

**City of Shoreline  
Sales Tax Report**

**Period: December 2012 - October 2013**

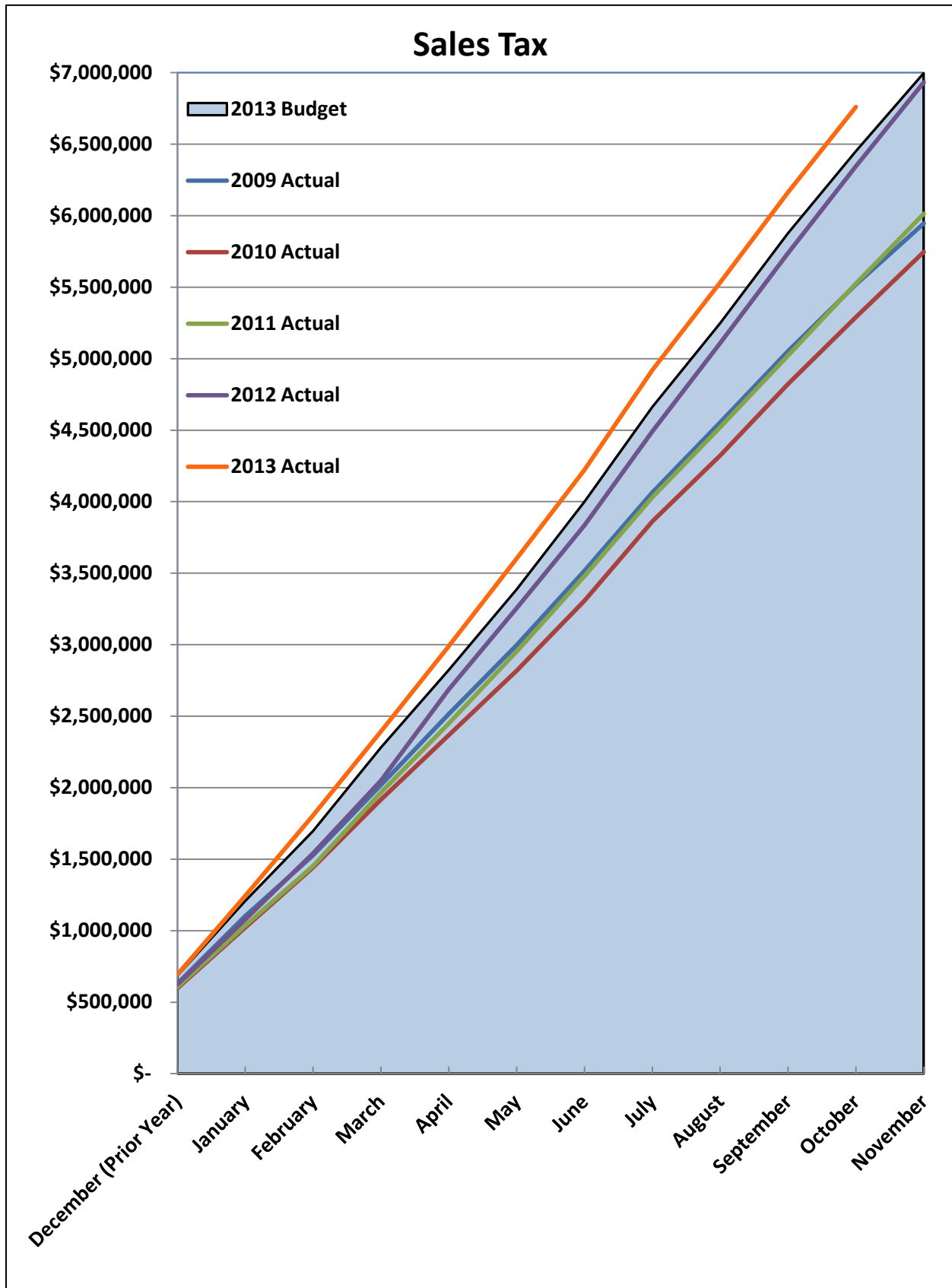
**All Sales Tax:**

Total sales tax receipts for the month of October 2013 are higher than the revised projection by \$25,214, or 4.4% and lower than receipts for October 2012 by \$7,776, or 1.3%. Receipts for the year, which reflect activity from December 2012 through October 2013, are above the revised projection by \$311,744, or 4.8%, and above the year-ago level by \$416,628, or 6.6%.

All Sales Tax - Variance by Month							
Month	2013				2012		
	Projected	Actual	Actual vs. Projected \$ Variance	Actual vs. Projected % Variance	Actual	2013 vs. 2012 \$ Variance	2013 vs. 2012 % Variance
December (Prior Year)	\$ 684,583	\$ 695,645	\$ 11,063	1.6%	\$ 625,352	\$ 70,293	11.2%
January	522,314	547,817	25,503	4.9%	453,002	94,815	20.9%
February	489,065	561,895	72,830	14.9%	461,981	99,914	21.6%
March	583,659	587,503	3,844	0.7%	508,829	78,674	15.5%
April	542,277	596,554	54,277	10.0%	637,735	(41,182)	-6.5%
May	563,114	612,901	49,787	8.8%	567,950	44,951	7.9%
June	613,247	620,742	7,495	1.2%	581,049	39,693	6.8%
July	662,504	697,475	34,970	5.3%	655,753	41,722	6.4%
August	586,021	610,976	24,956	4.3%	616,176	(5,200)	-0.8%
September	629,350	631,154	1,805	0.3%	630,430	725	0.1%
October	573,182	598,396	25,214	4.4%	606,172	(7,776)	-1.3%
<b>Totals</b>	<b>\$ 6,449,315</b>	<b>\$ 6,761,059</b>	<b>\$ 311,744</b>	<b>4.8%</b>	<b>\$ 6,344,431</b>	<b>\$ 416,628</b>	<b>6.6%</b>
Totals may not foot due to rounding.							

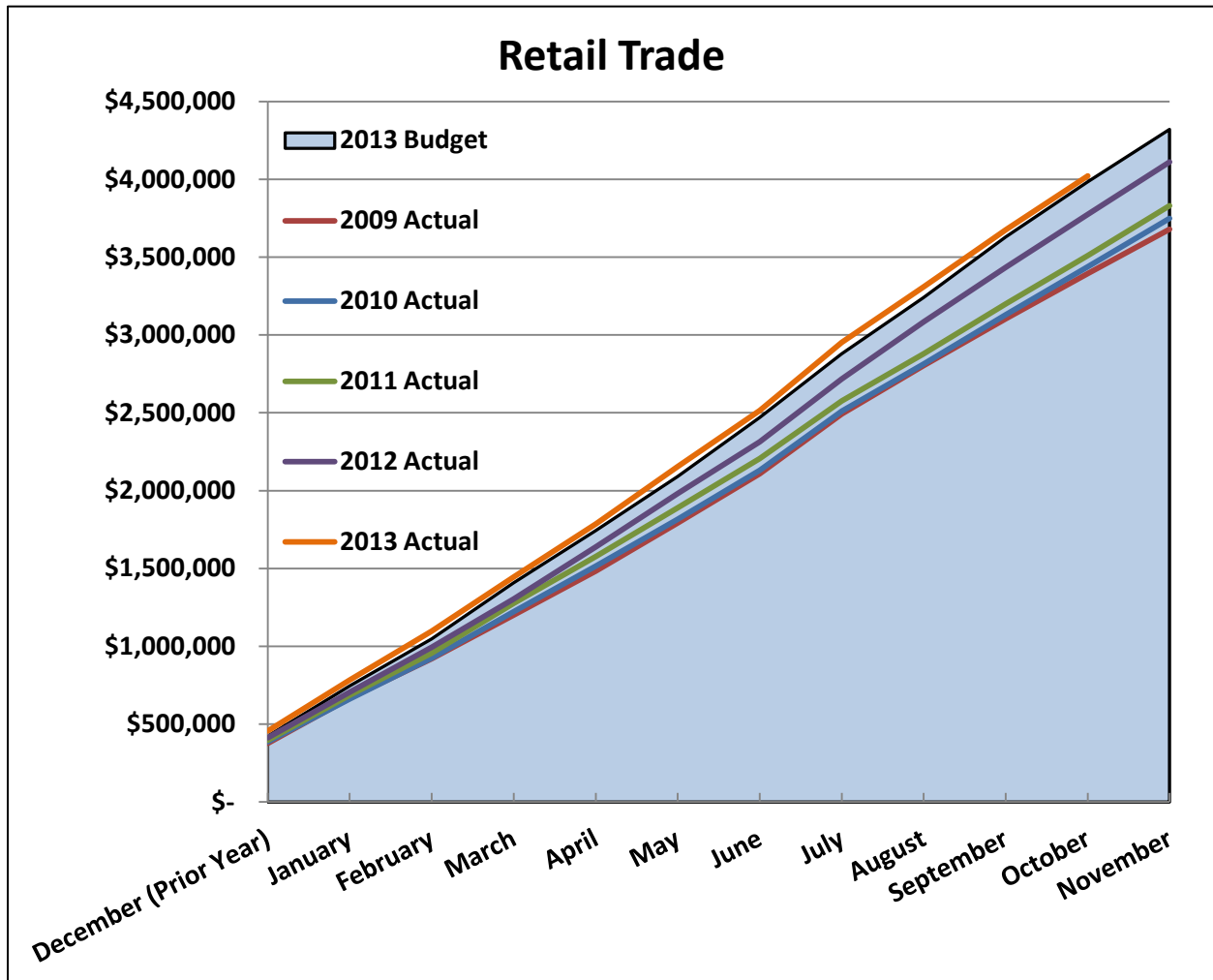
As can be seen in the table below, receipts in each of the primary categories are higher compared to their year-ago level. It is important to note that in the Construction Sector large, one-time projects are starting to come to an end and the year-over-year decreases in August and October have been anticipated for some time. Refer to the discussion on page 4 for more information.

All Sales Tax - Primary Categories					
December - October					
Primary Category	2009	2010	2011	2012	2013
<b>Construction</b>	\$ 803,544	\$ 498,326	\$ 587,486	\$ 1,186,984	\$ 1,228,590
\$ Variance	\$ (297,903)	\$ (305,218)	\$ 89,160	\$ 599,498	\$ 41,606
% Variance	-27.0%	-38.0%	17.9%	102.0%	3.5%
<b>Retail Trade</b>	\$ 3,394,378	\$ 3,437,985	\$ 3,509,900	\$ 3,774,724	\$ 4,021,977
\$ Variance	\$ (174,980)	\$ 43,607	\$ 71,915	\$ 264,824	\$ 247,253
% Variance	-4.9%	1.3%	2.1%	7.5%	6.6%
<b>Hotels / Restaurant</b>	\$ 338,020	\$ 344,480	\$ 346,705	\$ 358,676	\$ 385,922
\$ Variance	\$ (17,296)	\$ 6,460	\$ 2,225	\$ 11,971	\$ 27,246
% Variance	-4.9%	1.9%	0.6%	3.5%	7.6%
<b>All Others</b>	\$ 982,008	\$ 1,010,253	\$ 1,080,803	\$ 1,024,047	\$ 1,124,570
\$ Variance	\$ (147,383)	\$ 28,245	\$ 70,549	\$ (56,756)	\$ 100,523
% Variance	-13.0%	2.9%	7.0%	-5.3%	9.8%
<b>Total Revenue</b>	<b>\$ 5,517,950</b>	<b>\$ 5,291,044</b>	<b>\$ 5,524,894</b>	<b>\$ 6,344,431</b>	<b>\$ 6,761,059</b>
\$ Variance	\$ (637,562)	\$ (226,906)	\$ 233,849	\$ 819,537	\$ 416,628
% Variance	-10.4%	-4.1%	4.4%	14.8%	6.6%



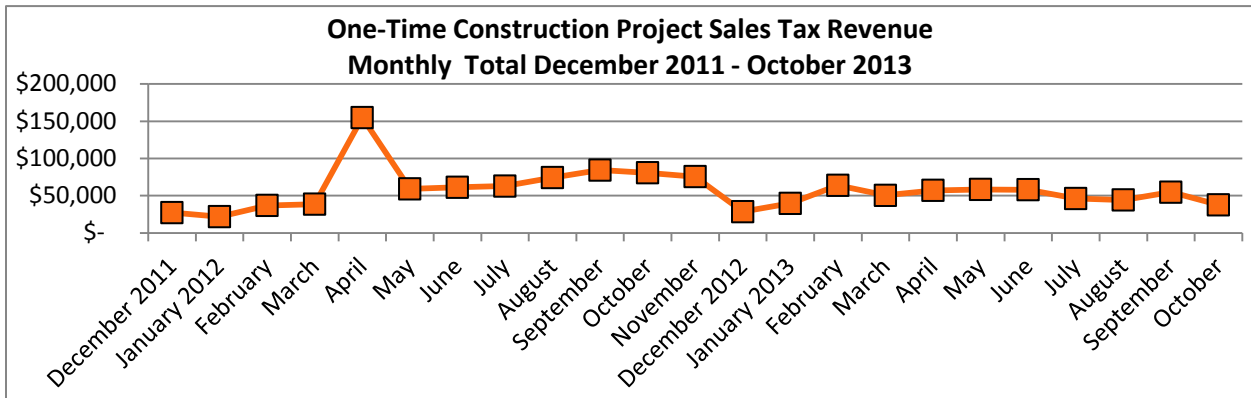
**Retail Trade:**

The revised year-end projection for the Retail Trade Sector totals \$4,320,370. Receipts through October 2013 total \$4,021,977 and are higher than their year-ago level by \$247,253, or 6.6%. The increase is mostly attributable to sales at new car dealers (+\$106,897, +14.2%), building material and garden stores (+\$60,535, +10.9%), and general merchandise stores (+\$36,909, +2.9%). Approximately 31.9% of the total sales tax receipts come from new car dealers and general merchandise stores.

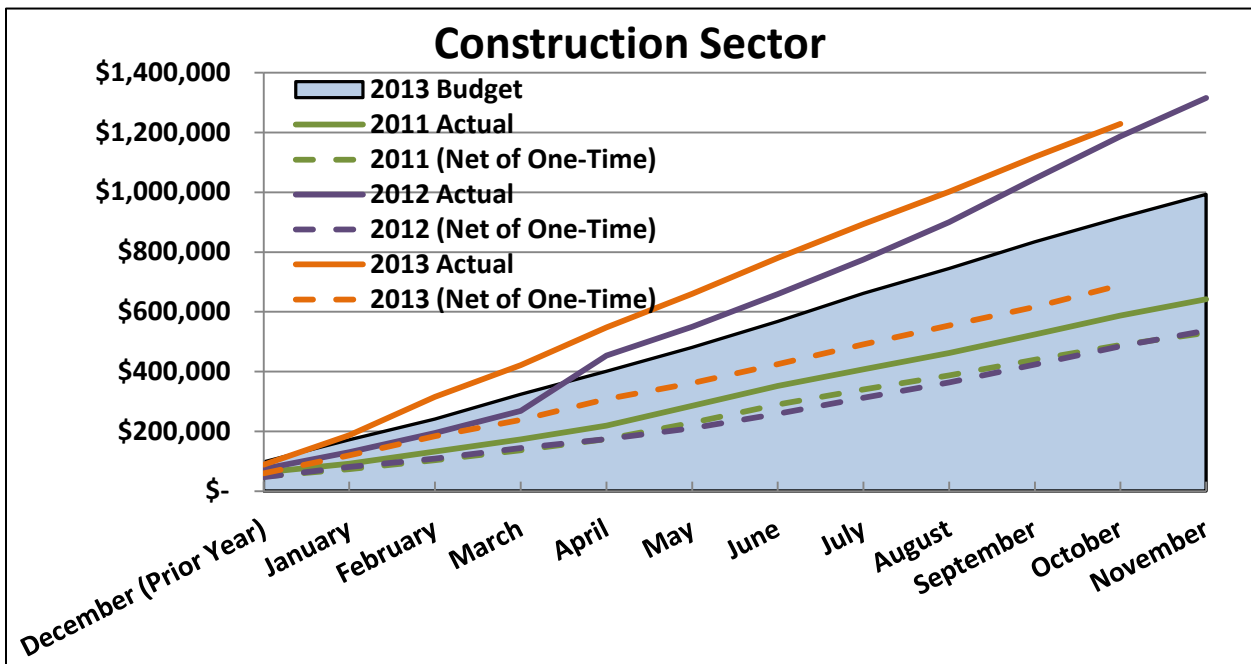


**Construction:**

The revised year-end projection for the Construction Sector totals \$992,635. Receipts through October 2013 total \$1,228,590 and are higher than their year-ago level by \$41,606, or 3.5%. Of the amount collected so far this year, \$539,144, or 43.9%, is attributable to one-time activity, mainly the construction of the Shorewood and Shorecrest high schools, Ballinger Way Portal Site of the Brightwater Conveyance System and the North City Family Apartments. Of the \$1,186,984 collected through October 2012, \$702,435, or 59.2%, was attributable to one-time activity. The spike in April 2012 shown on the chart below is due to a one-time lump sum payment resulting from a correction in the reporting for one of the construction projects. Removing one-time activity from the calculation reveals a year-over-year increase of 42.3%.



Construction on most of these projects is winding down or has been completed. On page 7 of this report is a discussion of the valuation for projects that were issued permits in 2013. The large projects that are mentioned are much lower in valuation than the large one-time projects that generated sales tax revenue over the last two years. The projection for the 2014 budget factored in a lower level of construction sales tax than has been seen in 2012 and 2013.

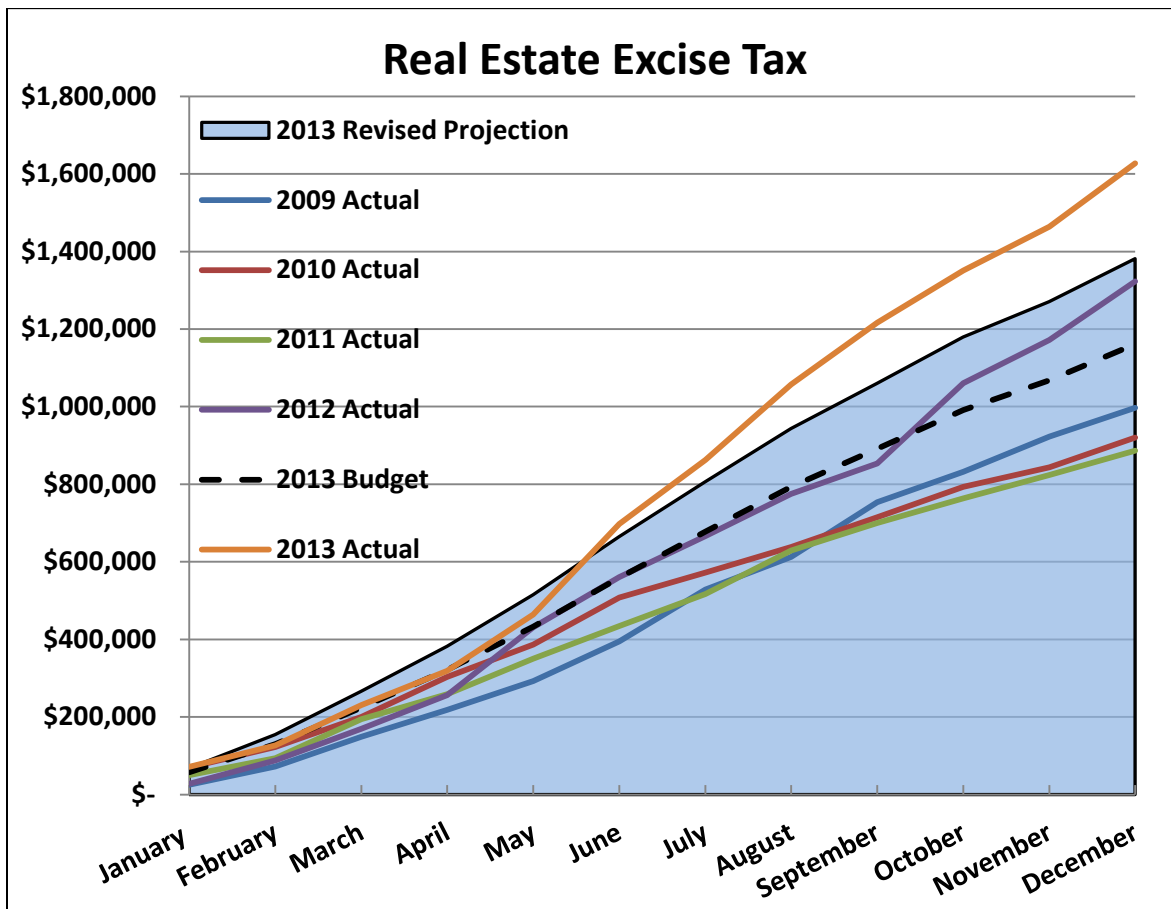


**City of Shoreline  
Real Estate Excise Tax Revenue Report**

**Period: January - December**

Total Real Estate Excise Tax (REET) collections through December 2013 total \$1,627,161 and are running ahead of the original projection of \$1,161,082 by \$466,079, or 40.1%; ahead of the revised projection of \$1,381,530 by \$245,631, or 17.8%; and, ahead of 2012 collections by \$303,949, or 23.0%.

Real Estate Excise Tax Revenue Collections							
Month	2013				2012		
	Revised Projection	Actual	Actual vs. Projection \$ Variance	Actual vs. Projection % Variance	Actual	2013 vs. 2012 \$ Variance	2013 vs. 2012 % Variance
January	\$ 68,027	\$ 71,253	\$ 3,226	4.7%	\$ 27,634	\$ 43,619	157.8%
February	86,558	55,460	(31,097)	-35.9%	60,447	(4,987)	-8.3%
March	111,633	104,298	(7,334)	-6.6%	81,204	23,094	28.4%
April	116,138	87,703	(28,434)	-24.5%	86,832	871	1.0%
May	132,801	145,230	12,429	9.4%	175,016	(29,786)	-17.0%
June	149,706	233,305	83,599	55.8%	129,103	104,201	80.7%
July	141,372	165,156	23,784	16.8%	106,276	58,880	55.4%
August	137,550	194,549	57,000	41.4%	108,769	85,781	78.9%
September	116,433	159,672	43,239	37.1%	78,560	81,112	103.2%
October	119,294	134,106	14,812	12.4%	206,759	(72,653)	-35.1%
November	91,163	112,914	21,751	23.9%	111,423	1,491	1.3%
December	110,857	163,514	52,657	47.5%	151,188	12,326	8.2%
Totals	\$ 1,381,530	\$ 1,627,161	\$ 245,631	17.8%	\$ 1,323,212	\$ 303,949	23.0%
Totals may not foot due to rounding.							



**City of Shoreline  
Real Estate Excise Tax Revenue Report**

**Period: January - December**

In December 2013, there were 14 more transactions with a value that was \$2.5 million more than those for December 2012. Year-to-date there has been 150 more transactions with a value that is \$60.8 million more than the year-ago level.

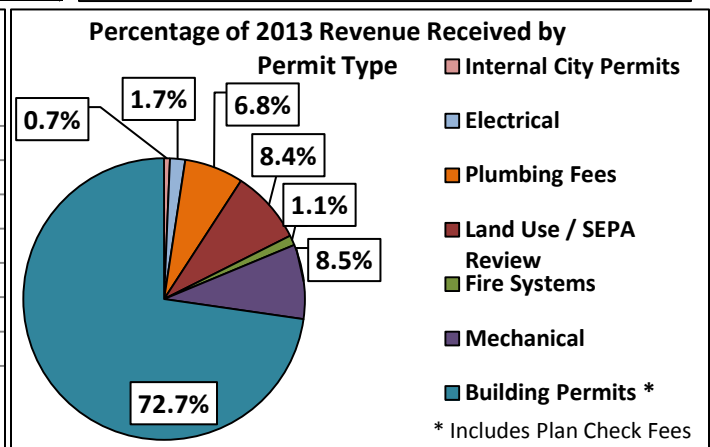
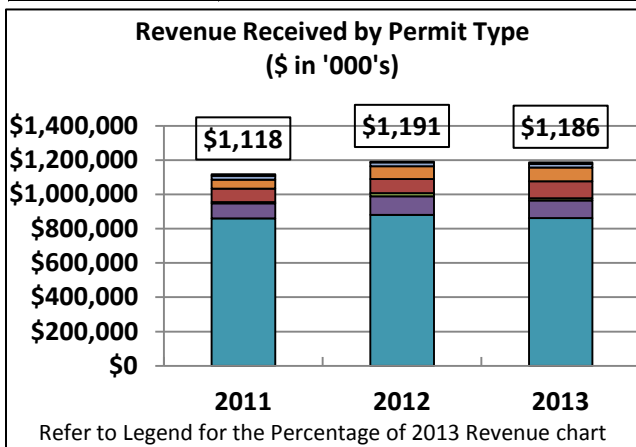
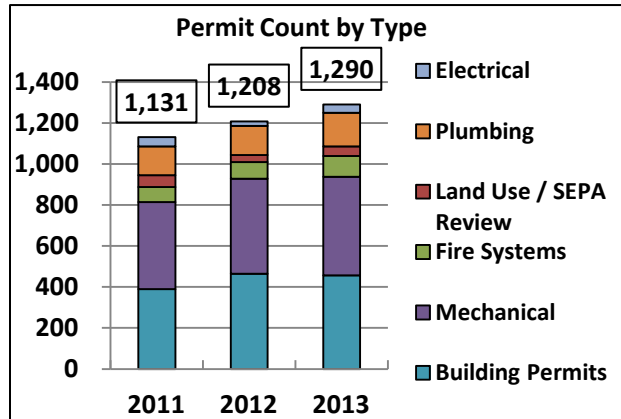
Real Estate Excise Tax Sales (\$ in thousands)							
Month	2013		2012		2013 vs. 2012		
	No. of Sales	Value	No. of Sales	Value	No. of Sales	Value \$ Variance	Value % Variance
January	37	\$ 14,251	21	\$ 5,527	16	\$ 8,724	157.8%
February	35	11,092	44	12,089	(9)	(997)	-8.3%
March	65	20,860	52	16,241	13	4,619	28.4%
April	57	17,541	55	17,366	2	174	1.0%
May	72	29,046	82	35,003	(10)	(5,957)	-17.0%
June	107	46,661	72	25,821	35	20,840	80.7%
July	87	33,031	61	21,255	26	11,776	55.4%
August	93	38,910	71	21,754	22	17,156	78.9%
September	78	31,934	52	15,712	26	16,222	103.2%
October	80	26,821	71	41,352	9	(14,531)	-35.1%
November	62	22,583	56	22,285	6	298	1.3%
December	76	32,703	62	30,238	14	2,465	8.2%
<b>Totals</b>	<b>849</b>	<b>\$ 325,432</b>	<b>699</b>	<b>\$ 264,642</b>	<b>150</b>	<b>\$ 60,790</b>	<b>23.0%</b>
Totals may not foot due to rounding.							

Real Estate Excise Tax Sales > \$1 Million (\$ in thousands)							
Month	2013		2012		2013 vs. 2012		
	No. of Sales	Value	No. of Sales	Value	No. of Sales	Value \$ Variance	Value % Variance
January	3	\$ 5,780	0	\$ -	3	\$ 5,780	0.0%
February	0	-	1	1,360	(1)	(1,360)	-100.0%
March	1	1,165	2	2,915	(1)	(1,750)	-60.0%
April	0	-	2	4,043	(2)	(4,043)	-100.0%
May	4	8,300	5	11,243	(1)	(2,943)	-26.2%
June	4	12,057	2	3,900	2	8,157	209.2%
July	2	2,343	3	3,480	(1)	(1,137)	-32.7%
August	3	6,875	0	-	3	6,875	0.0%
September	4	5,803	1	1,054	3	4,749	450.5%
October	1	1,100	2	20,143	(1)	(19,043)	-94.5%
November	2	2,480	4	6,484	(2)	(4,004)	-61.8%
December	3	5,124	4	12,529	(1)	(7,405)	-59.1%
<b>Totals</b>	<b>27</b>	<b>\$ 51,027</b>	<b>26</b>	<b>\$ 67,150</b>	<b>1</b>	<b>\$ (16,124)</b>	<b>-24.0%</b>
Totals may not foot due to rounding.							

**City of Shoreline  
Development Revenue Report**

**Period: January - December**

Permit Count by Type					
Type	2011	2012	2013	# Var. 2013 vs. 2012	% Var. 2013 vs. 2012
Building Permits	389	465	457	(8)	-1.7%
Mechanical	425	463	481	18	3.9%
Fire Systems	73	81	101	20	24.7%
Land Use / SEPA Review	58	35	46	11	31.4%
Plumbing	140	142	165	23	16.2%
Electrical	46	22	40	18	81.8%
<b>Totals</b>	<b>1,131</b>	<b>1,208</b>	<b>1,290</b>	<b>82</b>	<b>6.8%</b>



Permit revenue in 2013 totaled \$1,185,963 a 35.6% increase above the projection of \$874,055. There was a total of \$66.8 million valuation received for building construction: 38.9% residential, 31.5% multi-family, and 29.4% commercial. Large projects included a remodel at King County Metro Transit (\$3.9 million valuation); along with new construction issued for: Shoreline Star Apartments (\$18 million valuation), International Community Health Services (\$5.7 million valuation), US Biotek (\$2.8 million valuation), and Chuck Olson KIA (\$2 million valuation).

2013 Issued Building Permits and Valuation (\$ in thousands)												
Month	Residential				Commercial				Multi-Family			
	New		Add/Remodel		New		Add/Remodel		New		Add/Remodel	
	#	Valuation	#	Valuation	#	Valuation	#	Valuation	#	Valuation	#	Valuation
January	4	\$ 977	13	\$ 607	0	\$ -	2	\$ 200	1	\$ 412	0	\$ -
February	6	1,889	6	199	0	-	3	99	0	-	2	43
March	4	666	8	658	0	-	1	3,857	1	2,000	0	-
April	3	980	9	394	0	-	3	72	0	-	5	289
May	5	1,113	13	276	0	-	5	1,244	0	-	0	-
June	6	1,810	14	625	0	-	3	468	0	-	6	309
July	9	1,988	20	296	2	3,183	3	820	0	-	0	-
August	6	1,913	14	614	1	524	3	203	0	-	0	-
September	6	2,140	13	575	1	800	3	38	1	16,047	0	-
October	7	2,070	12	1,029	0	-	4	243	0	-	2	44
November	4	969	13	394	2	7,711	0	-	0	-	6	1,975
December	11	3,270	12	566	1	15	2	225	0	-	0	-
<b>Totals</b>	<b>71</b>	<b>\$ 19,785</b>	<b>147</b>	<b>\$ 6,234</b>	<b>7</b>	<b>\$ 12,233</b>	<b>32</b>	<b>\$ 7,469</b>	<b>3</b>	<b>\$ 18,459</b>	<b>21</b>	<b>\$ 2,660</b>