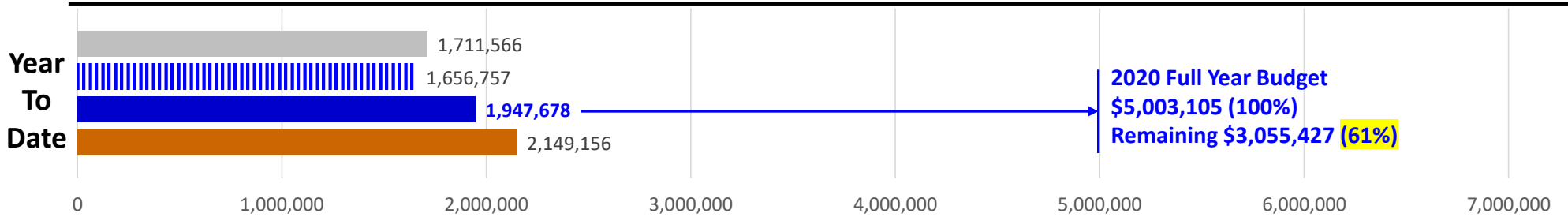
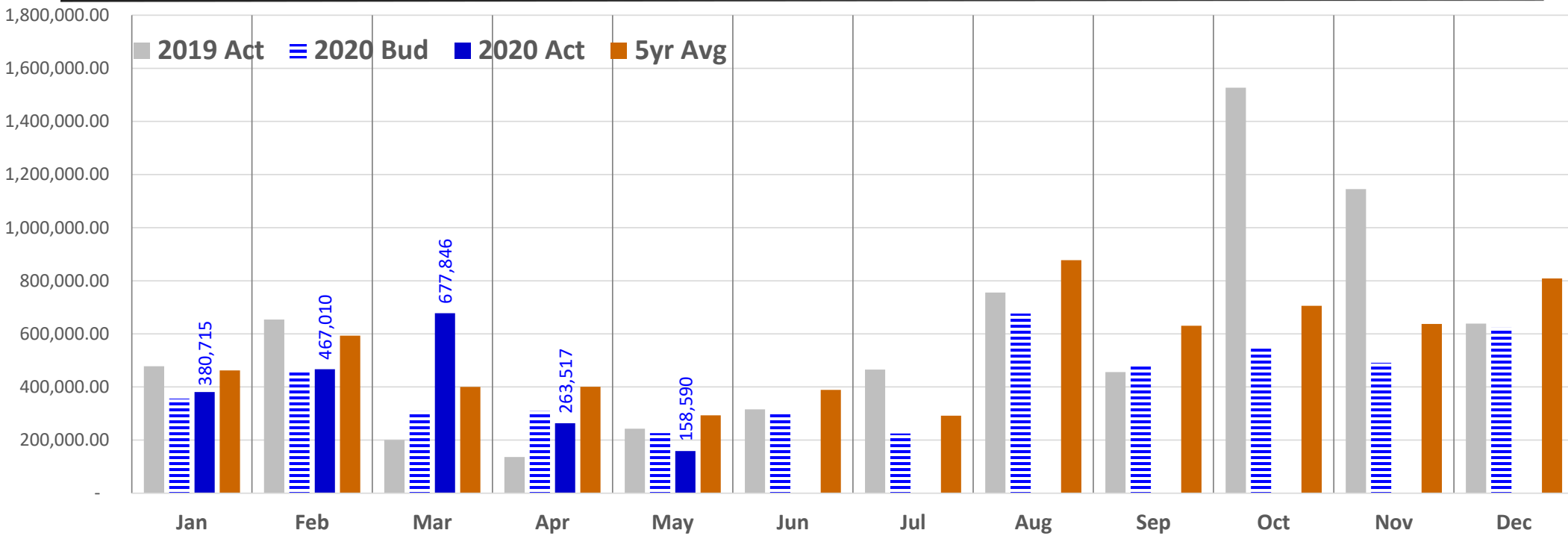


RETA (YTD May)

RETA: Real Estate Transfer Assessment



Total Sales Tax Collected

YTD April '20

Total Sales Tax \$

% values are change vs prior year

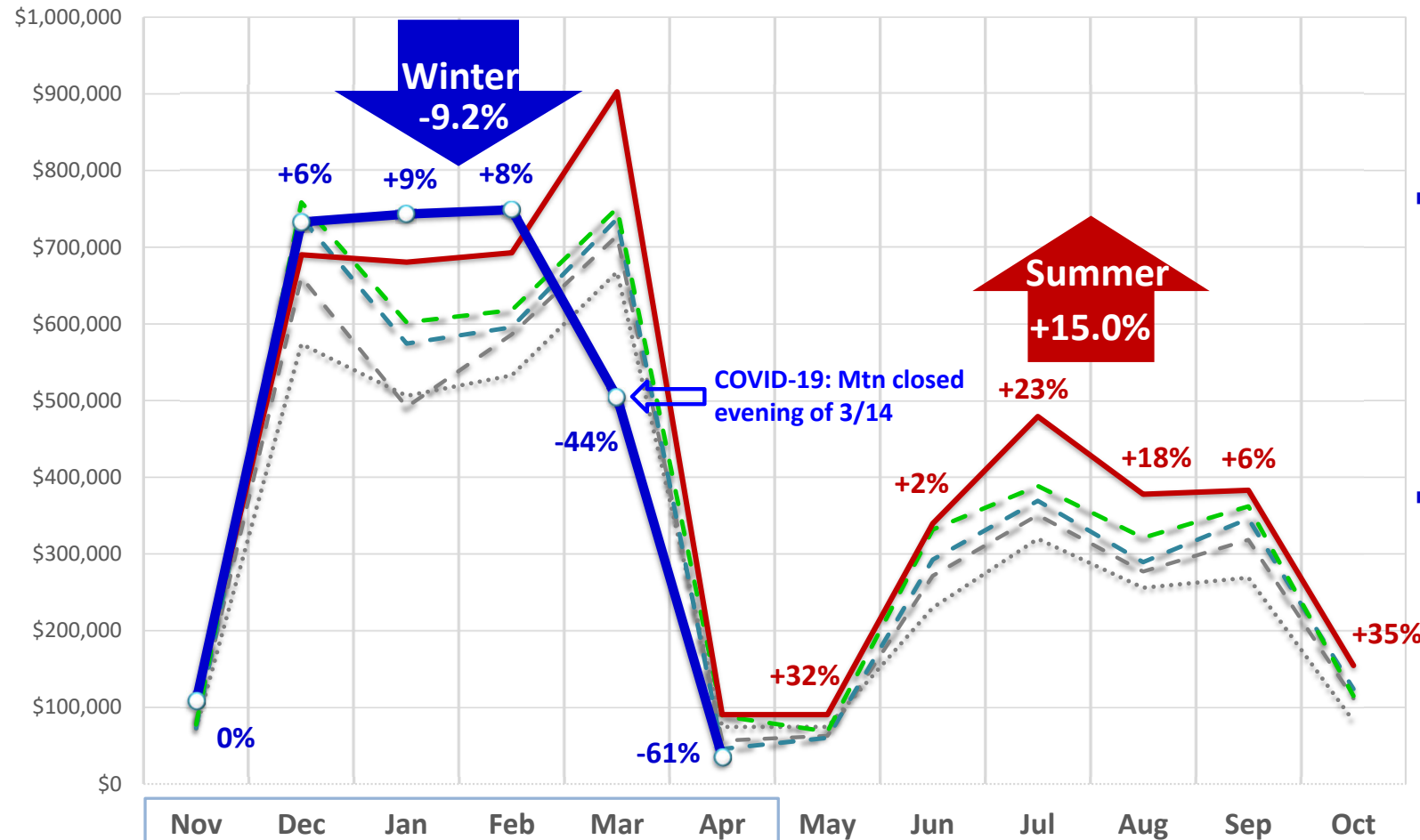
■ **Winter (-9.2%; -\$293K)**

- 2019-20 — \$2.9M
- 2018-19 — \$3.2M
- 2017-18 - - - \$2.9M
- 2016-17 - - - \$2.8M
- 2015-16 - - - \$2.6M
- 2014-15 · · · · · \$2.4M

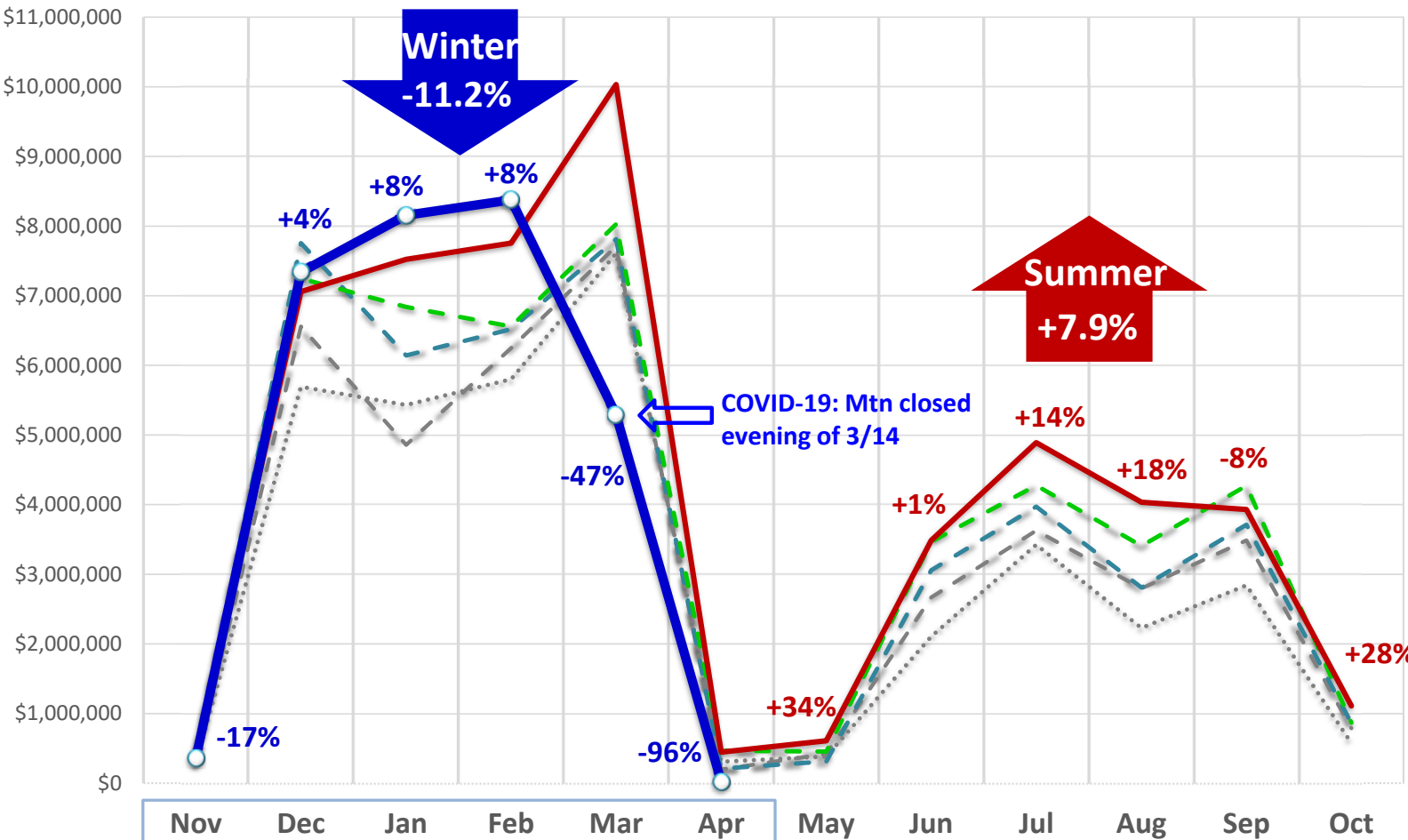
■ **Summer (+15.0%; \$238K)**

- 2020 —
- 2019 — \$1.8M
- 2018 - - - \$1.6M
- 2017 - - - \$1.5M
- 2016 - - - \$1.4M
- 2015 · · · · · \$1.2M

Reference: TMV Sales Tax Collections; graphs represent total sales



Trending: Lodging



YTD April '20
Total Lodging \$
 % values are change vs prior year

■ **Winter (-11.2%; -\$3.7M)**

- 2019-20 — \$29.5M
- 2018-19 — \$33.3M
- 2017-18 - - - \$29.6M
- 2016-17 - - - \$28.8M
- 2015-16 - - - \$25.9M
- 2014-15 · · · · · \$25.1M

■ **Summer (+7.9%; \$1.3M)**

- 2020 — \$29.5M
- 2019 — \$28.1M
- 2018 - - - \$16.7M
- 2017 - - - \$14.7M
- 2016 - - - \$13.8M
- 2015 · · · · · \$11.6M

Reference: TMV Sales Tax Collections;
 graphs represent total sales

Trending: Restaurant

YTD April '20 Total Restaurant \$

% values are change vs prior year

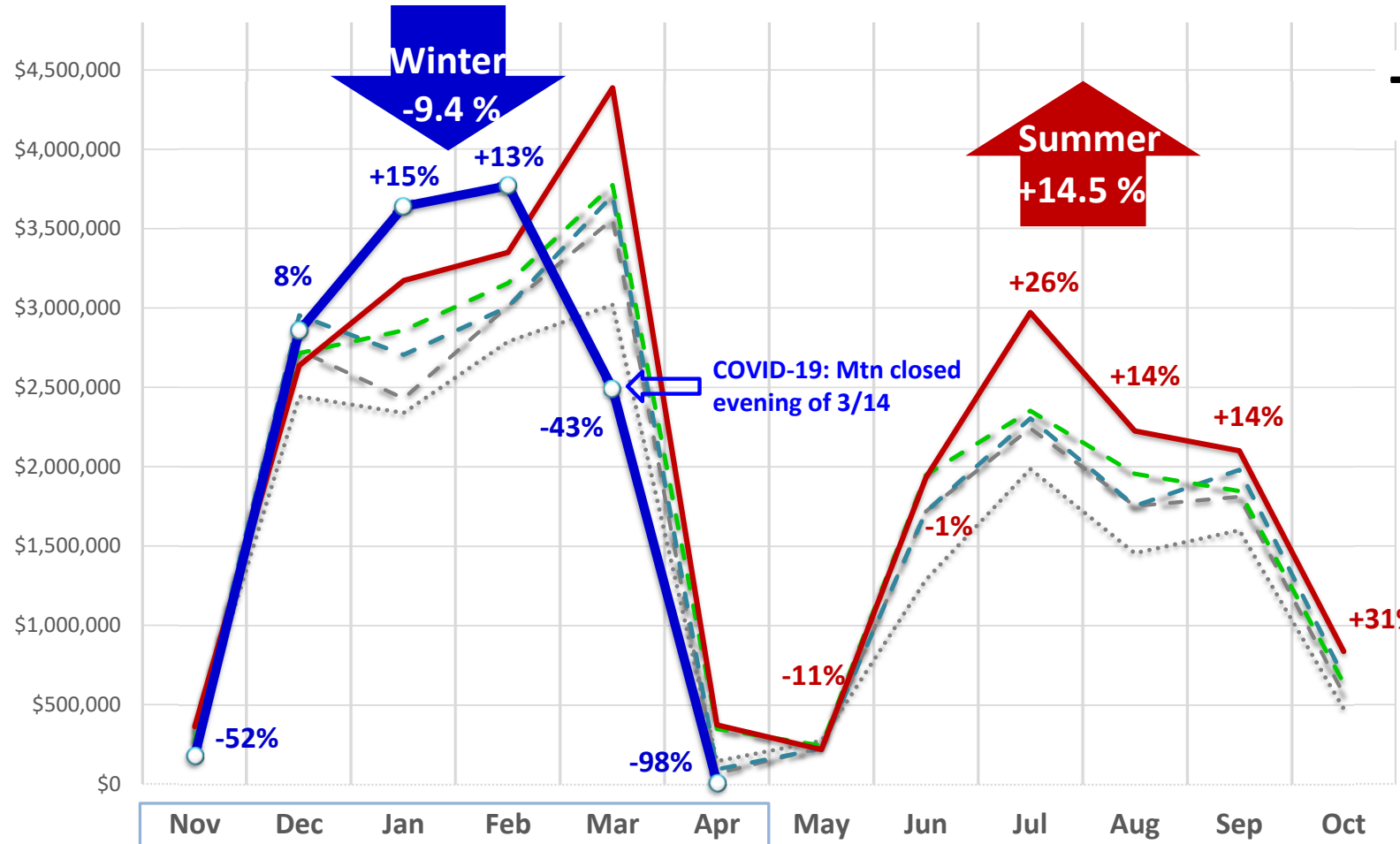
Winter (-9.4%; -\$1.3M)

2019-20	2020	\$12.9M
2018-19	2019	\$14.3M
2017-18	2018	\$12.7M
2016-17	2017	\$12.1M
2015-16	2016	\$11.0M
2014-15	2015	\$9.4M

Summer (+14.5%; \$1.3M)

2020	2020	\$12.9M
2019	2019	\$10.3M
2018	2018	\$9.0M
2017	2017	\$8.6M
2016	2016	\$8.3M
2015	2015	\$7.1M

Reference: TMV Sales Tax Collections;
graphs represent total sales



Trending: Retail

YTD April '20 Total Retail \$

% values are change vs prior year

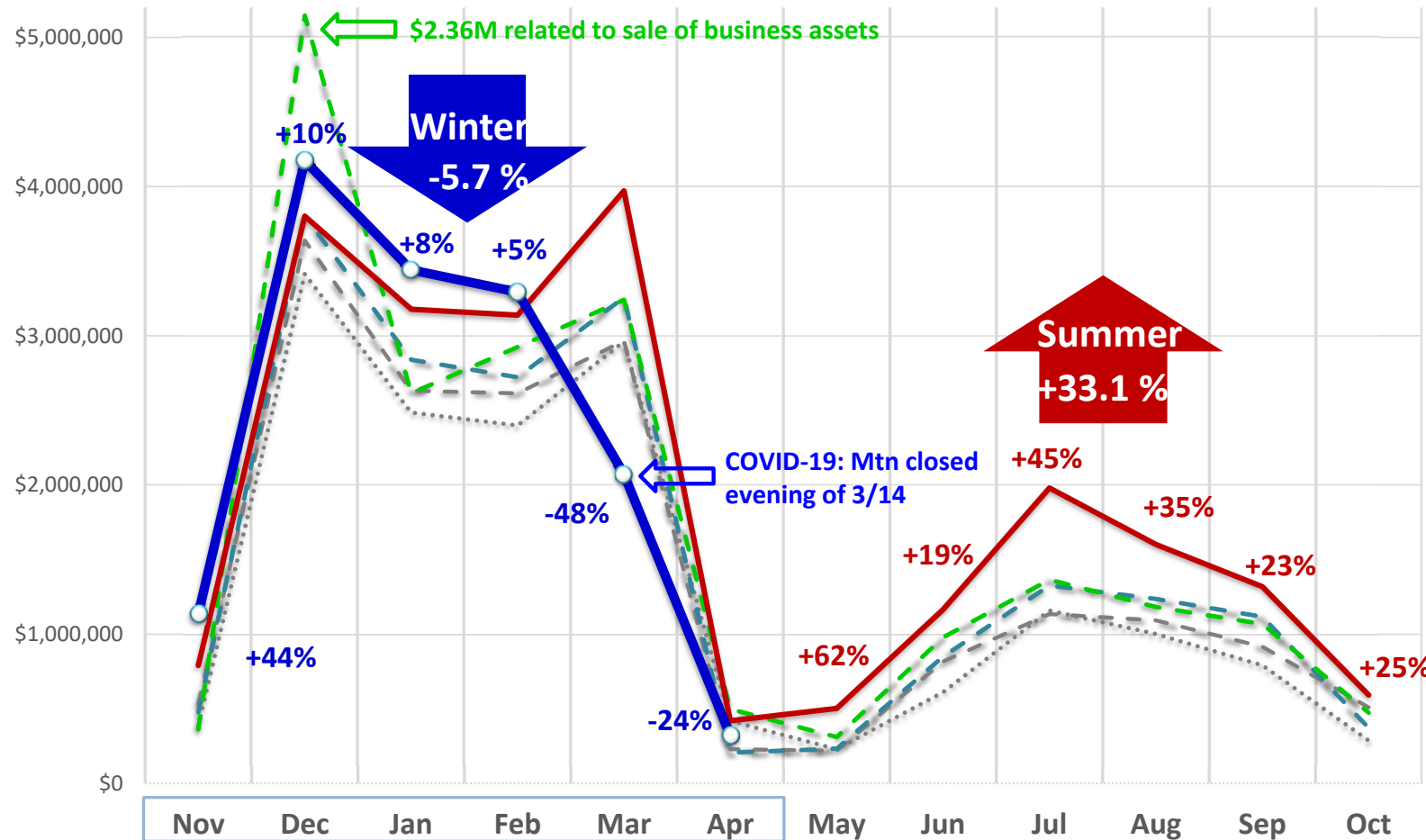
Winter (-5.7%; -\$865K)

2019-20	—	\$14.4M
2018-19	—	\$15.3M
2017-18	- - -	\$14.8M
2016-17	- - - -	\$13.3M
2015-16	- - - - -	\$12.6M
2014-15	\$12.1M

Summer (+33.1%; \$1.8M)

2020	—	
2019	—	\$7.0M
2018	- - -	\$5.4M
2017	- - - -	\$5.1M
2016	- - - - -	\$4.7M
2015	\$4.1M

Reference: TMV Sales Tax Collections;
graphs represent total sales



Trending: Retail- MV vs Out of Area

YTD April '20 Total Retail-MV vs OoA\$

% values are change vs prior year

Winter

2018-19 Total **—** \$14.4M
 MV Retail **- - -** \$11.6M
 Out of Area **- - -** \$2.8M

Summer

'19 Total **—** \$7.1M
 MV Retail **- - -** \$4.6M
 Out of Area **- - -** \$2.6M

Important Note: Beginning January 2019, the Town made changes to the way sales tax is reported. Specifically, changes are:

- Grocery and liquor is now rolled-up into Retail (it was previously its own category)
- Retail is now segmented into 2 categories
 - MV (local businesses)
 - Out of Area (mostly for taxes received from online purchases)

Reference: TMV Sales Tax Collections; graphs represent total sales

