

# CITYWIDE ANNUAL SALES TRENDS

The average annual growth rate (AAGR) for sales overall in Park City between fiscal years 2005 and 2019 was 6 %. When adjusted for inflation (approximately 1.9 %) that figure turns into a 4 % real increase of the AAGR.

*Since FY 2009 Total Sales have recovered substantially, reaching over \$1 billion in FY 2019*

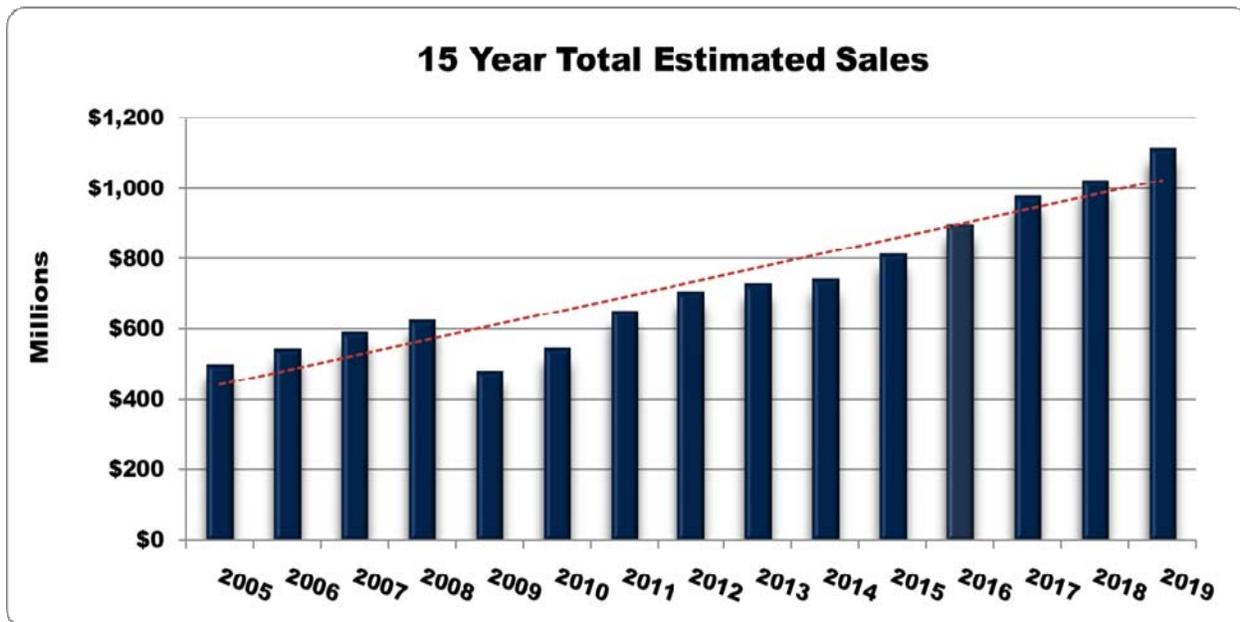


Figure 1 – Annual Park City Business Sales Revenues (Estimated) since 2005

FY 2019 exhibited a 9 % increase in total sales from FY 2018. For FY 2019, Park City collected roughly \$11 million in local option sales tax revenue—equating to roughly \$1.1 billion in estimated taxable sales—representing an almost 100 million increase from the revenue collected in FY 2018.



**T**raditionally, the 3<sup>rd</sup> fiscal quarter is the highest sales quarter of the year, (see Figure 2). Since the drop in 3rd quarter sales in FY 2009, 3rd quarter revenues have recovered substantially, breaching \$500 million.

**QUARTERLY SALES TRENDS**

**FY19 Quarterly Sales Tax Revenue**

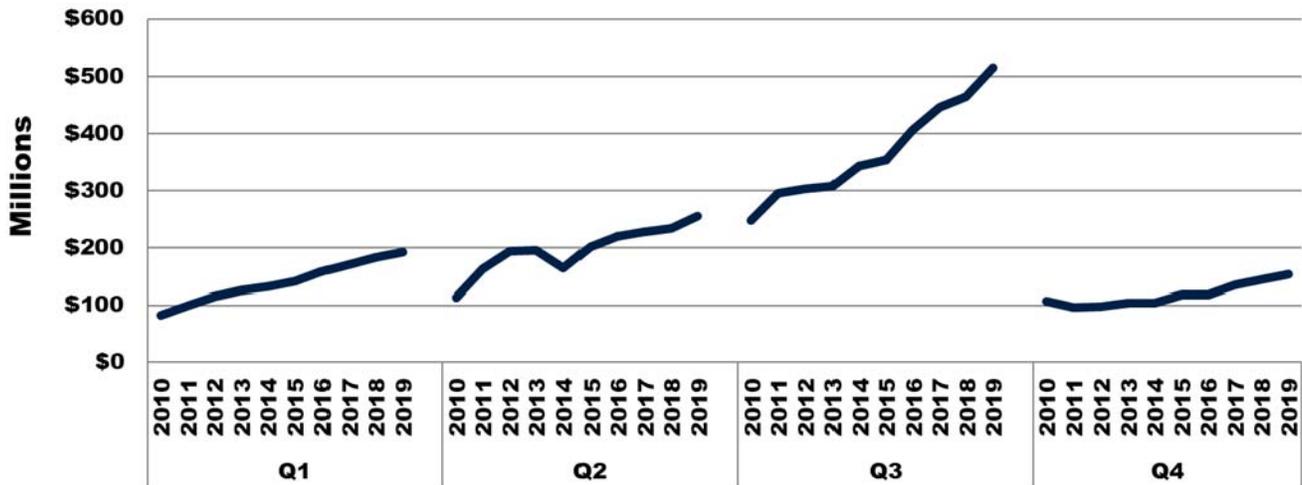


Figure 2 – Business Sales Revenue by Fiscal Quarter

**MONTHLY SALES TRENDS**

Over the course of FY 2019 it can be seen that sales trends were very healthy with a strong 3<sup>rd</sup> fiscal quarter.

There is an unusual spike in March which could be due to misreporting from February by certain tax payers. (see figure 3).

**FY19 Monthly Sales Tax Revenue**

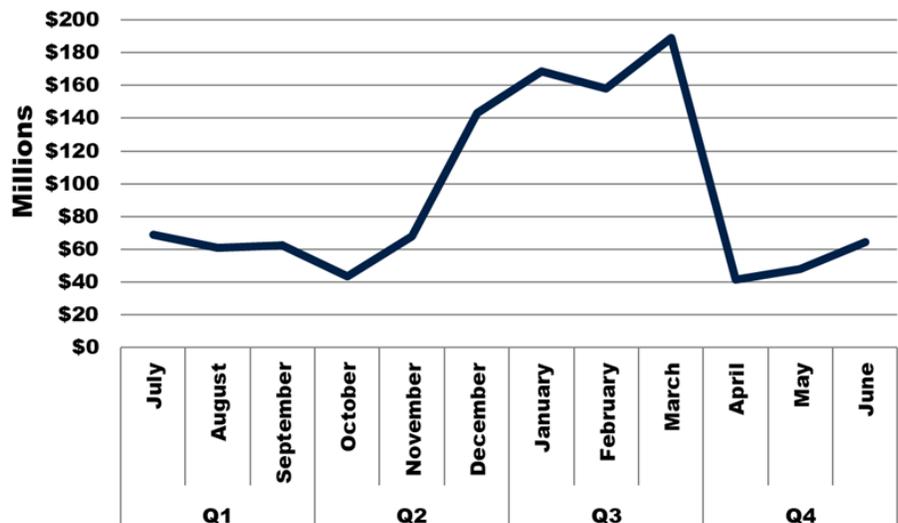


Figure 3 – FY 2019 Estimated Taxable Sales by Month