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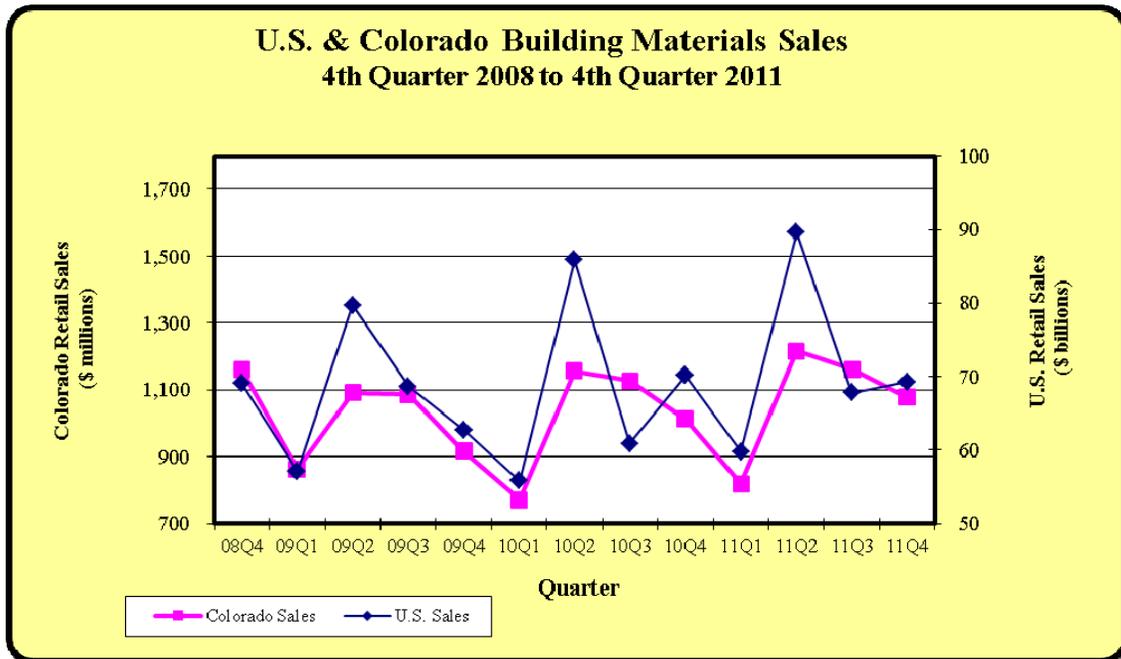
**Colorado Building Material Sales**  
**Selected Counties**

**Fourth Quarter of 2011**

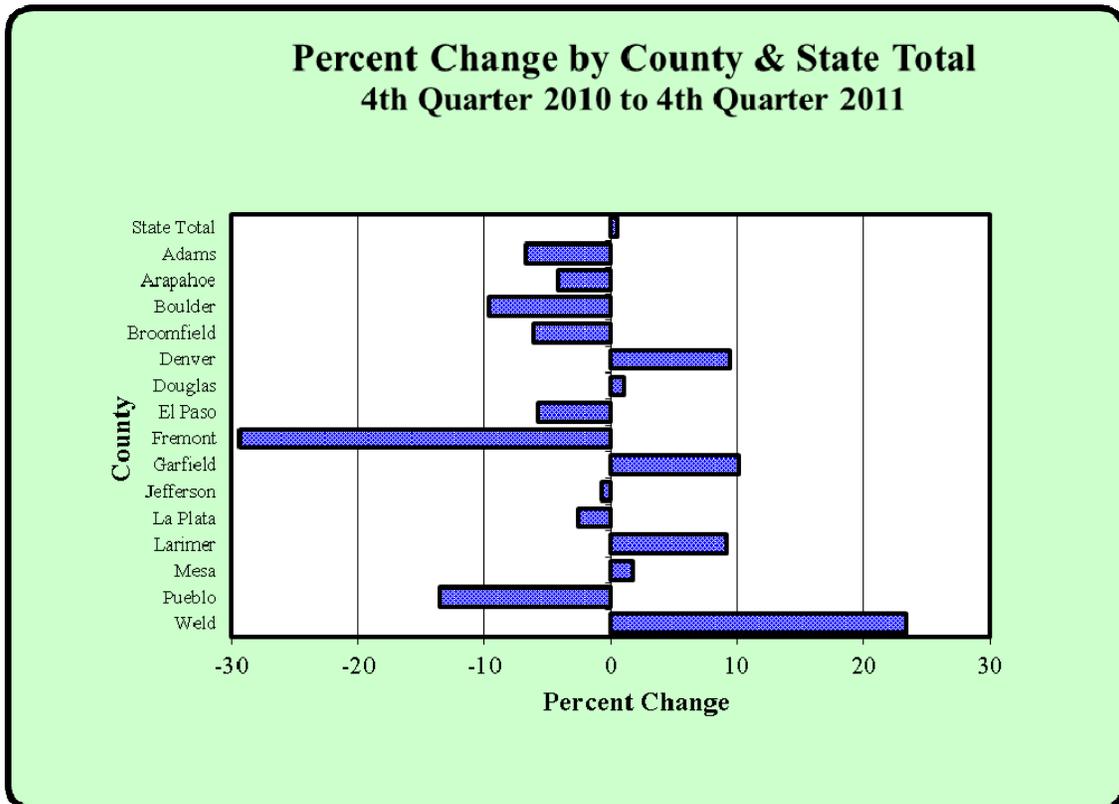
This issue presents data on Colorado building materials sales for fourth quarter 2011. This report shows retail sales for each of the seven Denver metro area counties and for the counties of El Paso, Fremont, Garfield, La Plata, Larimer, Mesa, Pueblo, and Weld. The types of retailers included in the chart on the next page are home centers, paint and wall-covering stores, hardware stores, and specialized building material dealers. The period shown in this report is the fourth quarter of 2011 compared to the fourth quarter of 2010.

The graph below shows national versus Colorado retail sales. Nationally, sales of building materials decreased 1.2 percent to \$69.3 billion in fourth quarter 2011 in comparison to fourth quarter 2010. Colorado's retail sales of building materials were \$1.08 billion in fourth quarter 2011, a 6.4 percent increase over the same quarter in the previous year.

Overall Colorado building material sales in the counties of interest were flat in comparison to the same period last year. However, Weld County continued to see year-over-year growth, increasing 23.4%. Also, building material sales in Garfield County grew by 10.1%. There were large decreases as well, including Pueblo (-13.5%) and Fremont (-29.3 %) counties.



County	Retail Sales 2010Q4 \$000s	Retail Sales 2011Q4 \$000s	Percent Change
Adams	\$105,725	\$98,606	-7%
Arapahoe	114,086	109,377	-4%
Boulder	63,979	57,824	-10%
Broomfield	9,314	8,752	-6%
Denver	143,799	157,325	9%
Douglas	57,773	58,383	1%
El Paso	111,437	105,053	-6%
Fremont	7,461	5,272	-29%
Garfield	14,929	16,441	10%
Jefferson	102,176	101,427	-1%
La Plata	19,133	18,649	-3%
Larimer	68,747	75,045	9%
Mesa	30,701	31,233	2%
Pueblo	26,332	22,787	-13%
Weld	31,548	38,921	23%
<b>Selected Counties Total</b>	<b>907,141</b>	<b>905,096</b>	<b>0%</b>
<b>State Total</b>	<b>1,071,878</b>	<b>1,077,492</b>	<b>1%</b>



This report is available electronically as a .pdf file on the Department of Revenue's website at <http://www.colorado.gov/revenue> under Library, Statistical Studies and Reports, Colorado Selected Retail Sales Reports. It is also available as a Word document. If you would like to receive the report in Word, please contact the Office of Research and Analysis at 303-866-5777 or send an e-mail to [ora@spike.dor.state.co.us](mailto:ora@spike.dor.state.co.us).