

To: Aspen City Council
From: Anthony Lewin, Senior Tax Auditor
Date: January 15, 2020
Re: November 2020 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 November 2020, Aspen's portion of Pitkin County's 3.6% sales tax collections for October 2020, and real estate transfer tax (RETT) collections for December 2020.

Taxable Sales:

This report reflects the second month on the City's new online platform for reporting and remitting City sales tax. As a reminder, this report reflects the new industry groups that the City adopted as it transitioned to this solution. With this transition, it is important to note that the comparison to previous industry groupings does not align one-to-one. Because of this, there needs to be consideration given to the comparison to prior year data as actual percentage change will not always solely reflect industry contraction or expansion. Put simply, the report may reflect businesses that have moved between industry types. Notes to this are included on the graphic pages.

Overall, aggregate taxable sales for November 2020 for all industry types reflects an increase of 22.2% relative to the same period last year. Additionally, November data reflects that 75.8% of these total sales occurred within the City and 24.2% are related to businesses outside of Aspen (including surrounding down valley communities or beyond).

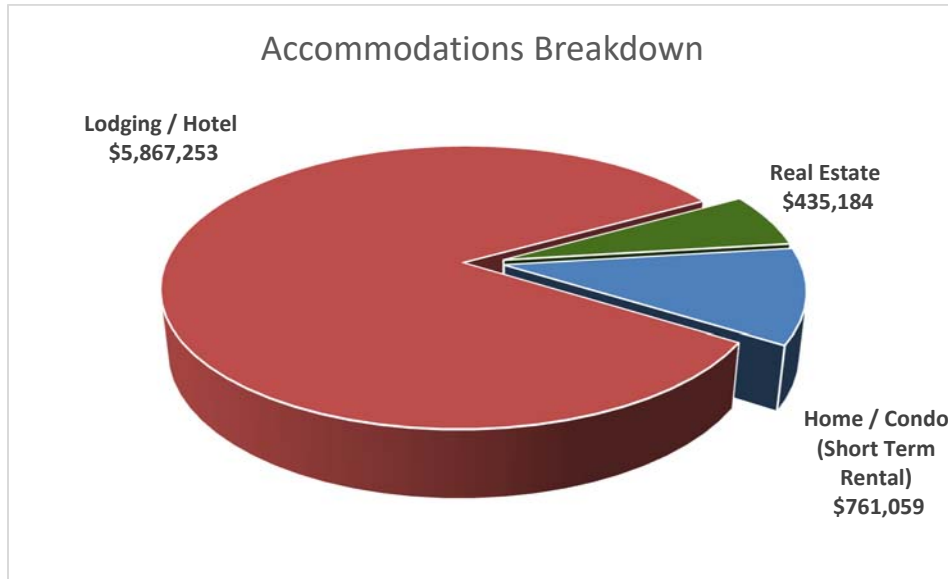
Actual Sales and Lodging Tax:

November's sales tax collections were up 22.6%, respectively from the same period last year. Lodging tax collections were up 30.8% in contrast to last year's monthly revenues. On a year-to-date basis, these collections are 4.6% and 18.8% down respectively, relative to the same eleven-month aggregate totals last year.

Regarding lodging taxes, data is now available to delineate traditional lodging from other less historically common offerings like short-term rentals and timeshare / managed properties.

Prior to the new sales tax platform, the City had roughly 70 vacation rental permits on file, and with the new system there is a total of roughly 650 vacation rental permits, which we expect to increase as owners obtain permits. This new total includes previously non-compliant properties.

Below is a graph showing the breakdown of monthly rental accommodations activity by type.



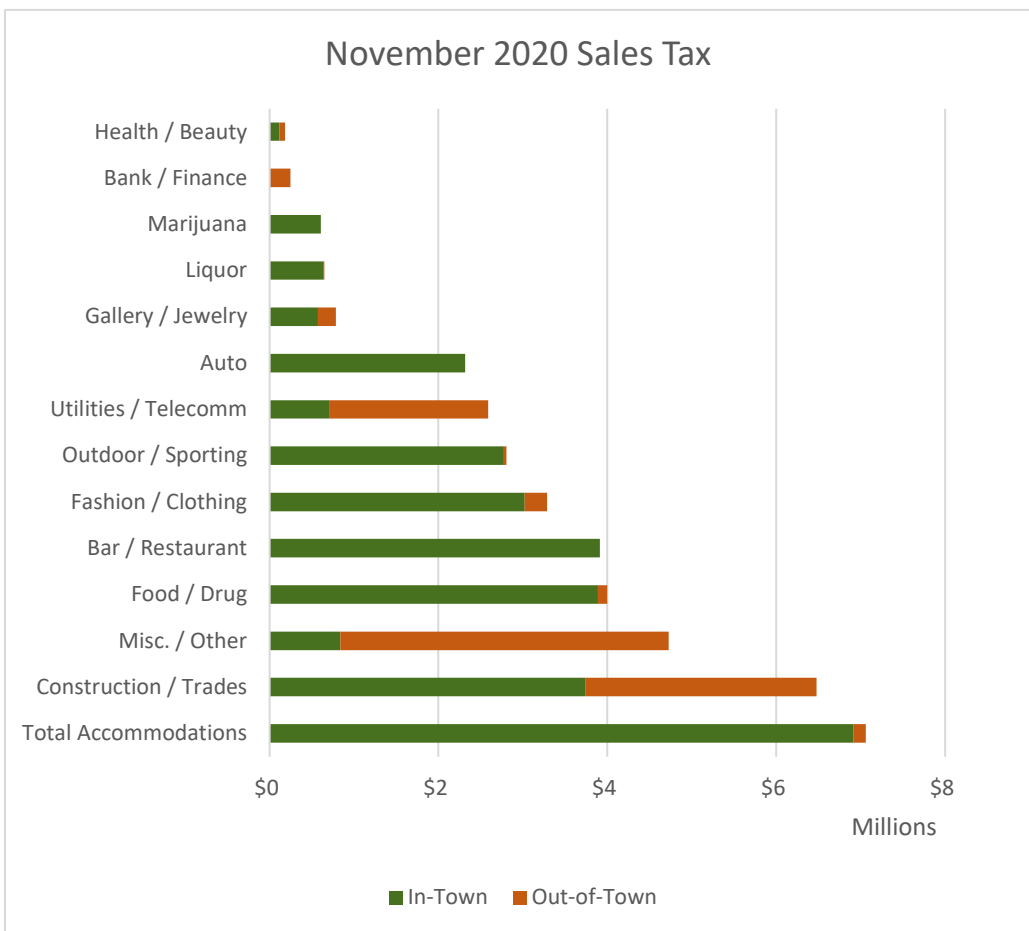
City Share of County Sales Tax:

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 October were up 30.7%. On a year-to-date basis, Aspen’s portion of Pitkin County’s sales tax is up 0.8%. Collections, because they are done at a State level, have received a boost from online retail sales and tax remittance through a central point.

Real Estate Transfer Taxes:

Housing real estate transfer tax collections for December were up 155.6% and are 108.4% above collections from the prior year. Wheeler real estate transfer tax collections for December were up 149.9% and are up in total compared to the prior year’s collections by 114.5%. Market activity continues to exceed expectations and has driven collections past double annual forecasts.

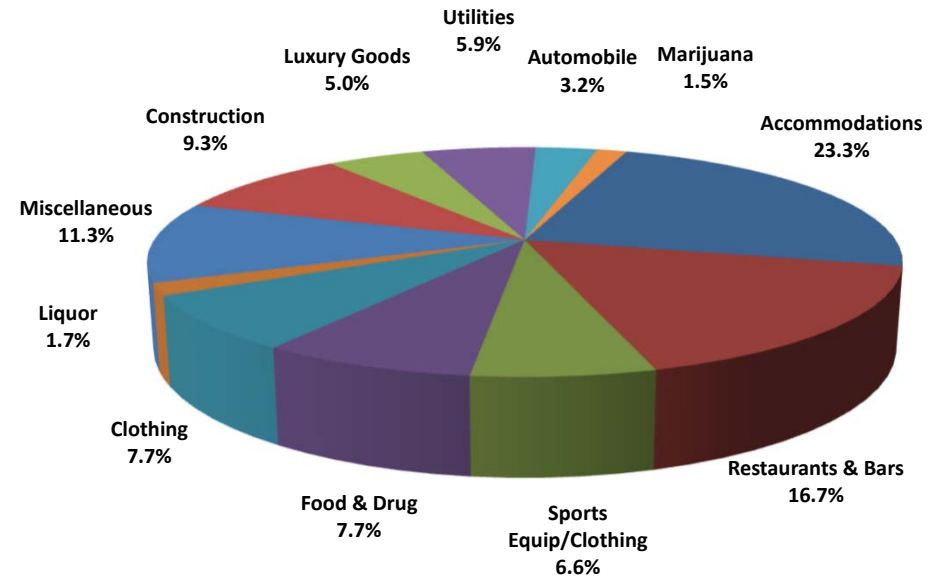
| Category | In-Town | Out-of-Town | Grand Total |
|-----------------------|---------------------|--------------------|---------------------|
| Total Accommodations | \$6,918,637 | \$144,858 | \$7,063,495 |
| Construction / Trades | \$3,739,143 | \$2,742,045 | \$6,481,188 |
| Misc. / Other | \$839,191 | \$3,888,068 | \$4,727,258 |
| Food / Drug | \$3,888,660 | \$109,653 | \$3,998,313 |
| Bar / Restaurant | \$3,914,433 | \$0 | \$3,914,433 |
| Fashion / Clothing | \$3,021,063 | \$265,943 | \$3,287,006 |
| Outdoor / Sporting | \$2,776,141 | \$31,382 | \$2,807,523 |
| Utilities / Telecomm | \$714,986 | \$1,874,423 | \$2,589,409 |
| Auto | \$2,318,194 | \$0 | \$2,318,194 |
| Gallery / Jewelry | \$574,149 | \$210,465 | \$784,614 |
| Liquor | \$633,301 | \$14,438 | \$647,738 |
| Marijuana | \$606,239 | \$0 | \$606,239 |
| Bank / Finance | \$0 | \$247,290 | \$247,290 |
| Health / Beauty | \$119,937 | \$63,226 | \$183,163 |
| Grand Total | \$30,064,073 | \$9,591,790 | \$39,655,863 |



**City of Aspen Retail Sales by Industry
November 2020**

Year To Date Retail Sales

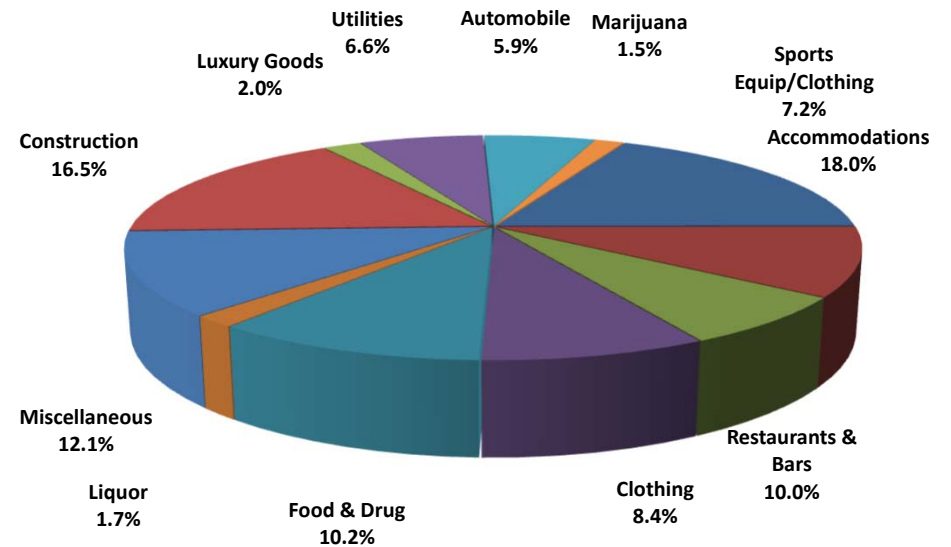
| Category | YTD Retail Sales | % Change Prior Year | % YTD Retail Sales |
|-----------------------|-------------------------|--------------------------------|---------------------------|
| Accommodations | \$156,477,417 | (21.9%) | 23.3% |
| Restaurants & Bars | \$112,130,941 | (8.8%) | 16.7% |
| Sports Equip/Clothing | \$44,093,492 | 6.2% | 6.6% |
| Clothing | \$51,939,770 | (4.7%) | 7.7% |
| Food & Drug | \$51,682,786 | 0.7% | 7.7% |
| Liquor | \$11,533,135 | 23.4% | 1.7% |
| Miscellaneous | \$75,513,787 | 23.9% | 11.2% |
| Construction | \$62,318,834 | 3.7% | 9.3% |
| Luxury Goods | \$33,673,297 | 9.6% | 5.0% |
| Utilities | \$39,554,404 | (2.6%) | 5.9% |
| Automobile | \$21,318,727 | 16.6% | 3.2% |
| Marijuana | \$10,275,403 | (5.3%) | 1.5% |
| Bank / Finance (new) | \$527,740 | (4.3%) | 0.1% |
| Health / Beauty (new) | \$467,700 | 0.0% | 0.1% |
| Total | \$671,507,432 | (4.3%) | 100.0% |



Beginning October 2020, industries were assessed and revised. This includes Luxury Goods which no longer reflects high end clothing which now is captured within Clothing. Additionally, two new categories (Bank / Finance and Health / Beauty) were added to reflect items previous reported within Miscellaneous. These adjustments will ultimately skew the annual percentage change in these industries and is therefore important to note - industry contraction or expansion cannot be gauged by these percentages until a full year's worth of data has been compiled with the new categorizations.

November Monthly Retail Sales

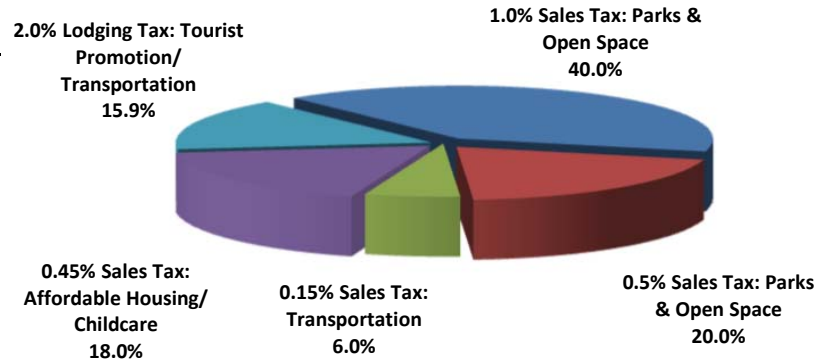
| Category | Monthly Retail Sales | % Change Prior Year | % Monthly Retail Sales |
|-----------------------|-----------------------------|--------------------------------|-----------------------------------|
| Accommodations | \$7,063,495 | 52.8% | 17.8% |
| Restaurants & Bars | \$3,914,433 | (4.7%) | 9.9% |
| Sports Equip/Clothing | \$2,807,523 | 48.2% | 7.1% |
| Clothing | \$3,287,006 | 70.1% | 8.3% |
| Food & Drug | \$3,998,313 | 37.9% | 10.1% |
| Liquor | \$647,738 | 23.4% | 1.6% |
| Miscellaneous | \$4,727,258 | 10.2% | 11.9% |
| Construction | \$6,481,188 | 43.3% | 16.3% |
| Luxury Goods | \$784,614 | (66.0%) | 2.0% |
| Utilities | \$2,589,409 | (29.2%) | 6.5% |
| Automobile | \$2,318,194 | 92.1% | 5.8% |
| Marijuana | \$606,239 | 23.4% | 1.5% |
| Bank / Finance (new) | \$247,290 | 0.0% | 0.6% |
| Health / Beauty (new) | \$183,163 | 0.0% | 0.5% |
| Total | \$39,655,863 | 22.2% | 100.0% |



**City of Aspen Sales and Lodging Tax
November 2020**

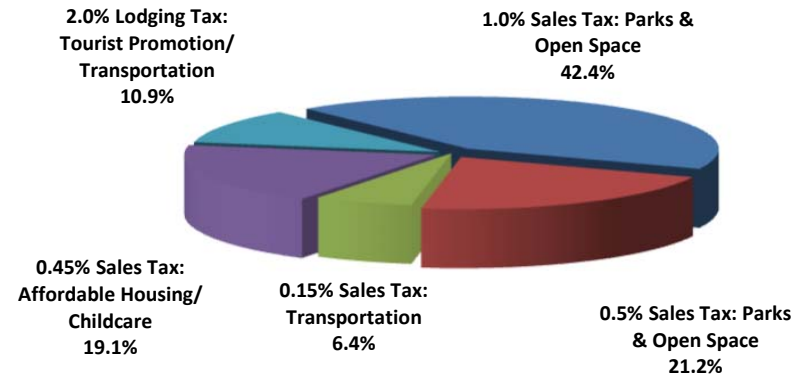
Year To Date Tax Collections

| Tax Type | YTD Taxes Collected | % YTD Taxes |
|---|----------------------------|--------------------|
| 1.0% Sales Tax: Parks & Open Space | \$6,697,256 | 40.0% |
| 0.5% Sales Tax: Parks & Open Space | \$3,347,856 | 20.0% |
| 0.15% Sales Tax: Transportation | \$1,003,830 | 6.0% |
| 0.45% Sales Tax: Affordable Housing/ Childcare | \$3,013,492 | 18.0% |
| 2.0% Lodging Tax: Tourist Promotion/ Transportation | <u>\$2,665,887</u> | <u>15.9%</u> |
| Total | \$16,728,321 | 100% |



November Monthly Tax Collections

| Tax Type | Monthly Taxes Collected | % Monthly Taxes |
|---|--------------------------------|------------------------|
| 1.0% Sales Tax: Parks & Open Space | \$405,331 | 42.4% |
| 0.5% Sales Tax: Parks & Open Space | \$202,684 | 21.2% |
| 0.15% Sales Tax: Transportation | \$60,779 | 6.4% |
| 0.45% Sales Tax: Affordable Housing/ Childcare | \$182,416 | 19.1% |
| 2.0% Lodging Tax: Tourist Promotion/ Transportation | <u>\$104,040</u> | <u>10.9%</u> |
| Total | \$955,250 | 100% |

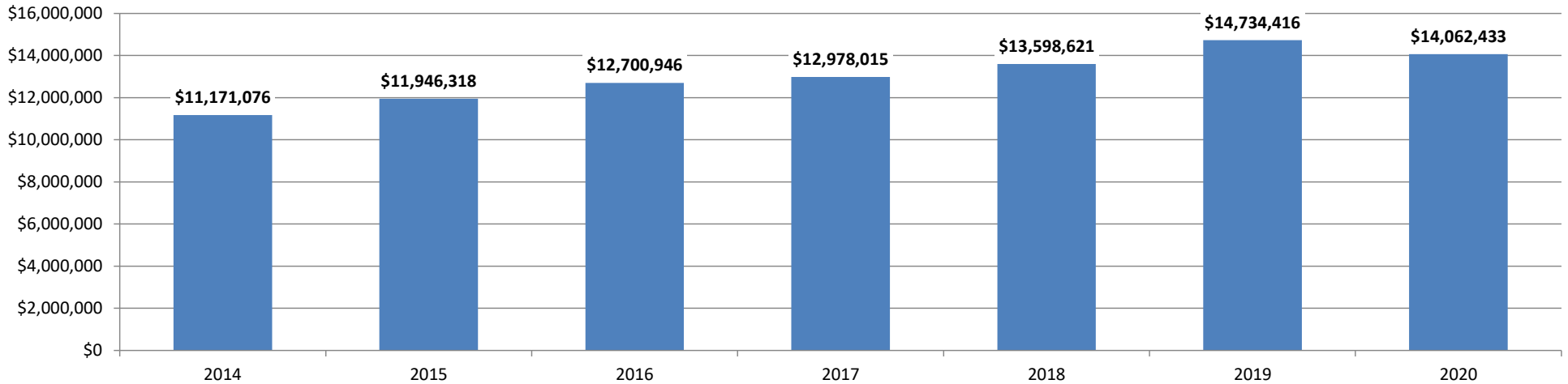


**City of Aspen Sales Tax 2.1%
November 2020**

Current Month Revenues are 22.6% above last year's Monthly Revenues.
Year To Date Revenues are (2.5%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (4.6%) below last year's Actual Year To Date Revenues.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-------------|----------|---------------------------------|--------------|----------|---------------|----------|--------------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$1,918,600 | \$1,991,690 | 3.8% | \$1,918,600 | \$1,991,690 | 3.8% | \$1,862,971 | 6.9% | \$1,862,971 | 6.9% |
| Feb | \$1,736,100 | \$1,857,466 | 7.0% | \$3,654,700 | \$3,849,156 | 5.3% | \$1,737,770 | 6.9% | \$3,600,741 | 6.9% |
| Mar | \$1,982,200 | \$1,087,955 | (45.1%) | \$5,636,900 | \$4,937,111 | (12.4%) | \$2,010,993 | (45.9%) | \$5,611,734 | (12.0%) |
| Apr | \$676,600 | \$458,858 | (32.2%) | \$6,313,500 | \$5,395,969 | (14.5%) | \$757,958 | (39.5%) | \$6,369,692 | (15.3%) |
| May | \$570,600 | \$496,175 | (13.0%) | \$6,884,100 | \$5,892,144 | (14.4%) | \$646,709 | (23.3%) | \$7,016,401 | (16.0%) |
| June | \$1,422,000 | \$1,151,068 | (19.1%) | \$8,306,100 | \$7,043,212 | (15.2%) | \$1,382,830 | (16.8%) | \$8,399,231 | (16.1%) |
| July | \$1,849,000 | \$1,736,692 | (6.1%) | \$10,155,100 | \$8,779,904 | (13.5%) | \$1,920,481 | (9.6%) | \$10,319,712 | (14.9%) |
| Aug | \$1,575,800 | \$1,560,293 | (1.0%) | \$11,730,900 | \$10,340,197 | (11.9%) | \$1,568,118 | (0.5%) | \$11,887,829 | (13.0%) |
| Sept | \$1,287,100 | \$1,937,430 | 50.5% | \$13,018,000 | \$12,277,626 | (5.7%) | \$1,339,131 | 44.7% | \$13,226,960 | (7.2%) |
| Oct | \$756,200 | \$933,598 | 23.5% | \$13,774,200 | \$13,211,224 | (4.1%) | \$813,092 | 14.8% | \$14,040,052 | (5.9%) |
| Nov | \$654,800 | \$851,210 | 30.0% | \$14,429,000 | \$14,062,433 | (2.5%) | \$694,364 | 22.6% | \$14,734,416 | (4.6%) |
| Dec | \$2,548,500 | | | \$16,977,500 | | | \$2,465,684 | | \$17,200,100 | |

Actual Collections Year To Date Through November



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
November 2020**

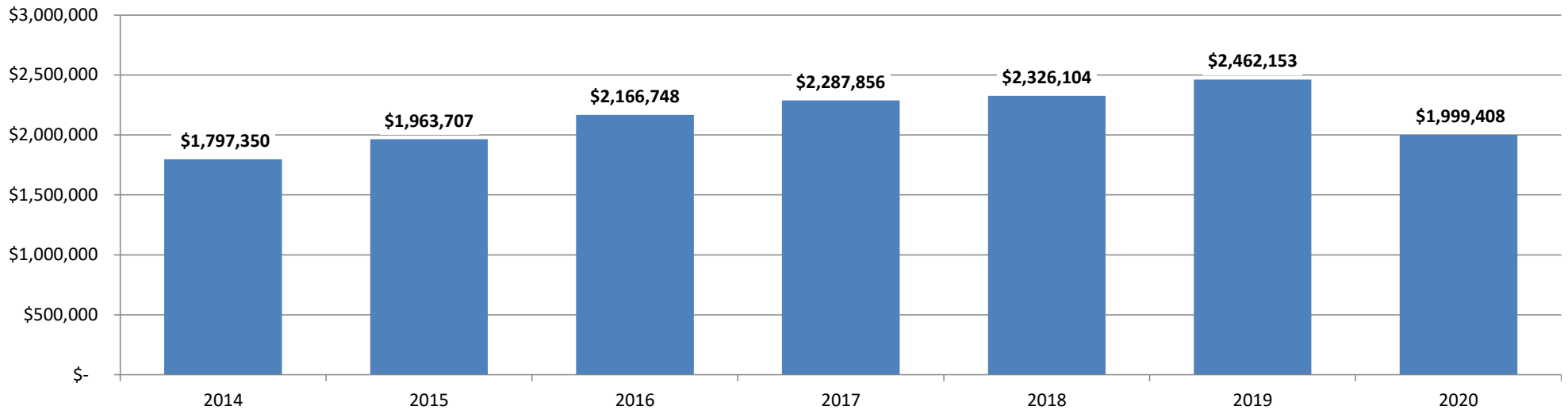
Current Month Revenues are 30.8% above last year's Monthly Revenues.

Year To Date Revenues are (16.7%) below Year To Date Budgeted Revenues.

Year To Date Revenues are (18.8%) below last year's Actual Year To Date Revenues adjusted for rate increase.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-----------|----------|---------------------------------|-------------|----------|---------------|----------|-------------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$412,500 | \$423,412 | 2.6% | \$412,500 | \$423,412 | 2.6% | \$435,183 | (2.7%) | \$435,183 | (2.7%) |
| Feb | \$390,000 | \$417,502 | 7.1% | \$802,500 | \$840,914 | 4.8% | \$386,172 | 8.1% | \$821,355 | 2.4% |
| Mar | \$420,000 | \$197,251 | (53.0%) | \$1,222,500 | \$1,038,165 | (15.1%) | \$441,407 | (55.3%) | \$1,262,762 | (17.8%) |
| Apr | \$60,000 | \$5,581 | (90.7%) | \$1,282,500 | \$1,043,746 | (18.6%) | \$72,042 | (92.3%) | \$1,334,804 | (21.8%) |
| May | \$45,000 | \$8,770 | (80.5%) | \$1,327,500 | \$1,052,516 | (20.7%) | \$55,183 | (84.1%) | \$1,389,987 | (24.3%) |
| June | \$217,500 | \$99,543 | (54.2%) | \$1,545,000 | \$1,152,059 | (25.4%) | \$207,585 | (52.0%) | \$1,597,572 | (27.9%) |
| July | \$300,000 | \$263,959 | (12.0%) | \$1,845,000 | \$1,416,018 | (23.3%) | \$312,072 | (15.4%) | \$1,909,644 | (25.8%) |
| Aug | \$255,000 | \$227,695 | (10.7%) | \$2,100,000 | \$1,643,713 | (21.7%) | \$236,486 | (3.7%) | \$2,146,131 | (23.4%) |
| Sept | \$157,500 | \$206,067 | 30.8% | \$2,257,500 | \$1,849,780 | (18.1%) | \$168,611 | 22.2% | \$2,314,741 | (20.1%) |
| Oct | \$82,500 | \$71,598 | (13.2%) | \$2,340,000 | \$1,921,378 | (17.9%) | \$87,775 | (18.4%) | \$2,402,516 | (20.0%) |
| Nov | \$60,000 | \$78,030 | 30.1% | \$2,400,000 | \$1,999,408 | (16.7%) | \$59,637 | 30.8% | \$2,462,153 | (18.8%) |
| Dec | \$490,500 | | | \$2,890,500 | | | \$451,985 | | \$2,914,139 | |

Actual Collections Year To Date Through November

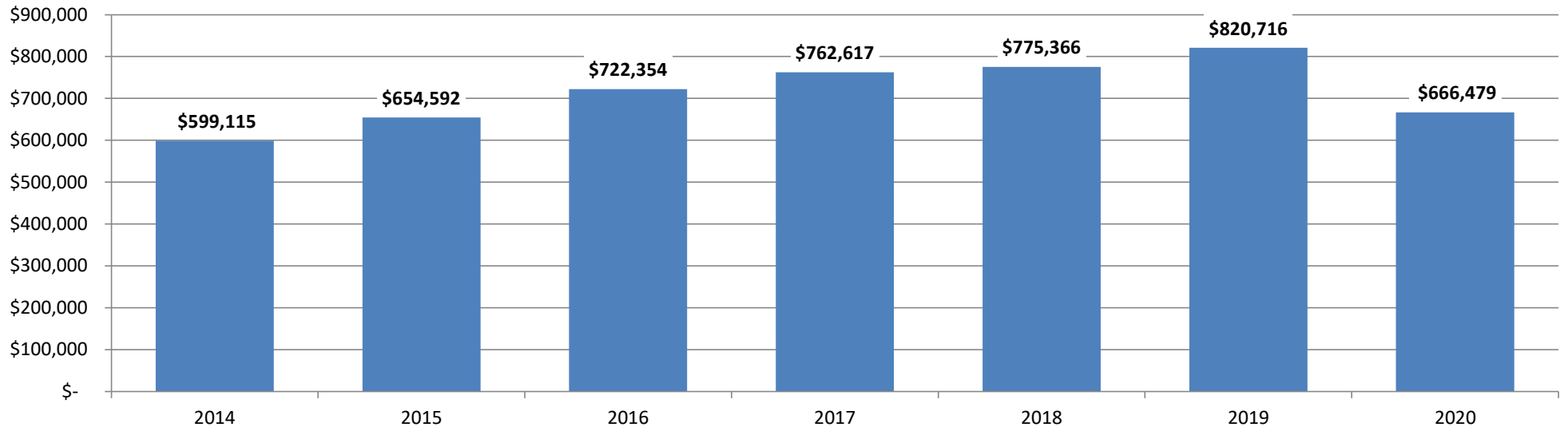


**City of Aspen Transportation 0.5% Lodging Tax
November 2020**

Current Month Revenues are 30.8% above last year's Monthly Revenues.
Year To Date Revenues are (16.7%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (18.8%) below last year's Actual Year To Date Revenues.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-----------|----------|---------------------------------|-----------|----------|---------------|----------|-----------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$137,500 | \$141,137 | 2.6% | \$137,500 | \$141,137 | 2.6% | \$145,061 | (2.7%) | \$145,061 | (2.7%) |
| Feb | \$130,000 | \$139,167 | 7.1% | \$267,500 | \$280,304 | 4.8% | \$128,724 | 8.1% | \$273,785 | 2.4% |
| Mar | \$140,000 | \$65,750 | (53.0%) | \$407,500 | \$346,054 | (15.1%) | \$147,136 | (55.3%) | \$420,920 | (17.8%) |
| Apr | \$20,000 | \$1,860 | (90.7%) | \$427,500 | \$347,915 | (18.6%) | \$24,014 | (92.3%) | \$444,934 | (21.8%) |
| May | \$15,000 | \$2,923 | (80.5%) | \$442,500 | \$350,838 | (20.7%) | \$18,394 | (84.1%) | \$463,328 | (24.3%) |
| June | \$72,500 | \$33,181 | (54.2%) | \$515,000 | \$384,019 | (25.4%) | \$69,195 | (52.0%) | \$532,523 | (27.9%) |
| July | \$100,000 | \$87,986 | (12.0%) | \$615,000 | \$472,005 | (23.3%) | \$104,024 | (15.4%) | \$636,547 | (25.8%) |
| Aug | \$85,000 | \$75,898 | (10.7%) | \$700,000 | \$547,903 | (21.7%) | \$78,829 | (3.7%) | \$715,376 | (23.4%) |
| Sept | \$52,500 | \$68,700 | 30.9% | \$752,500 | \$616,603 | (18.1%) | \$56,203 | 22.2% | \$771,579 | (20.1%) |
| Oct | \$27,500 | \$23,866 | (13.2%) | \$780,000 | \$640,469 | (17.9%) | \$29,258 | (18.4%) | \$800,837 | (20.0%) |
| Nov | \$20,000 | \$26,010 | 30.0% | \$800,000 | \$666,479 | (16.7%) | \$19,879 | 30.8% | \$820,716 | (18.8%) |
| Dec | \$163,500 | | | \$963,500 | | | \$150,662 | | \$971,378 | |

Actual Collections Year To Date Through November

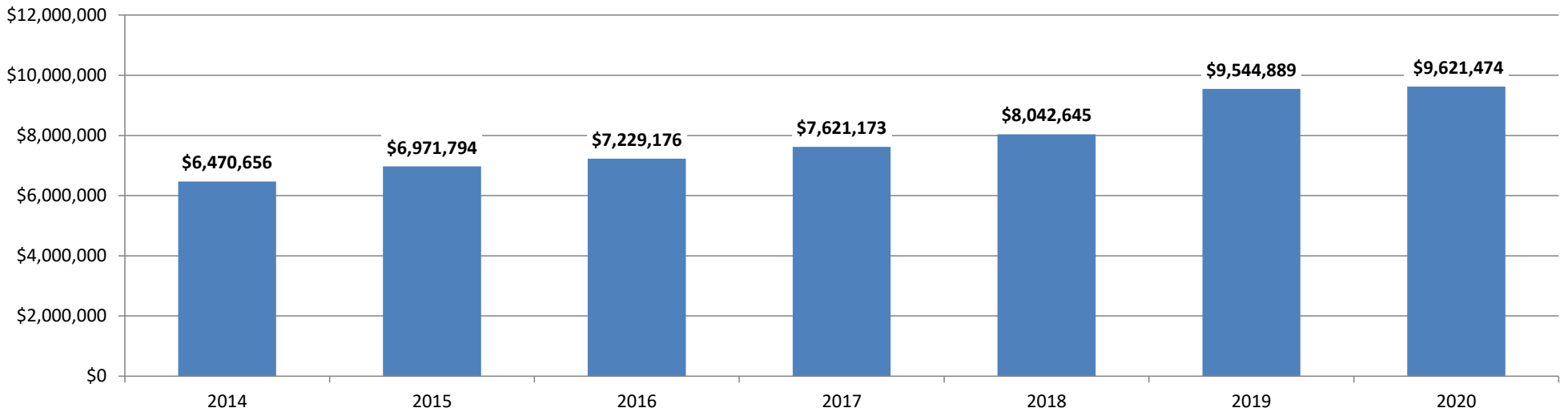


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
October 2020**

Current Month Revenues are **30.7%** above last year's Monthly Revenues.
 Year To Date Revenues are **7.6%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **0.8%** above last year's Actual Year To Date Revenues.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-------------|----------|---------------------------------|-------------|----------|---------------|----------|---------------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$1,357,000 | \$1,512,709 | 11.5% | \$1,357,000 | \$1,512,709 | 11.5% | \$1,332,368 | 13.5% | \$ 1,332,368 | 13.5% |
| Feb | \$1,277,000 | \$1,449,548 | 13.5% | \$2,634,000 | \$2,962,257 | 12.5% | \$1,195,264 | 21.3% | \$ 2,527,633 | 17.2% |
| Mar | \$1,293,000 | \$708,210 | (45.2%) | \$3,927,000 | \$3,670,467 | (6.5%) | \$1,460,126 | (51.5%) | \$ 3,987,758 | (8.0%) |
| Apr | \$484,000 | \$498,211 | 2.9% | \$4,411,000 | \$4,168,678 | (5.5%) | \$543,209 | (8.3%) | \$ 4,530,968 | (8.0%) |
| May | \$398,000 | \$430,729 | 8.2% | \$4,809,000 | \$4,599,408 | (4.4%) | \$423,901 | 1.6% | \$ 4,954,869 | (7.2%) |
| June | \$822,000 | \$713,217 | (13.2%) | \$5,631,000 | \$5,312,624 | (5.7%) | \$867,745 | (17.8%) | \$ 5,822,613 | (8.8%) |
| July | \$1,097,000 | \$1,164,095 | 6.1% | \$6,728,000 | \$6,476,719 | (3.7%) | \$1,149,462 | 1.3% | \$ 6,972,075 | (7.1%) |
| Aug | \$917,000 | \$1,117,891 | 21.9% | \$7,645,000 | \$7,594,610 | (0.7%) | \$1,059,020 | 5.6% | \$ 8,031,094 | (5.4%) |
| Sept | \$801,000 | \$1,181,742 | 47.5% | \$8,446,000 | \$8,776,352 | 3.9% | \$867,293 | 36.3% | \$ 8,898,387 | (1.4%) |
| Oct | \$498,000 | \$845,122 | 69.7% | \$8,944,000 | \$9,621,474 | 7.6% | \$646,501 | 30.7% | \$ 9,544,889 | 0.8% |
| Nov | \$484,000 | | | \$9,428,000 | | | \$908,405 | | \$ 10,453,294 | |
| Dec | \$1,461,000 | | | \$10,889,000 | | | \$1,627,600 | | \$ 12,080,894 | |

Actual Collections Year To Date Through October

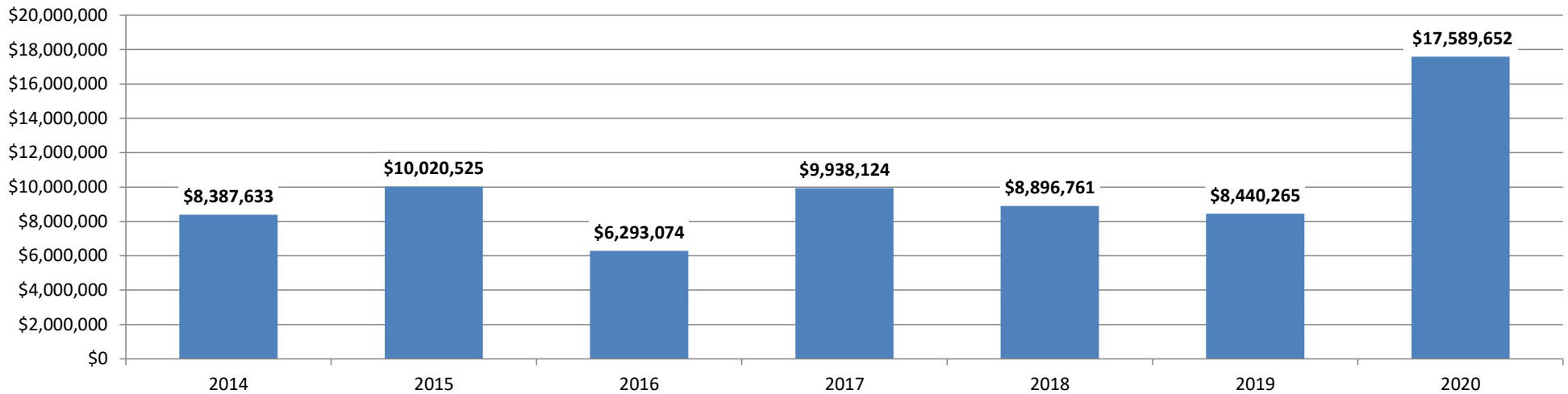


**Housing Real Estate Transfer Tax
December 2020**

Current Month Revenues are **155.6%** above last year's Monthly Revenues.
 Year To Date Revenues are **131.2%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **108.4%** above last year's Actual Year To Date Revenues.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-------------|----------|---------------------------------|--------------|----------|---------------|----------|-------------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$488,100 | \$1,098,343 | 125.0% | \$488,100 | \$1,098,343 | 125.0% | \$1,105,098 | (0.6%) | \$1,105,098 | (0.6%) |
| Feb | \$509,100 | \$496,350 | (2.5%) | \$997,200 | \$1,594,693 | 59.9% | \$204,130 | 143.2% | \$1,309,228 | 21.8% |
| Mar | \$501,100 | \$598,199 | 19.4% | \$1,498,300 | \$2,192,893 | 46.4% | \$892,017 | (32.9%) | \$2,201,245 | (0.4%) |
| Apr | \$728,800 | \$505,915 | (30.6%) | \$2,227,100 | \$2,698,808 | 21.2% | \$551,428 | (8.3%) | \$2,752,674 | (2.0%) |
| May | \$672,000 | \$110,180 | (83.6%) | \$2,899,100 | \$2,808,988 | (3.1%) | \$813,639 | (86.5%) | \$3,566,313 | (21.2%) |
| June | \$668,900 | \$477,350 | (28.6%) | \$3,568,000 | \$3,286,338 | (7.9%) | \$615,723 | (22.5%) | \$4,182,036 | (21.4%) |
| July | \$488,700 | \$885,546 | 81.2% | \$4,056,700 | \$4,171,884 | 2.8% | \$383,273 | 131.0% | \$4,565,308 | (8.6%) |
| Aug | \$657,900 | \$2,542,417 | 286.4% | \$4,714,600 | \$6,714,301 | 42.4% | \$639,178 | 297.8% | \$5,204,486 | 29.0% |
| Sept | \$926,800 | \$3,947,332 | 325.9% | \$5,641,400 | \$10,661,632 | 89.0% | \$703,645 | 461.0% | \$5,908,131 | 80.5% |
| Oct | \$787,000 | \$2,928,865 | 272.2% | \$6,428,400 | \$13,590,497 | 111.4% | \$1,188,651 | 146.4% | \$7,096,782 | 91.5% |
| Nov | \$531,200 | \$1,717,838 | 223.4% | \$6,959,600 | \$15,308,335 | 120.0% | \$450,783 | 281.1% | \$7,547,565 | 102.8% |
| Dec | \$647,400 | \$2,281,317 | 252.4% | \$7,607,000 | \$17,589,652 | 131.2% | \$892,700 | 155.6% | \$8,440,265 | 108.4% |

Actual Collections Year To Date Through December



**Wheeler Opera House Real Estate Transfer Tax
December 2020**

Current Month Revenues are 149.9% above last year's Monthly Revenues.
Year To Date Revenues are 139.3% above Year To Date Budgeted Revenues.
Year To Date Revenues are 114.5% above last year's Actual Year To Date Revenues.

| Month | 2020 Monthly Budget vs. 2020 Actual | | | 2020 YTD Budget vs. 2020 Actual | | | 2020 vs. 2019 | | | |
|-------|-------------------------------------|-------------|----------|---------------------------------|-------------|----------|---------------|----------|-------------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | 2019 Monthly | Variance | 2019 YTD | Variance |
| Jan | \$261,400 | \$565,600 | 116.4% | \$261,400 | \$565,600 | 116.4% | \$569,253 | (0.6%) | \$569,253 | (0.6%) |
| Feb | \$279,000 | \$262,833 | (5.8%) | \$540,400 | \$828,432 | 53.3% | \$109,065 | 141.0% | \$678,318 | 22.1% |
| Mar | \$253,500 | \$567,936 | 124.0% | \$793,900 | \$1,396,369 | 75.9% | \$462,116 | 22.9% | \$1,140,434 | 22.4% |
| Apr | \$365,600 | \$448,184 | 22.6% | \$1,159,500 | \$1,844,552 | 59.1% | \$296,169 | 51.3% | \$1,436,603 | 28.4% |
| May | \$361,200 | \$58,875 | (83.7%) | \$1,520,700 | \$1,903,427 | 25.2% | \$428,417 | (86.3%) | \$1,865,020 | 2.1% |
| June | \$277,000 | \$248,150 | (10.4%) | \$1,797,700 | \$2,151,577 | 19.7% | \$320,990 | (22.7%) | \$2,186,010 | (1.6%) |
| July | \$231,100 | \$464,915 | 101.2% | \$2,028,800 | \$2,616,492 | 29.0% | \$202,796 | 129.3% | \$2,388,806 | 9.5% |
| Aug | \$334,300 | \$1,298,686 | 288.5% | \$2,363,100 | \$3,915,178 | 65.7% | \$343,499 | 278.1% | \$2,732,306 | 43.3% |
| Sept | \$520,200 | \$2,027,283 | 289.7% | \$2,883,300 | \$5,942,461 | 106.1% | \$372,645 | 444.0% | \$3,104,951 | 91.4% |
| Oct | \$419,200 | \$1,495,710 | 256.8% | \$3,302,500 | \$7,438,171 | 125.2% | \$615,288 | 143.1% | \$3,720,238 | 99.9% |
| Nov | \$288,500 | \$882,569 | 205.9% | \$3,591,000 | \$8,320,741 | 131.7% | \$234,996 | 275.6% | \$3,955,234 | 110.4% |
| Dec | \$371,000 | \$1,161,524 | 213.1% | \$3,962,000 | \$9,482,264 | 139.3% | \$464,793 | 149.9% | \$4,420,027 | 114.5% |

Actual Collections Year To Date Through December

