

City of Shoreline
March 2014 Sales Tax, Real Estate Excise Tax, Development Revenue Report

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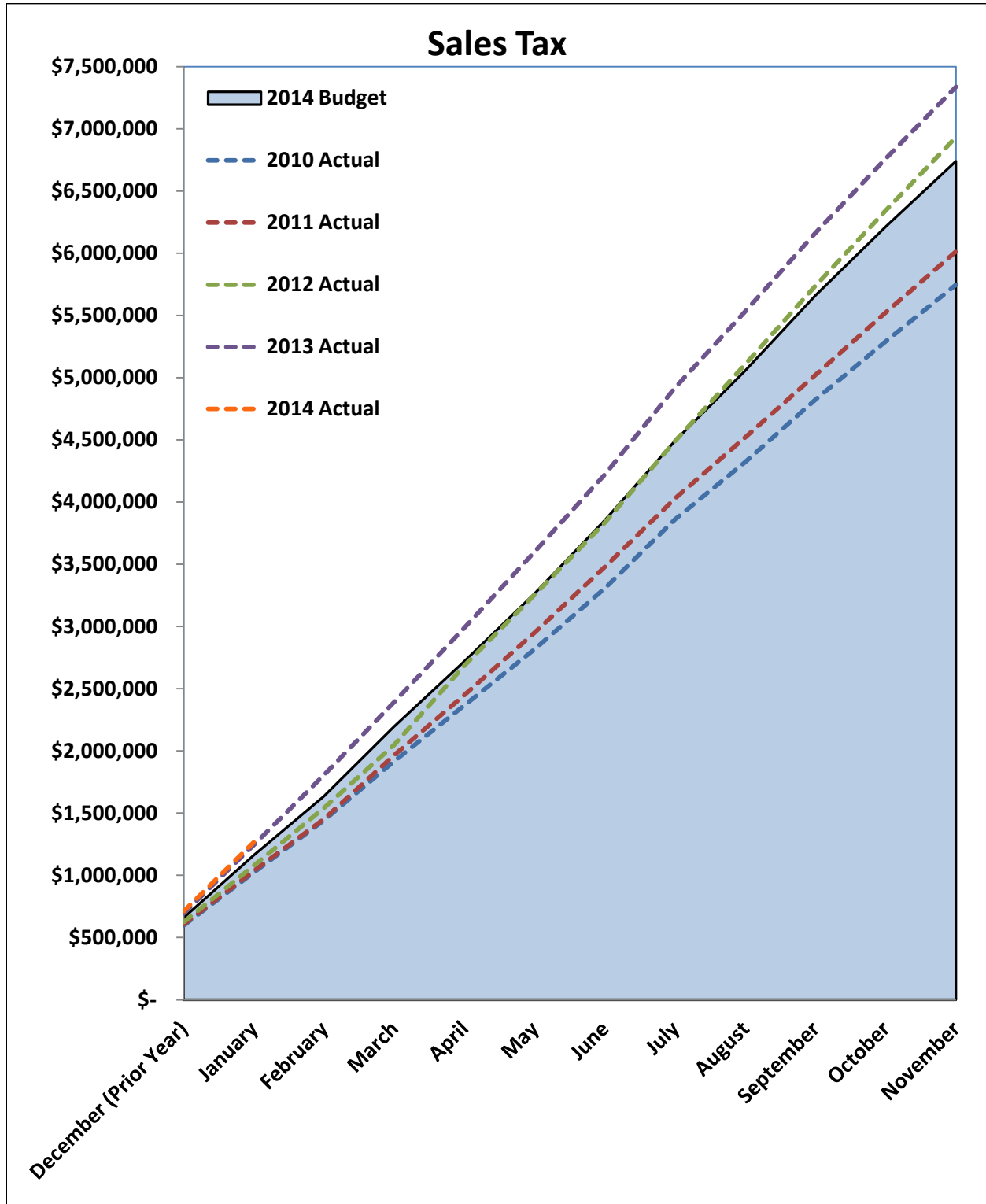
All Sales Tax:

Total sales tax receipts for the month of March 2014, which reflects activity from January 2014, are higher than the revised projection by \$51,223, or 10.2%, and higher than the year-ago level by \$6,548, or 1.2%.

| All Sales Tax - Variance by Month | | | | | | | |
|--------------------------------------|---------------------|---------------------|----------------------------------|---------------------------------|---------------------|------------------------------|-----------------------------|
| Month of Activity | 2014 | | | | 2013 | | |
| | Budget | Actual | Actual vs. Budget \$ Variance | Actual vs. Budget % Variance | Actual | 2014 vs. 2013 \$ Variance | 2014 vs. 2013 % Variance |
| December (Prior Year) | \$ 657,988 | \$ 712,174 | \$ 54,186 | 8.2% | \$ 695,645 | \$ 16,529 | 2.4% |
| January | 503,142 | 554,366 | 51,223 | 10.2% | 547,817 | 6,548 | 1.2% |
| Totals | \$ 1,161,130 | \$ 1,266,540 | \$ 105,410 | 9.1% | \$ 1,243,463 | \$ 23,078 | 1.9% |
| Totals may not foot due to rounding. | | | | | | | |

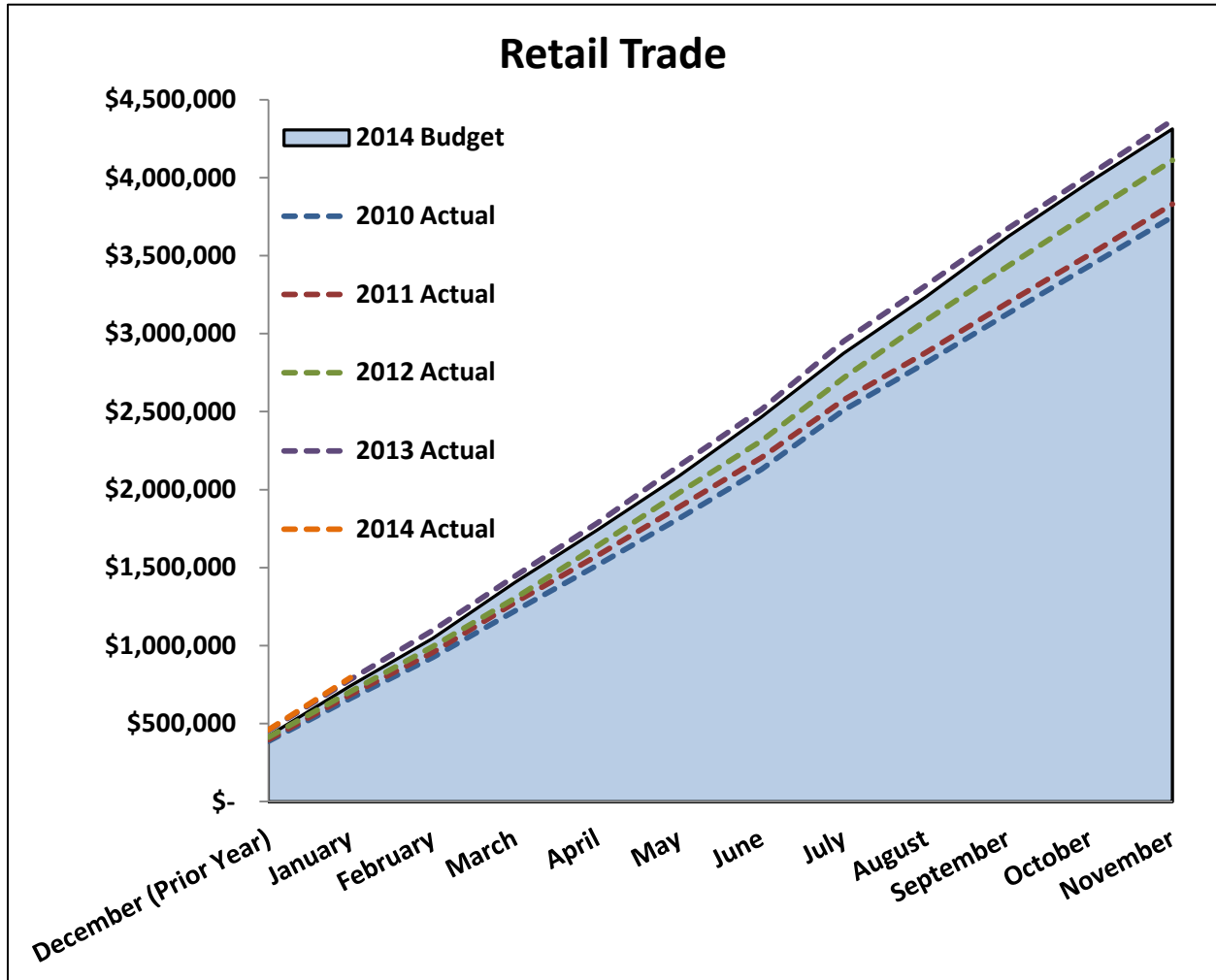
The table below illustrates that receipts in three of the primary categories are higher compared to their year-ago level; however, receipts in the Construction category are lower as large one-time projects are coming to an end. It is anticipated there will be year-over-year decreases in future months.

| All Sales Tax - Primary Categories December - January | | | | | |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|
| Primary Category | 2010 | 2011 | 2012 | 2013 | 2014 |
| Construction | \$ 100,584 | \$ 91,442 | \$ 129,963 | \$ 187,418 | \$ 168,515 |
| \$ Variance | \$ (93,800) | \$ (9,142) | \$ 38,521 | \$ 57,455 | \$ (18,903) |
| % Variance | -48.3% | -9.1% | 42.1% | 44.2% | -10.1% |
| Retail Trade | \$ 661,585 | \$ 685,548 | \$ 704,842 | \$ 782,320 | \$ 795,090 |
| \$ Variance | \$ (5,940) | \$ 23,963 | \$ 19,294 | \$ 77,478 | \$ 12,770 |
| % Variance | -0.9% | 3.6% | 2.8% | 11.0% | 1.6% |
| Hotels / Restaurant | \$ 60,607 | \$ 63,134 | \$ 61,896 | \$ 67,378 | \$ 71,571 |
| \$ Variance | \$ 2,509 | \$ 2,527 | \$ (1,238) | \$ 5,482 | \$ 4,193 |
| % Variance | 4.3% | 4.2% | -2.0% | 8.9% | 6.2% |
| All Others | \$ 199,390 | \$ 195,694 | \$ 181,654 | \$ 206,346 | \$ 231,365 |
| \$ Variance | \$ 17,671 | \$ (3,696) | \$ (14,040) | \$ 24,693 | \$ 25,019 |
| % Variance | 9.7% | -1.9% | -7.2% | 13.6% | 12.1% |
| Total Revenue | \$ 1,022,166 | \$ 1,035,818 | \$ 1,078,355 | \$ 1,243,463 | \$ 1,266,540 |
| \$ Variance | \$ (79,560) | \$ 13,652 | \$ 42,537 | \$ 165,108 | \$ 23,078 |
| % Variance | -7.2% | 1.3% | 4.1% | 15.3% | 1.9% |



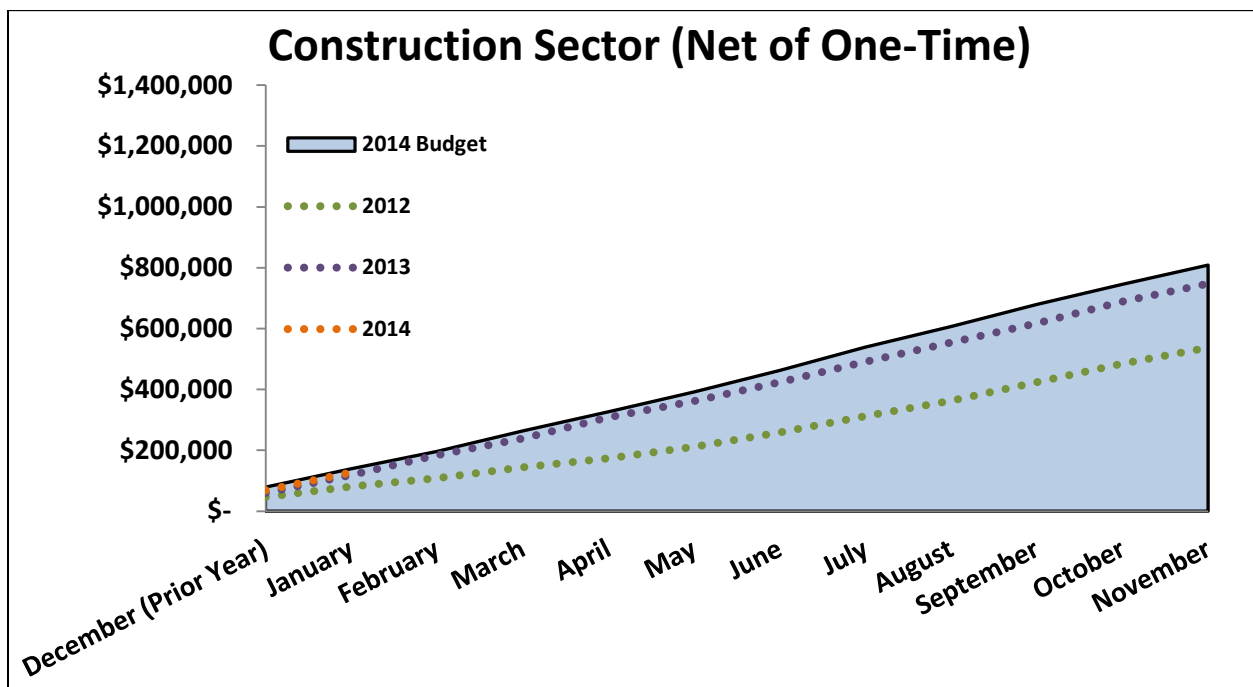
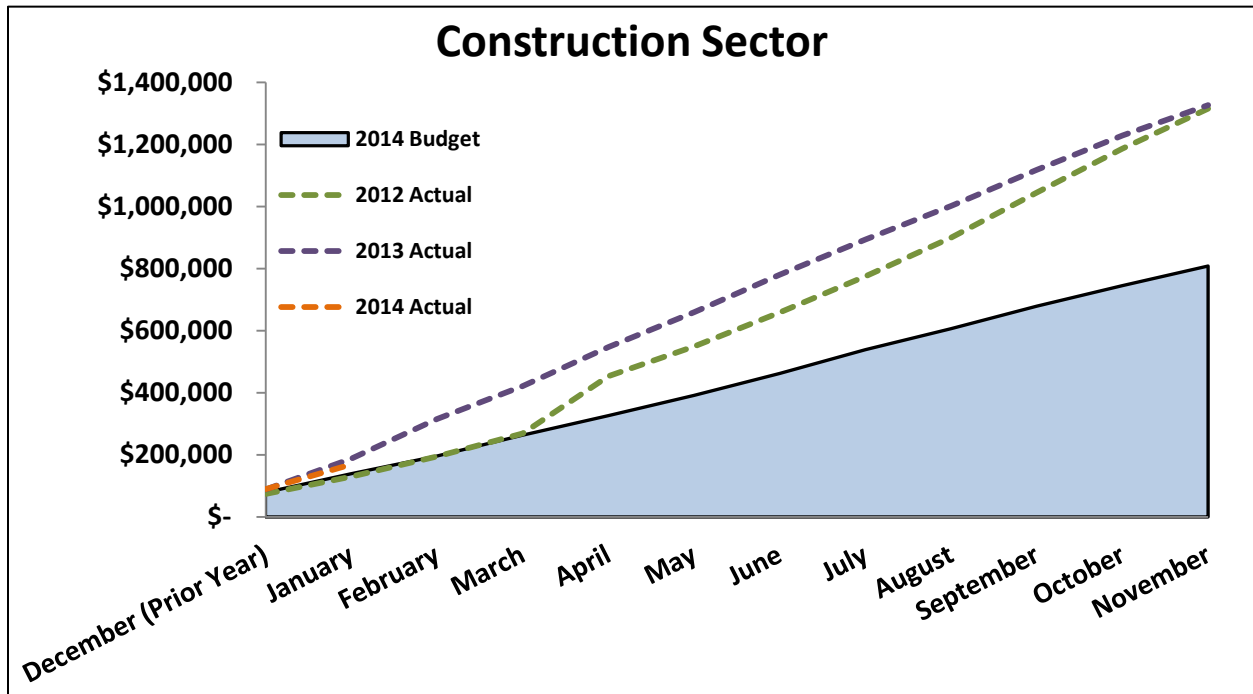
Retail Trade:

Receipts from activity for January 2014 are higher than the projection by 4.0%, and the year-ago level by 2.7%. Approximately 34.7% of total sales tax receipts for the period of December 2013 through January 2014 came from new car dealers and general merchandise stores.



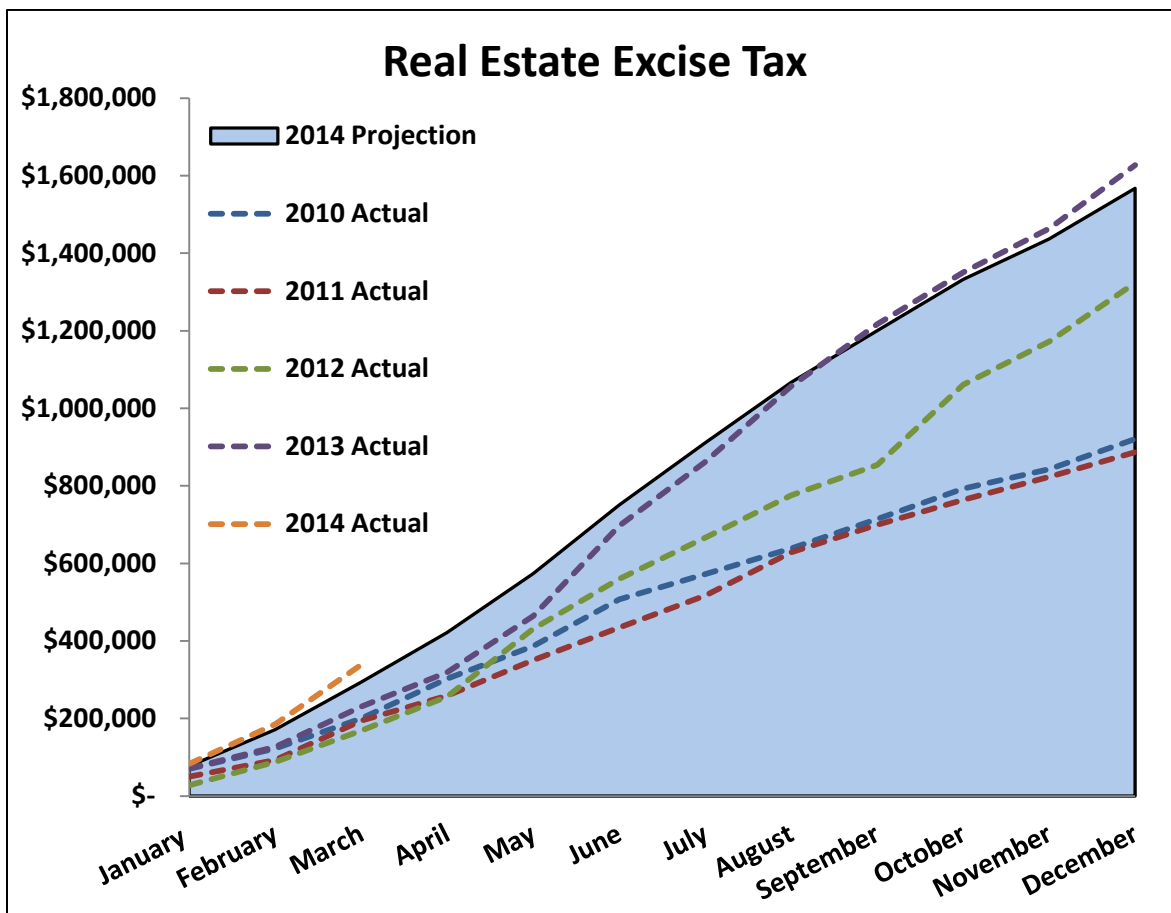
Construction:

Receipts from activity for January 2014 total \$79,294 and are lower than the year-ago level by 19.9%. Receipts from activity for the period of December 2013 through January 2014 are lower than the year-ago level by 10.1%. Of the amount collected so far this year, \$41,385, or 24.6%, is attributable to one-time activity. Of the amount collected for the same period of 2013, \$68,176, or 36.4%, was attributable to one-time activity. Removing one-time activity from the calculation reveals a year-over-year increase of 6.6%.



Total Real Estate Excise Tax (REET) collections through March 2014 total \$339,284 and are running ahead of the projection by \$45,612, or 15.5%, and ahead of 2013 collections by \$108,273, or 46.9%. The table and chart below exhibit the REET collections for the period of January through March.

| Real Estate Excise Tax Revenue Collections | | | | | | | |
|--|------------|------------|----------------------------------|---------------------------------|------------|------------------------------|-----------------------------|
| Month of Activity | 2014 | | | | 2013 | | |
| | Budget | Actual | Actual vs. Budget \$ Variance | Actual vs. Budget % Variance | Actual | 2014 vs. 2013 \$ Variance | 2014 vs. 2013 % Variance |
| January | \$ 77,036 | \$ 82,900 | \$ 5,864 | 7.6% | \$ 71,253 | \$ 11,647 | 16.3% |
| February | 94,272 | 102,625 | 8,353 | 8.9% | 55,460 | 47,165 | 85.0% |
| March | 122,364 | 153,759 | 31,395 | 25.7% | 104,298 | 49,461 | 47.4% |
| Totals | \$ 293,673 | \$ 339,284 | \$ 45,612 | 15.5% | \$ 231,011 | \$ 108,273 | 46.9% |
| Totals may not foot due to rounding. | | | | | | | |



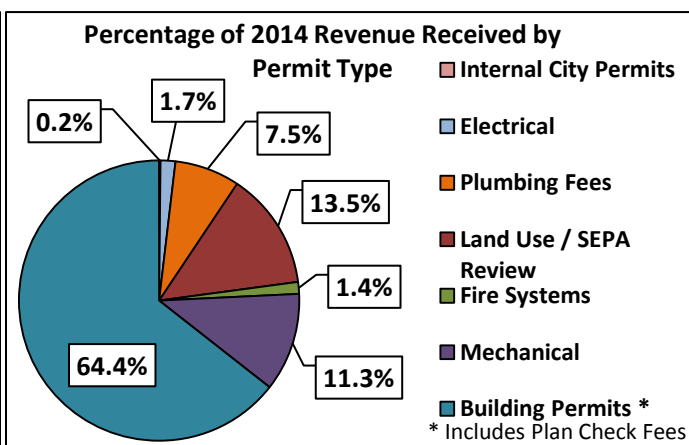
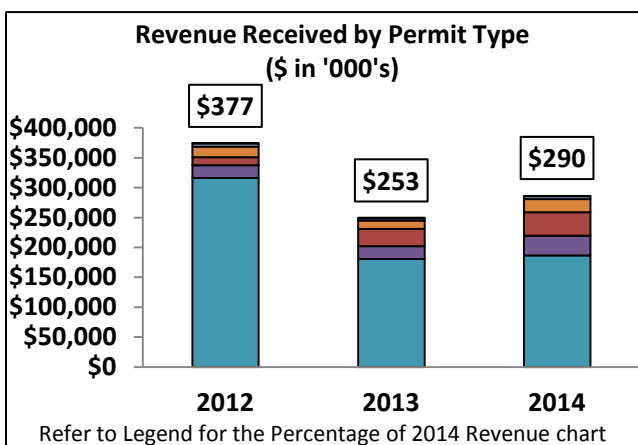
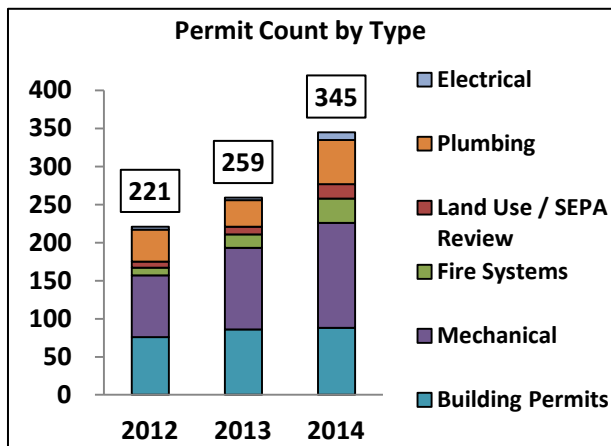
In March 2014, there were 9 more transactions with a value that was \$9.9 million more than those for March 2013. Year-to-date there has been 24 more transactions with a value that is \$21.7 million more than the year-ago level. The table below exhibits the number of value of all residential and commercial transactions that occurred during the period of January through March.

| Real Estate Excise Tax Sales (\$ in thousands) | | | | | | | |
|---|--------------|-----------|--------------|-----------|---------------|-------------------|------------------|
| Month of Activity | 2014 | | 2013 | | 2014 vs. 2013 | | |
| | No. of Sales | Value | No. of Sales | Value | No. of Sales | Value \$ Variance | Value % Variance |
| January | 46 | \$ 16,580 | 37 | \$ 14,251 | 9 | \$ 2,329 | 16.3% |
| February | 41 | 20,525 | 35 | 11,092 | 6 | 9,433 | 85.0% |
| March | 74 | 30,752 | 65 | 20,860 | 9 | 9,892 | 47.4% |
| Totals | 161 | \$ 67,857 | 137 | \$ 46,202 | 24 | \$ 21,655 | 46.9% |
| Totals may not foot due to rounding. | | | | | | | |

In March 2014, there were 4 more \$1.0 million+ transactions than there were in March 2013, the value of which was \$4.8 million more. All of the transactions being compared were sales of single-family residences. The table below exhibits the number and value of all residential and commercial transactions greater than \$1.0 million that occurred during the period of January through March.

| Real Estate Excise Tax Sales > \$1 Million (\$ in thousands) | | | | | | | |
|--|--------------|-----------|--------------|----------|---------------|-------------------|------------------|
| Month of Activity | 2014 | | 2013 | | 2014 vs. 2013 | | |
| | No. of Sales | Value | No. of Sales | Value | No. of Sales | Value \$ Variance | Value % Variance |
| January | 1 | \$ 1,500 | 3 | \$ 5,780 | (2) | \$ (4,280) | -74.1% |
| February | 3 | 5,966 | 0 | - | 3 | 5,966 | 0.0% |
| March | 5 | 6,000 | 1 | 1,165 | 4 | 4,835 | 415.0% |
| Totals | 9 | \$ 13,466 | 4 | \$ 6,945 | 5 | \$ 6,520 | 93.9% |
| Totals may not foot due to rounding. | | | | | | | |

| Permit Count by Type | | | | | |
|---------------------------|------|------|------|----------------------------|----------------------------|
| Type | 2012 | 2013 | 2014 | # Var. 2014 vs. 2013 | % Var. 2014 vs. 2013 |
| Building Permits | 76 | 86 | 88 | 2 | 2.3% |
| Mechanical | 81 | 107 | 138 | 31 | 29.0% |
| Fire Systems | 10 | 18 | 32 | 14 | 77.8% |
| Land Use / SEPA Review | 8 | 10 | 19 | 9 | 90.0% |
| Plumbing | 42 | 35 | 58 | 23 | 65.7% |
| Electrical | 4 | 3 | 10 | 7 | 233.3% |
| Totals | 221 | 259 | 345 | 86 | 33.2% |



Permit revenue in March 2014 totaled \$136,064. Total revenue to date is \$289,989, which is 44.7% ahead of the projection and 14.8% ahead of the year-ago level. It is important to note that in January 2012 fees totaling approximately \$168,000 were received for the Shoreline School projects.

Issued building permits came in at \$7.5 million valuation for March, comprised 33% of residential and 67% of commercial valuation. The majority of the commercial valuation is for the North City Water District's 3,200 sf pump station and associated site work valued at \$4.0 million.

| 2014 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 | 6 | \$ 1,939 | 8 | \$ 101 | 0 | \$ - | 2 | \$ 79 | 0 | \$ - | 0 | \$ - |
| February | 4 | 1,363 | 6 | 188 | 0 | - | 0 | - | 0 | - | 1 | 10 |
| March | 9 | 2,195 | 10 | 270 | 1 | 4,000 | 4 | 920 | 0 | - | 0 | - |
| Totals | 19 | \$ 5,497 | 24 | \$ 559 | 1 | \$ 4,000 | 6 | \$ 999 | 0 | \$ - | 1 | \$ 10 |