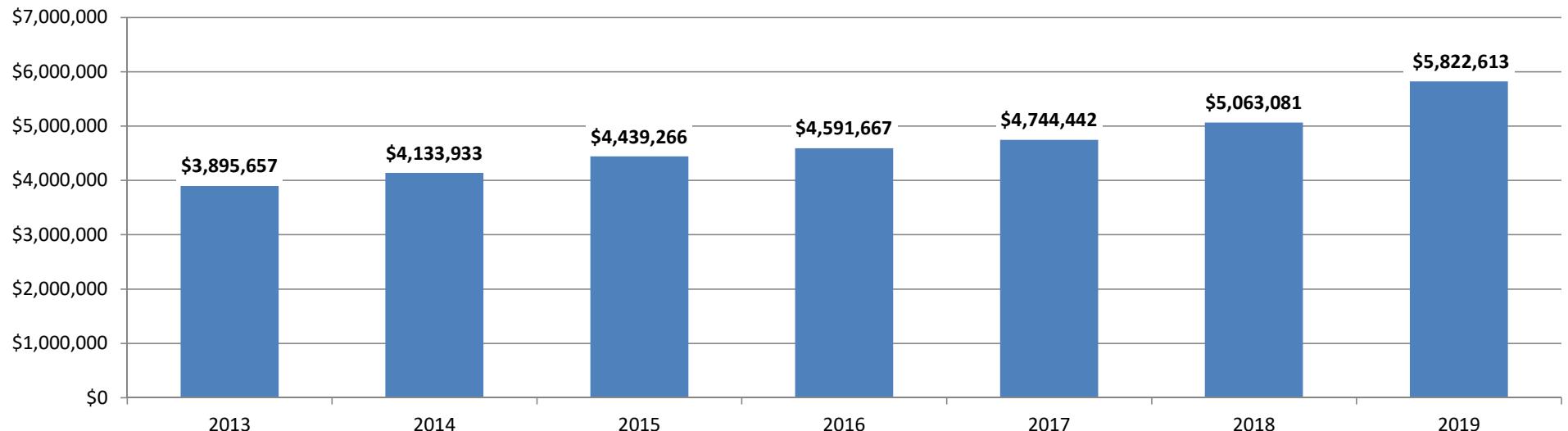


**City of Aspen Portion of Pitkin County 3.6% Sales Tax**  
**June 2019**

**Current Month Revenues are 17.4% above last year's Monthly Revenues.**  
**Year To Date Revenues are 13.4% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 15.0% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2019 Monthly Budget vs. 2019 Actual</b>			<b>2019 YTD Budget vs. 2019 Actual</b>			<b>2019 vs. 2018</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2018 Monthly</b>	<b>Variance</b>	<b>2018 YTD</b>	<b>Variance</b>
Jan	\$1,250,000	\$1,332,368	6.6%	\$1,250,000	\$1,332,368	6.6%	\$1,220,153	9.2%	\$ 1,220,153	9.2%
Feb	\$1,197,000	\$1,195,264	(0.1%)	\$2,447,000	\$2,527,633	3.3%	\$1,148,144	4.1%	\$ 2,368,297	6.7%
Mar	\$1,113,000	\$1,460,126	31.2%	\$3,560,000	\$3,987,758	12.0%	\$1,163,211	25.5%	\$ 3,531,508	12.9%
Apr	\$530,000	\$543,209	2.5%	\$4,090,000	\$4,530,968	10.8%	\$434,940	24.9%	\$ 3,966,448	14.2%
May	\$326,000	\$423,901	30.0%	\$4,416,000	\$4,954,869	12.2%	\$357,579	18.5%	\$ 4,324,027	14.6%
June	\$720,000	\$867,745	20.5%	\$5,136,000	\$5,822,613	13.4%	\$739,053	17.4%	\$ 5,063,081	15.0%
July	\$941,000			\$6,077,000			\$986,284		\$ 6,049,364	
Aug	\$921,000			\$6,998,000			\$825,032		\$ 6,874,396	
Sept	\$669,000			\$7,667,000			\$719,959		\$ 7,594,355	
Oct	\$420,000			\$8,087,000			\$448,290		\$ 8,042,645	
Nov	\$383,000			\$8,470,000			\$434,814		\$ 8,477,459	
Dec	\$1,369,000			\$9,839,000			\$1,315,025		\$ 9,792,485	

**Actual Collections Year To Date Through June**



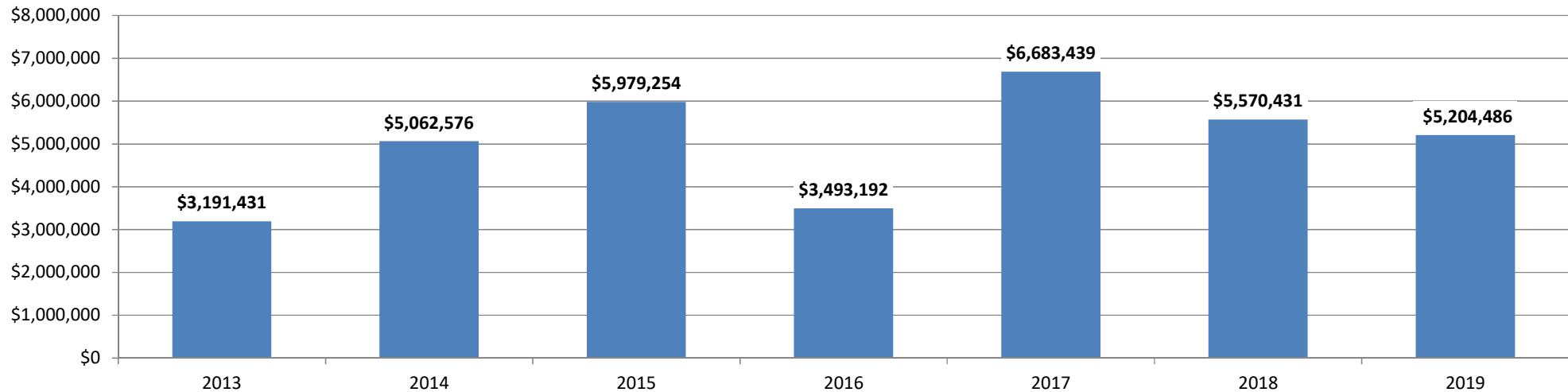
### Housing Real Estate Transfer Tax

August 2019

Current Month Revenues are **5.4%** above last year's Monthly Revenues.  
 Year To Date Revenues are **17.0%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(6.6%)** below last year's Actual Year To Date Revenues.

2019 Monthly Budget vs. 2019 Actual				2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$460,700	\$1,105,098	139.9%	\$460,700	\$1,105,098	139.9%	\$784,556	40.9%	\$784,556	40.9%
Feb	\$480,600	\$204,130	(57.5%)	\$941,300	\$1,309,228	39.1%	\$882,743	(76.9%)	\$1,667,298	(21.5%)
Mar	\$472,900	\$892,017	88.6%	\$1,414,200	\$2,201,245	55.7%	\$684,897	30.2%	\$2,352,196	(6.4%)
Apr	\$687,900	\$551,428	(19.8%)	\$2,102,100	\$2,752,674	30.9%	\$425,425	29.6%	\$2,777,621	(0.9%)
May	\$634,300	\$813,639	28.3%	\$2,736,400	\$3,566,313	30.3%	\$1,030,447	(21.0%)	\$3,808,068	(6.3%)
June	\$631,400	\$615,723	(2.5%)	\$3,367,800	\$4,182,036	24.2%	\$721,175	(14.6%)	\$4,529,243	(7.7%)
July	\$461,300	\$383,273	(16.9%)	\$3,829,100	\$4,565,308	19.2%	\$434,725	(11.8%)	\$4,963,968	(8.0%)
Aug	\$621,000	\$639,178	2.9%	\$4,450,100	\$5,204,486	17.0%	\$606,463	5.4%	\$5,570,431	(6.6%)
Sept	\$874,800			\$5,324,900			\$1,186,295		\$6,756,726	
Oct	\$742,800			\$6,067,700			\$620,101		\$7,376,826	
Nov	\$501,400			\$6,569,100			\$848,699		\$8,225,525	
Dec	\$610,900			\$7,180,000			\$671,236		\$8,896,761	

### Actual Collections Year To Date Through August



**Wheeler Opera House Real Estate Transfer Tax**  
**August 2019**

**Current Month Revenues are 6.2% above last year's Monthly Revenues.**  
**Year To Date Revenues are 23.1% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (5.7%) below last year's Actual Year To Date Revenues.**

2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018				
Month	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$236,100	\$569,253	141.1%	\$236,100	\$569,253	141.1%	\$407,558	39.7%	\$407,558	39.7%
Feb	\$250,200	\$109,065	(56.4%)	\$486,300	\$678,318	39.5%	\$451,066	(75.8%)	\$858,624	(21.0%)
Mar	\$233,500	\$462,116	97.9%	\$719,800	\$1,140,434	58.4%	\$353,354	30.8%	\$1,211,978	(5.9%)
Apr	\$367,900	\$296,169	(19.5%)	\$1,087,700	\$1,436,603	32.1%	\$223,663	32.4%	\$1,435,640	0.1%
May	\$329,200	\$428,417	30.1%	\$1,416,900	\$1,865,020	31.6%	\$535,736	(20.0%)	\$1,971,376	(5.4%)
June	\$256,600	\$320,990	25.1%	\$1,673,500	\$2,186,010	30.6%	\$372,788	(13.9%)	\$2,344,164	(6.7%)
July	\$222,900	\$202,796	(9.0%)	\$1,896,400	\$2,388,806	26.0%	\$229,636	(11.7%)	\$2,573,800	(7.2%)
Aug	\$323,500	\$343,499	6.2%	\$2,219,900	\$2,732,306	23.1%	\$323,442	6.2%	\$2,897,242	(5.7%)
Sept	\$491,400			\$2,711,300			\$611,828			\$3,509,069
Oct	\$413,800			\$3,125,100			\$330,170			\$3,839,239
Nov	\$260,900			\$3,386,000			\$446,427			\$4,285,666
Dec	\$360,000			\$3,746,000			\$347,901			\$4,633,568

**Actual Collections Year To Date Through August**

