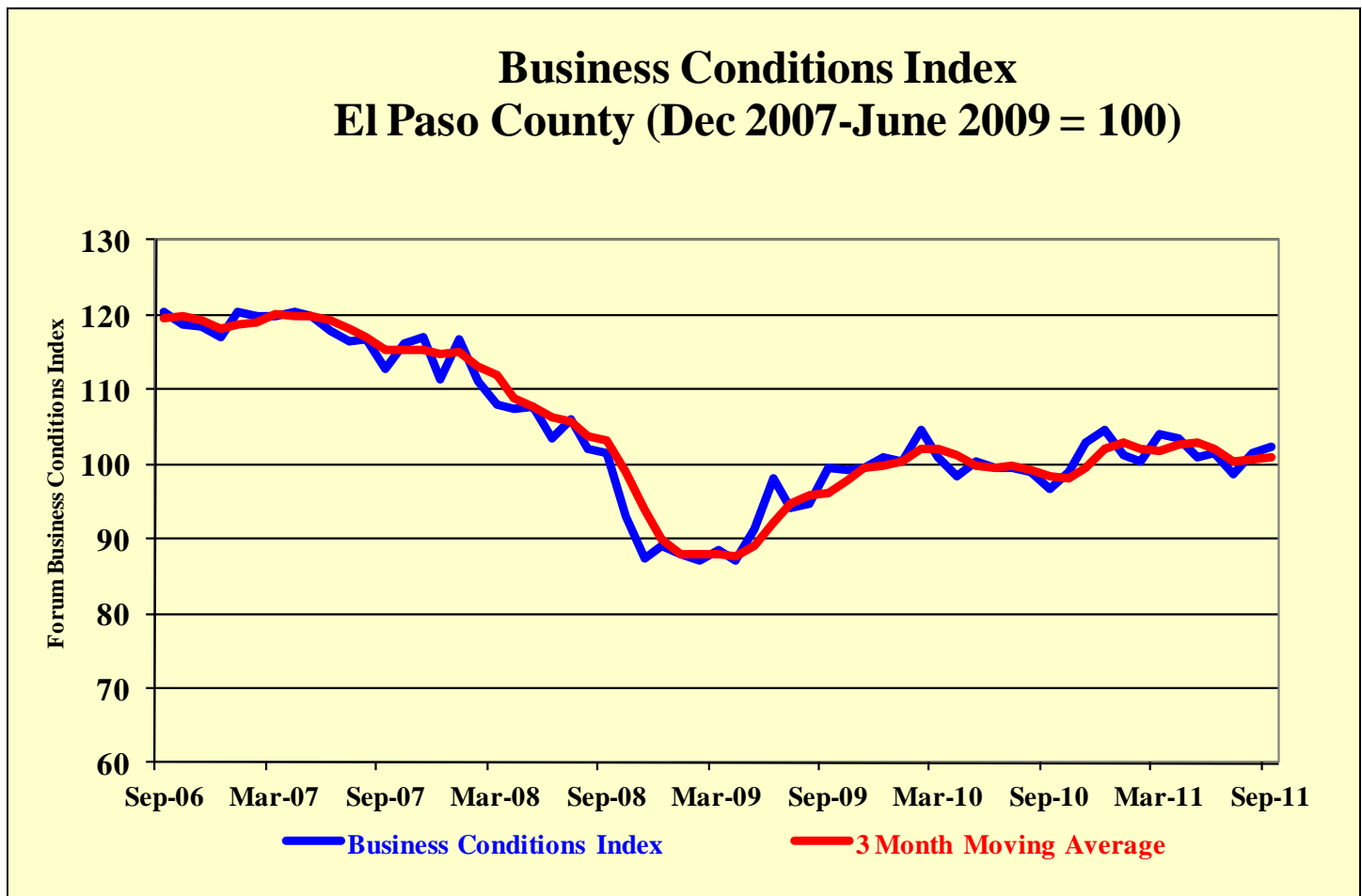


# Quarterly Updates and Estimates

Volume 10, Number 2, 2011  
 Fred Crowley - Senior Economist

## Update on the El Paso County Economy

The local economy continues to move sideways. The Business Conditions Index (BCI) stands at 102.24. This is 17.0 percent higher than its low of 87.41 in February 2009. However, the BCI is 2.2 percent lower than its recent high of 104.55 in December 2010. Seven of the indicators in September are higher than they were in August. Residential permits showed good strength. Since May No clear strengths appear to be emerging at this time.



<sup>1</sup> The Business Conditions Index (BCI) is a geometric index of ten seasonally adjusted data series. The El Paso County data are single family and town home permits, new car sales, employment rate, foreclosures, ES202 employment and ES202 wages and salaries. Colorado Springs data are sales and use tax collections and airport enplanements. University of Michigan's Consumer Sentiment and the Federal Reserve Bank of Kansas City Manufacturing Index are non-local indicator in the BCI. The BCI is indexed to December 2007—June 2009 = 100. All raw series are seasonally adjusted by UCCS Southern Colorado Economic Forum using the Department of Commerce X12 adjustment process. See page 3 for an explanation of how the BCI is calculated.

**Business Conditions Index Components - All Values Indexed: Dec 2007 - June 2009 = 100**

	COS Enplanements	El Paso County SF & TH Permits	U Of Mich Con Sent	Kansas City Fed Mfg Index	El Paso <u>Employ-</u> <u>ment</u> Rate	CoSpgs 2% Sales & Use Tax	County New Car Registra- tions	El Paso County Fore- closures	El Paso County Employed	El Paso County Real Wages	BCI
Jun-10	88.15	122.88	118.37	104.94	96.95	94.46	83.50	100.04	95.36	97.70	99.58
Jul-10	86.16	109.36	105.60	112.48	96.79	102.83	90.97	100.23	95.48	98.76	99.57
Aug-10	86.70	118.73	107.31	105.59	96.51	98.04	85.48	99.97	95.35	98.79	98.82
Sep-10	91.16	84.51	106.22	114.77	96.50	103.55	81.35	100.08	95.27	98.65	96.74
Oct-10	91.58	101.72	105.44	116.74	96.44	102.40	83.72	100.11	94.62	99.18	98.85
Nov-10	92.50	122.65	107.94	129.20	96.28	101.34	91.89	99.60	93.97	99.33	102.81
Dec-10	86.36	119.13	116.03	139.70	96.74	104.40	97.71	100.33	94.22	100.36	104.55
Jan-11	90.65	97.82	115.57	134.78	96.63	104.21	90.57	99.68	94.31	95.86	101.28
Feb-11	87.08	75.27	120.71	155.76	96.65	100.86	93.95	100.78	94.32	96.00	100.30
Mar-11	85.68	106.13	105.13	167.24	96.96	98.85	106.51	101.04	94.35	96.66	104.16
Apr-11	86.15	108.16	108.71	151.17	97.10	106.56	96.49	101.05	94.20	97.54	103.57
May-11	86.99	92.44	115.72	121.33	96.86	108.71	98.68	100.95	93.52	97.65	100.79
Jun-11	83.07	102.90	111.36	131.83	96.86	105.18	99.77	100.89	93.40	97.68	101.62
Jul-11	82.44	116.68	99.21	136.57	96.83	104.45	71.36	101.03	93.97	97.43	98.62
Aug-11	81.12	104.61	86.75	129.04	96.86	114.46	120.80	100.61	93.91	97.33	101.58
Sep-11	87.90	131.77	92.52	135.44	97.13	104.52	90.94	100.69	95.28	97.10	102.24

September 2011 Compared to:

Aug-11	8.4%	26.0%	6.6%	5.0%	0.3%	-8.7%	-24.7%	0.1%	1.5%	-0.2%	0.6%
Jun-11	5.8%	28.1%	-16.9%	2.7%	0.3%	-0.6%	-8.9%	-0.2%	2.0%	-0.6%	0.6%
Mar-11	2.6%	24.2%	-12.0%	-19.0%	0.2%	5.7%	-14.6%	-0.3%	1.0%	0.5%	-1.8%
Sep-10	-3.6%	55.9%	-12.9%	18.0%	0.7%	0.9%	11.8%	0.6%	0.0%	-1.6%	5.7%

Real wages in El Paso County are estimated by the Forum for the period May '12 - Sep '11. Emplanements for Sep 2011 estimated by Forum.

The ups and downs in single family permit levels are misleading without considering the distortions the home buyer tax credits caused in the market. Now that these tax credits have ended, residential housing permit levels are showing signs of recovery.

The near-term outlook for the local economy points to slow growth. A lack of growth in primary jobs and real incomes in the area will impede growth prospects. On a more positive note, president Obama's goal to reduce or end military deployments to Iraq and Afghanistan is expected to provide some growth for the local economy in 2012.

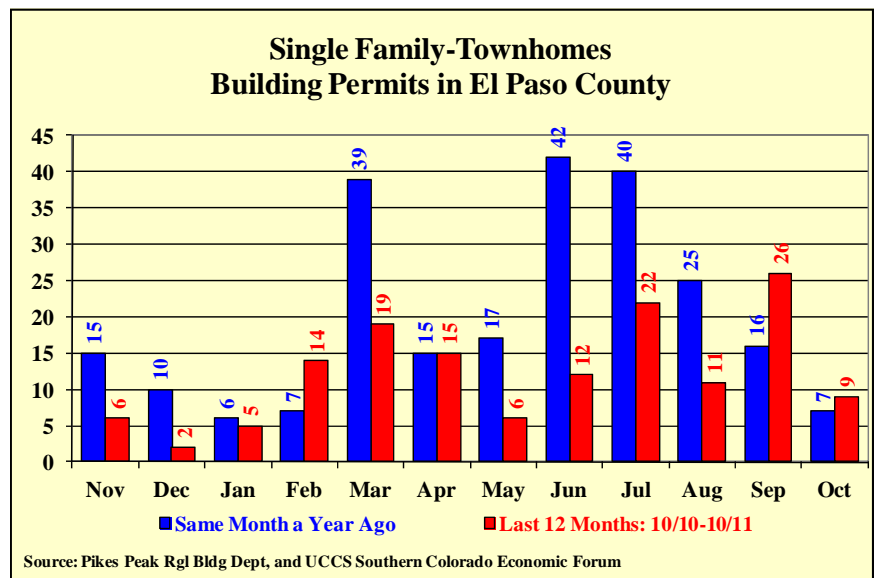
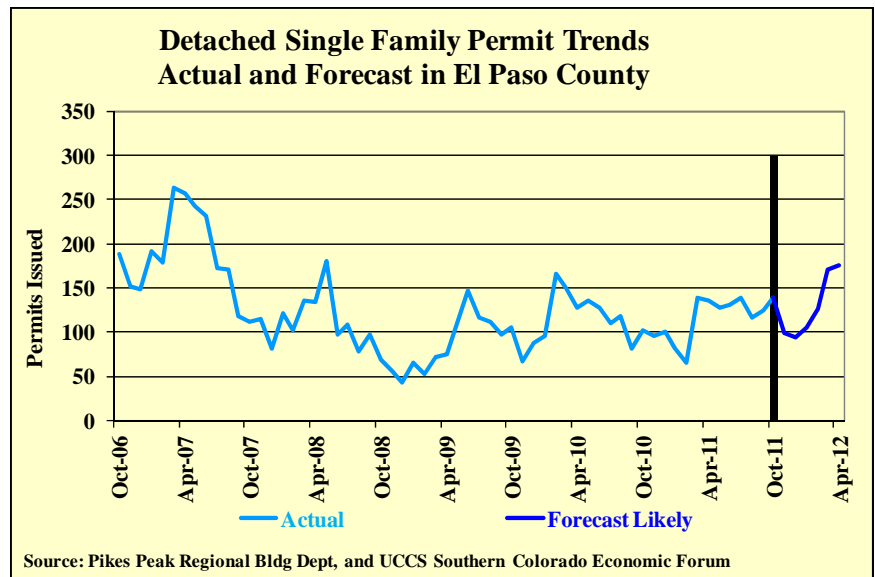
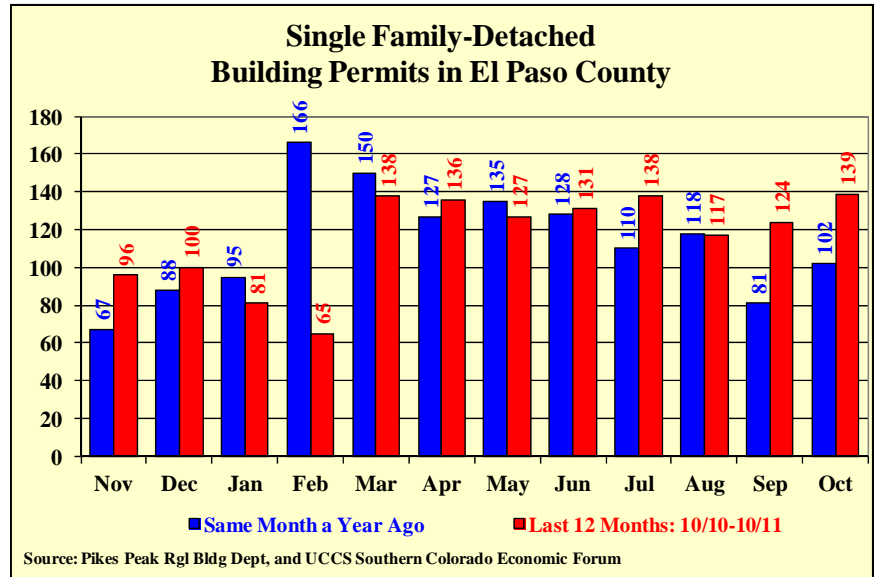
We need three things. They are jobs! jobs! and jobs! Financial markets need a resolution to the Federal deficit and prevention of sovereign failure in Europe. The local area needs more job creation and growth. Nationally, there needs to be more leadership coming from Washington, DC directed at resolving the impasse over the deficit. Financial markets will continue to be volatile until Europe resolves some of its sovereign debt problems.

## Analysis of the El Paso County Residential Housing Market

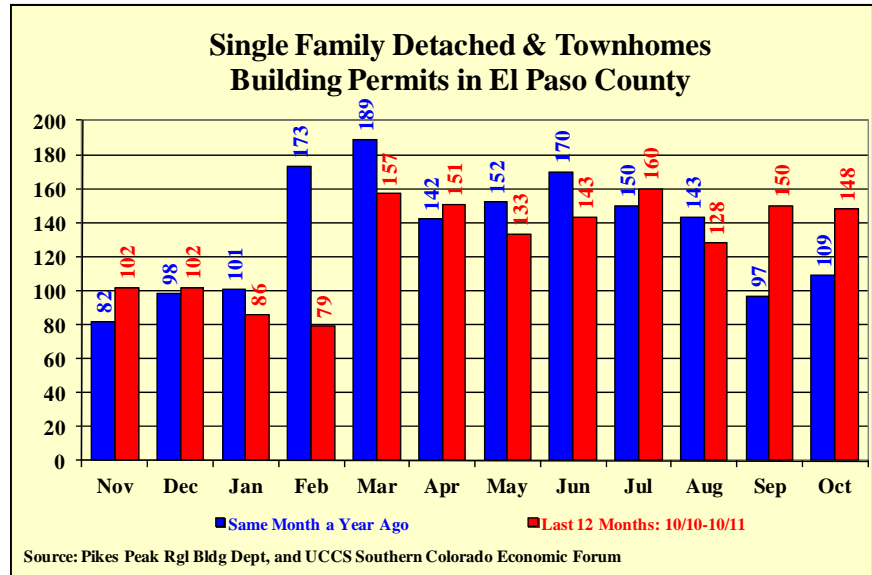
Detached, single family permit activity picked up beginning in June 2011. There were 110 more permits taken out in the June-October period compared to the same period in 2010. This is a 17.2 percent increase compared to the 639 permits issued last year. While the market for single family permit construction has not boomed, it has improved.

Using an Autoregressive Integrated Moving Average (ARIMA) model in the Census X12 program, the Forum generated a six month forecast for detached, single family building permits in El Paso County. The model's forecast is for a 25% increase in permits in the next six months compared to the same six months a year ago. If this trend does emerge, it will not be great news but better news for the housing industry.

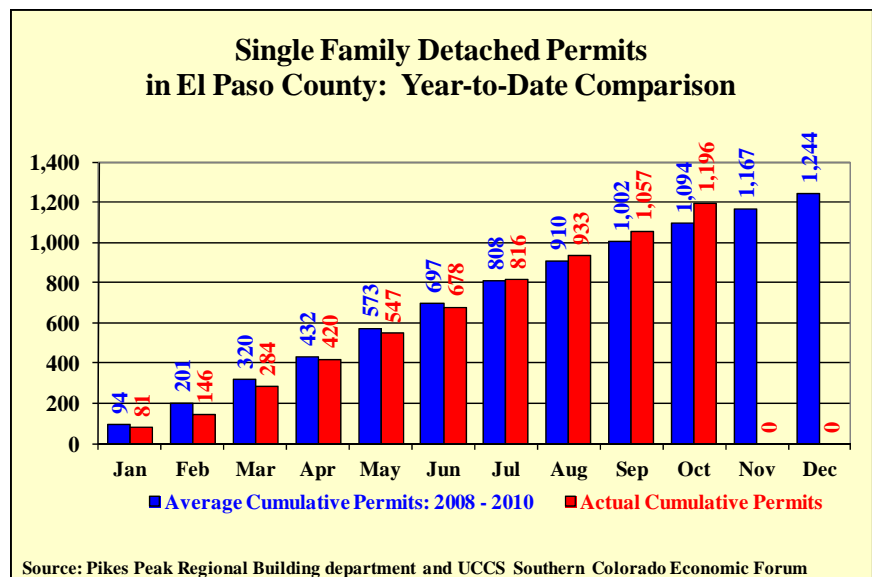
Townhome permit activity continues to lag year ago permits. There were 86 townhome permits over the last six months, a decline of 61 (41.4%) from the 147 permits over the same time a year ago.



Despite the low number of townhome permits, combined detached and attached single family permit activity is doing well compared to the last twelve months, especially the last two months. The low interest rates available for mortgages has helped prospective home buyers qualify for mortgage.

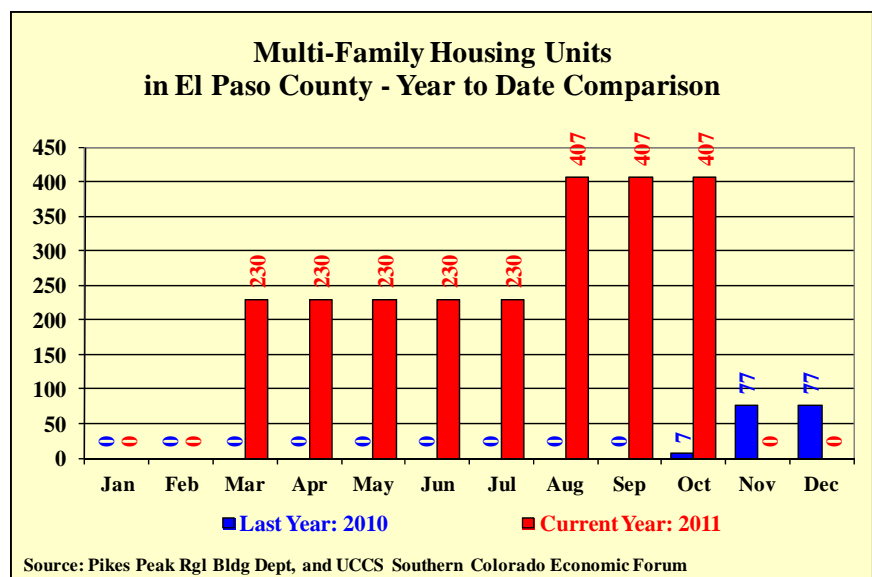


Year to date, total single family housing is up about 10 percent compared to last year. This is better than the 5 percent decline for 2001 that the Forum anticipated in June of this year.



Multi-family housing permits have increased significantly this year compared to last year. Much of this is attributed to

1. the lack of multi-family construction over the last several years
2. vacancies that declined to the 6 percent range
3. rents that have risen because of an increase in demand.

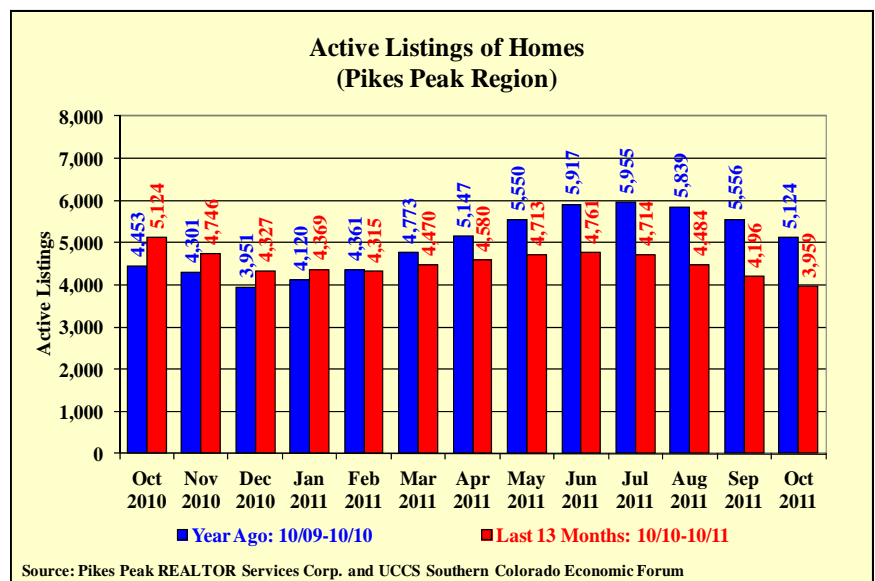
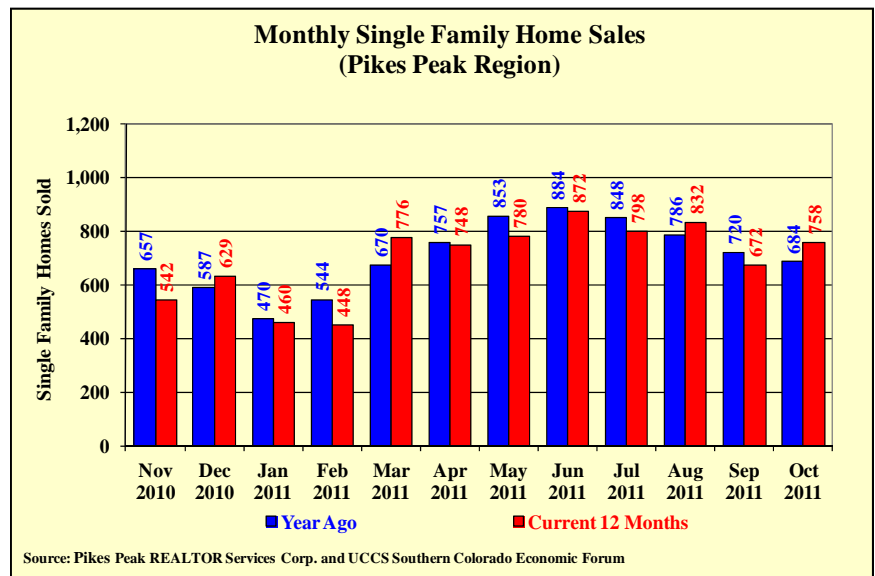
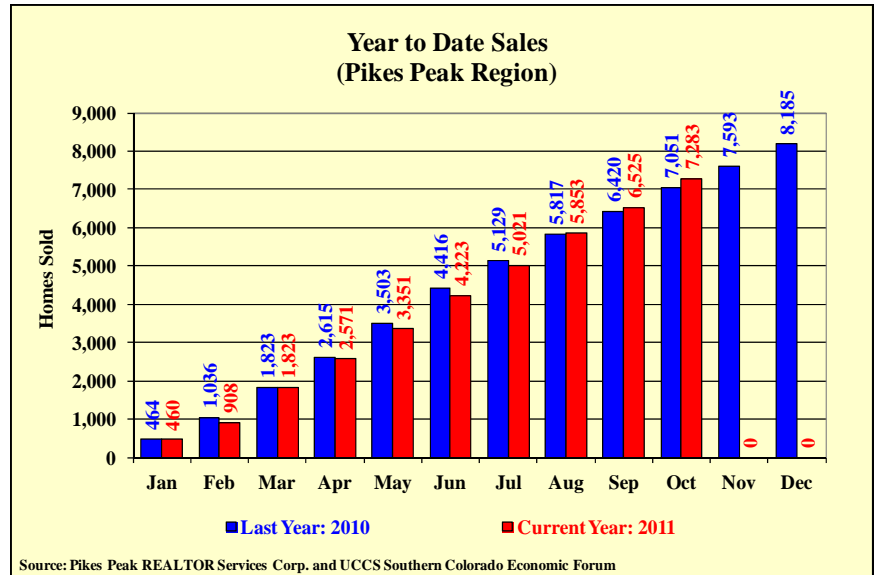


## MLS Activity

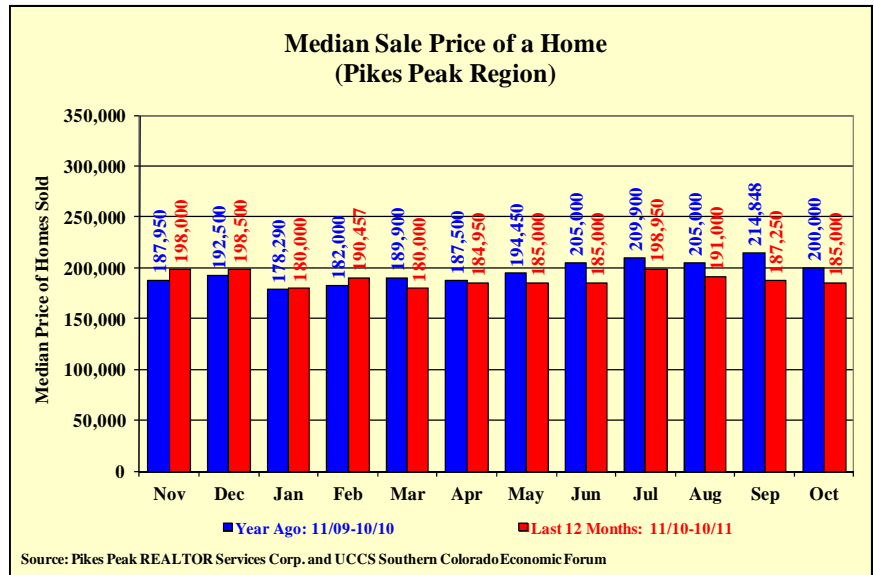
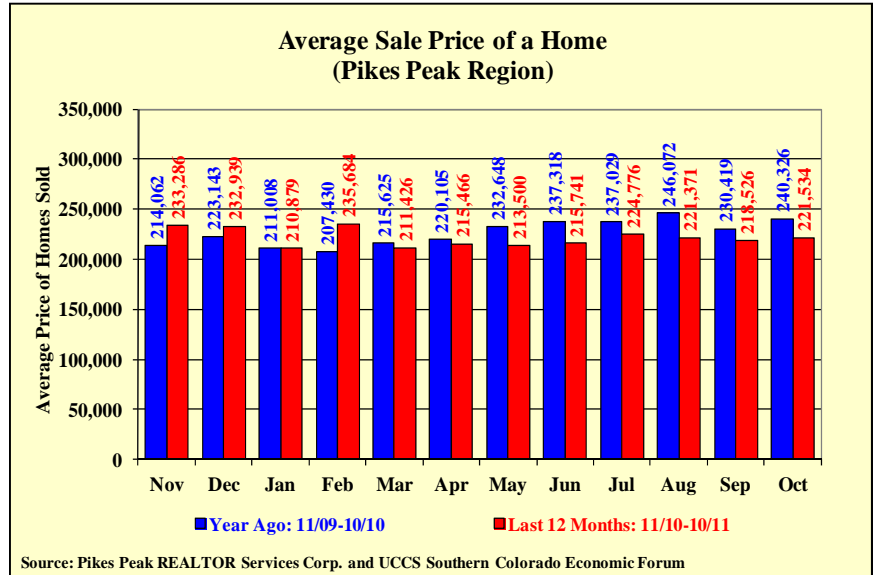
Residual effects of the home buyer tax credit programs appear to have worked their way through the home purchase decision. Year to date home purchases are higher than last year by 132 units (1.9%). Record low mortgage rates have increased the affordability of the home purchase decision. This is reflected in the housing affordability index (HAI). As of July, the HAI pointed to more affordable housing than a year ago. The HAI was 177 in July 2011 compared to 164 in July 2010.

Strong sales of homes took place in March, August and October 2011. The rush to close purchases in May, June and September of 2010 make prevent a fair comparison of these months in 2010 and 2011.

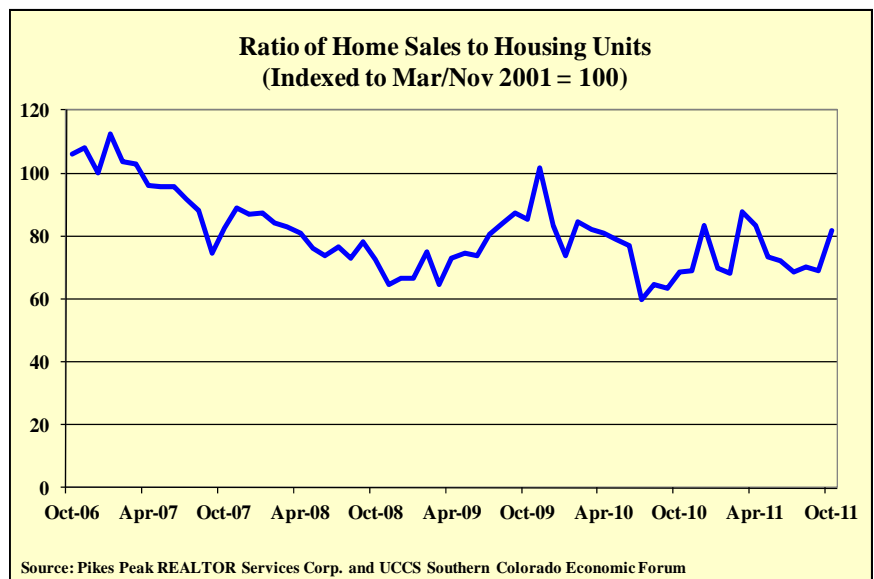
Since February, active listings of homes have been significantly lower than the year ago month.. The decrease in supply of homes for sale coupled with an increase in sales of homes suggests equilibrium is returning to the local housing market. This should be accompanied by steady to rising prices over the next several months.



While lower than year ago, the average sale price of a home stabilized and began trending up since earlier in the year. A comparison with last year is difficult due to the effects of the home buyer programs.

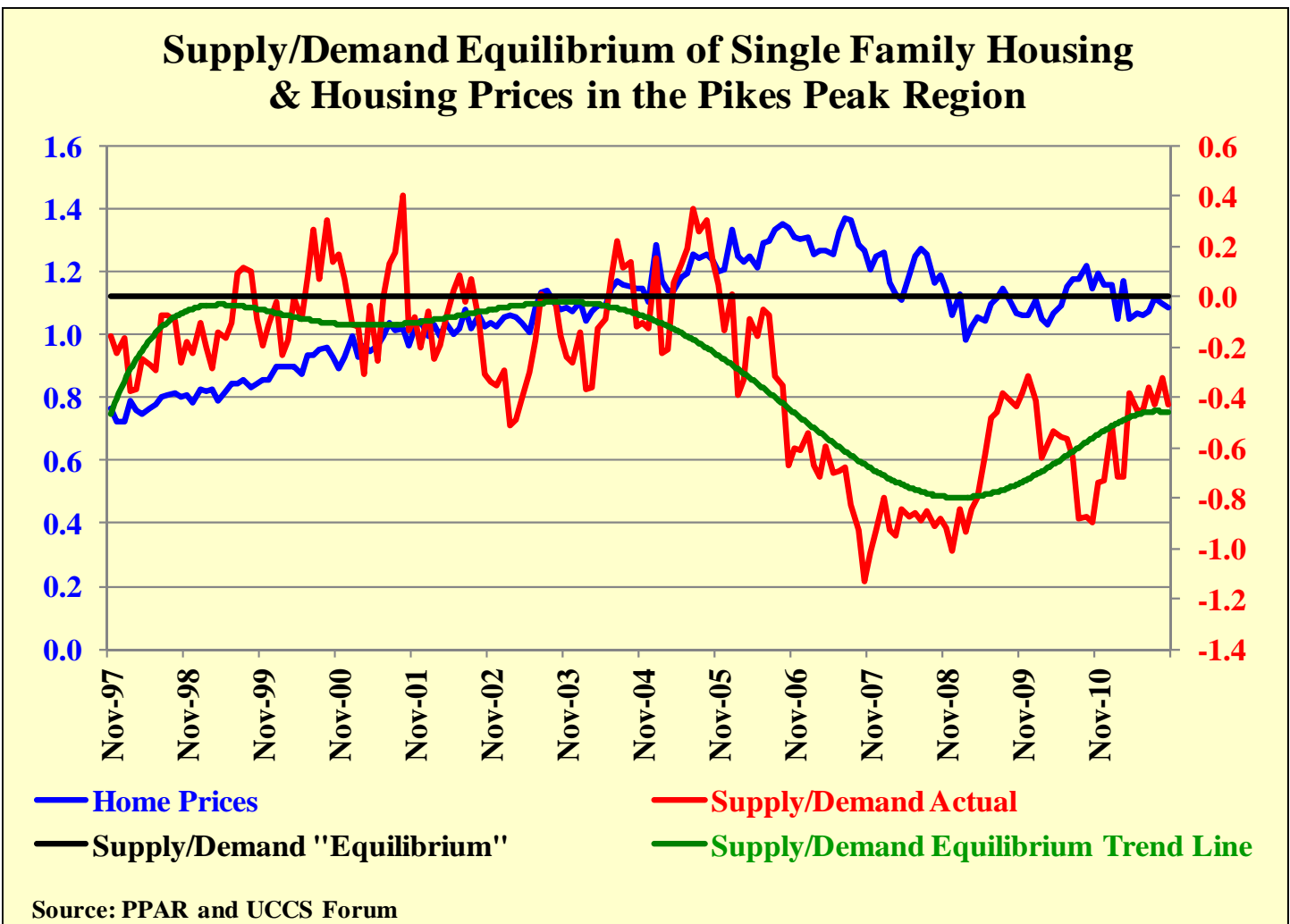


One of the Forum's more reinforcing housing indicators is the ratio of homes sold to total single family homes in El Paso County. If not for the vacuum in the housing market that was caused by the home buyer incentive programs in 2010, the ratio bottomed out in late 2008 (see the July 2011 QUE for a discussion). Statistical evidence suggests the ratio would have demonstrated a more evenly distributed upward pattern since late 2008. Whether the late 2008 or mid 2010 low points are used, the evidence suggests the local housing market bottomed out and is improving, albeit slowly.



## Housing Price Equilibrium in the Region

The relation between supply and demand for private residential housing in the region was out of balance because of a significant oversupply in late 2006. This persisted through the middle of 2009. The excess supply of housing contributed to declines in housing prices (blue line) through the end of 2008. An increase in demand continued through the first half of 2010. This overlapped the home buyer tax credit from January 1, 2009 through September 30, 2010, an extension beyond the original June 30, 2010 date. Prices increased. Since then, there was a decrease in demand—not an increase in supply. Prices dropped slightly. More recently, prices have stabilized as supply/demand equilibrium approached equilibrium. This emerging pattern was noted in the last several issues of the *QUE*. Continued improvement will depend on low mortgage rates, income and job growth.

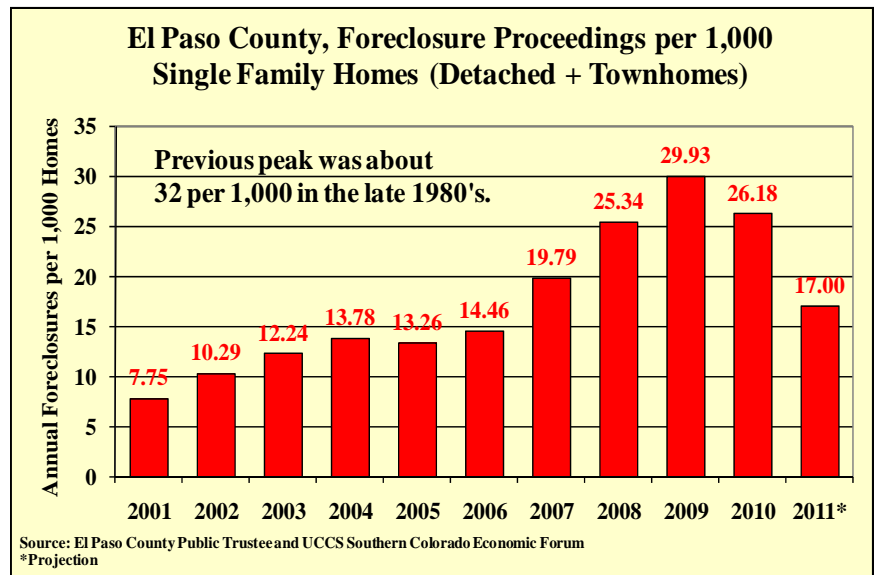
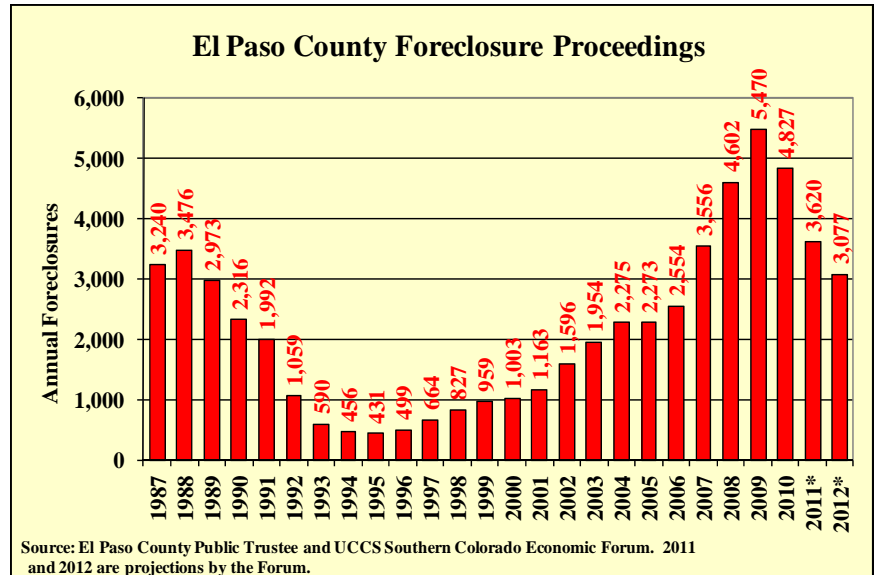


### Explanation of Data and Process

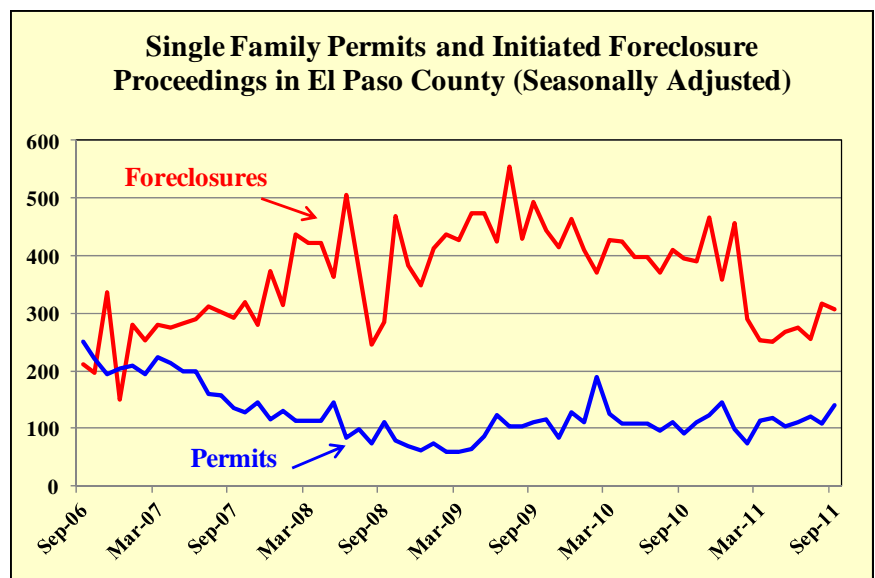
The Forum was asked to study the effect demand and supply of single family housing has on housing prices. The Forum gathered monthly demand, supply and price data from the Pikes Peak Association of REALTORS® and its Pikes Peak REALTOR® Services Corporation (RSC) for this study. Demand was identified as actual sales reported by RSC. Supply was identified as the number of active listings by RSC. Price is the average price of an MLS facilitated sale in the region. Demand, supply and price data were seasonally adjusted and indexed. If sustained demand exceeded supply the excess demand would suggest prices would trend upward. If sustained demand is less than supply, the excess supply would suggest prices would trend downward. If trends in supply and demand of housing were roughly equal, prices should behave “normally” with limited plus and minus variations around an upward price trend.

## Foreclosures

Foreclosures continue to trend downward. As with other recent housing indicator trends, this suggests the local housing market is improving. The return of troops from Iraq might contribute to additional improvements in 2012.



The emerging trend in the local single family housing market can be seen easily in this chart. Foreclosures peaked in mid 2009 and have trended down since then. Single family permits bottomed out in early 2009 before beginning a slow, increasing trend. Additional decreases in foreclosure trends should boost residential permit activity.

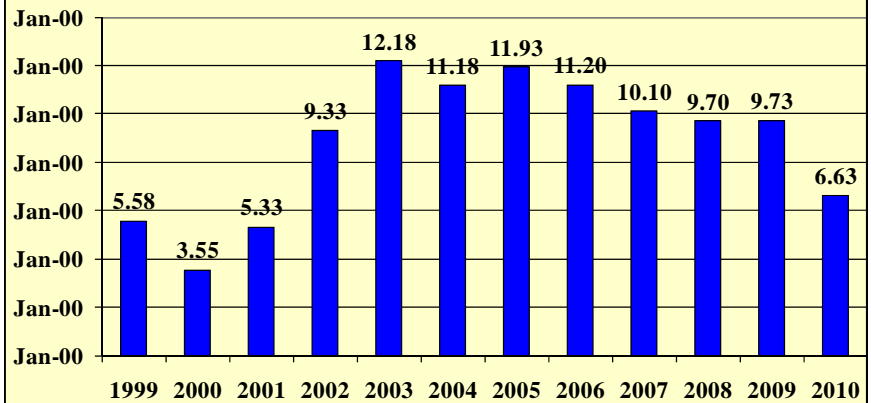




## Multi-family Market

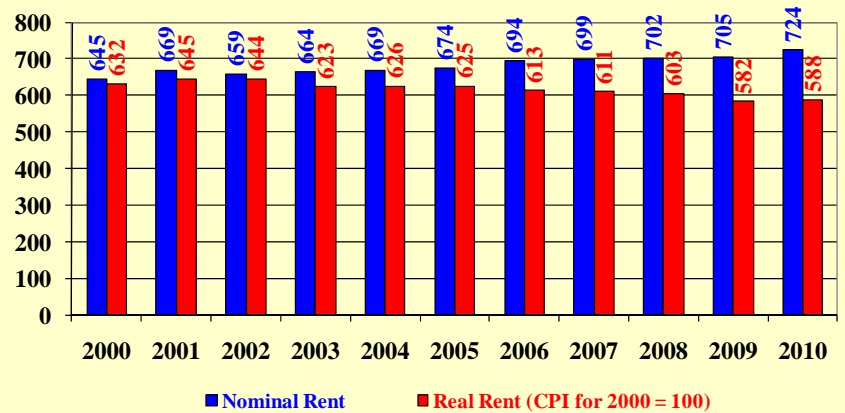
The market for multi-family housing continues to tighten. The average rent for an apartment in June was \$762. The vacancy rate was 6.4 percent. Recent and planned multi-family permit activity will alleviate some of the pressure on this market. However, it is not expected to offset the increase of troops at Fort Carson who will be at the base rather than being deployed in Iraq. The market for multi-family housing is expected to remain tight through 2012.

### Multi-Family Annual Vacancy Rates in El Paso County



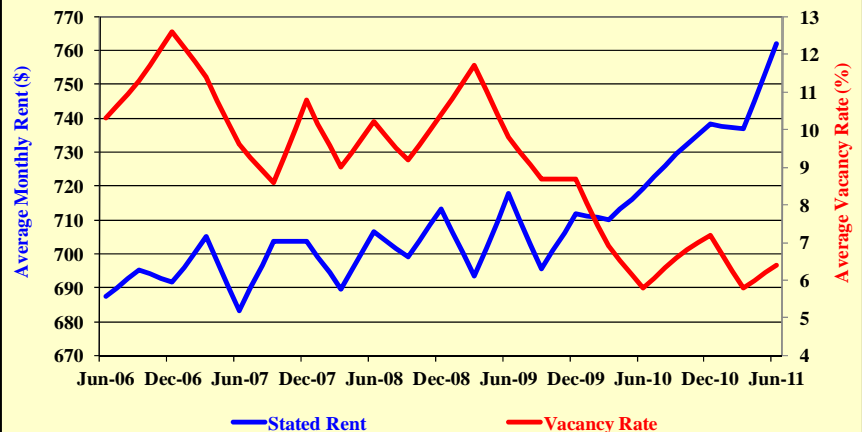
Source: Colorado Division of Housing, 2010 is a June 2010 observation

### Annual Nominal & Real Multi-Family Rents in El Paso County



Source: Colorado Division of Housing

### Monthly Apartment Rents and Vacancy Rates in El Paso County



Source: Colorado Division of Housing, UCCS Forum

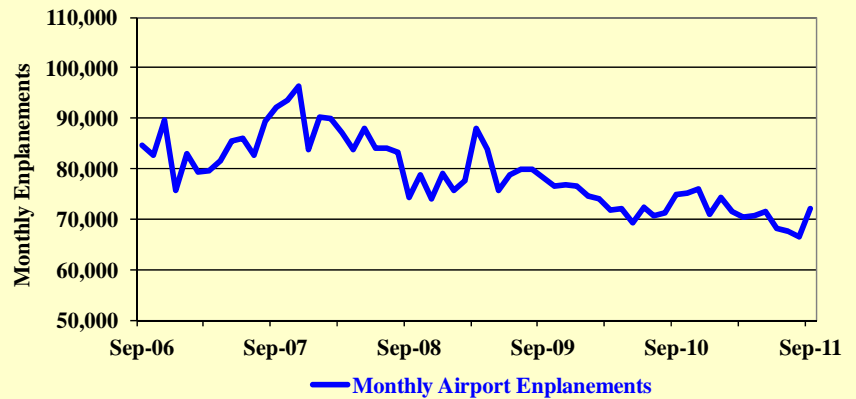
## Colorado Springs Airport Trends

Enplanements at the Colorado Springs Airport continue their downward trend. This is believed to be the result of:

1. the slow economy
2. decline in business travel
3. weak tourism activity
4. high fuel prices
4. fewer strategic carriers
5. reduced flights.

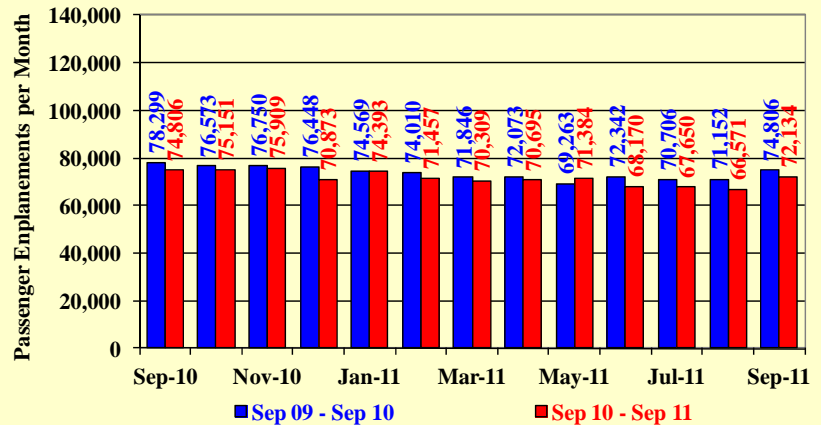
These factors are not expected to change in the near future.

### Enplanement Trends at Colorado Springs Airport (Seasonally Adjusted)



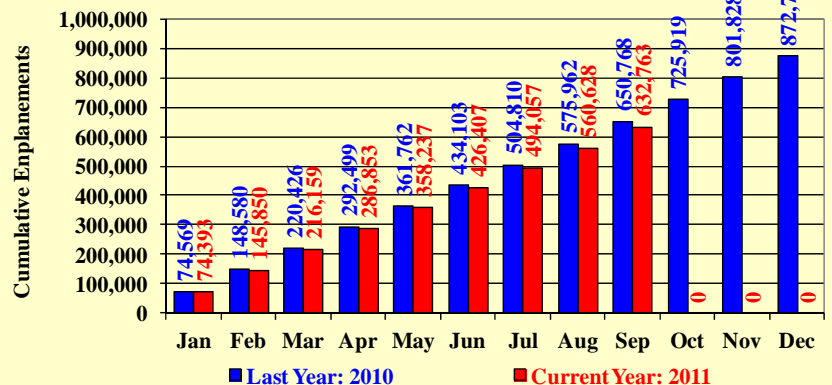
Source: Colorado Springs Airport, Prepared by UCCS Southern Colorado Economic Forum

### Enplanements at Colorado Springs Airport vs Year Ago (Seasonally Adjusted)



Source: Colorado Springs Airport, Prepared by UCCS Southern Colorado Economic Forum

### Colorado Springs Airport Enplanements Year to Date Comparison

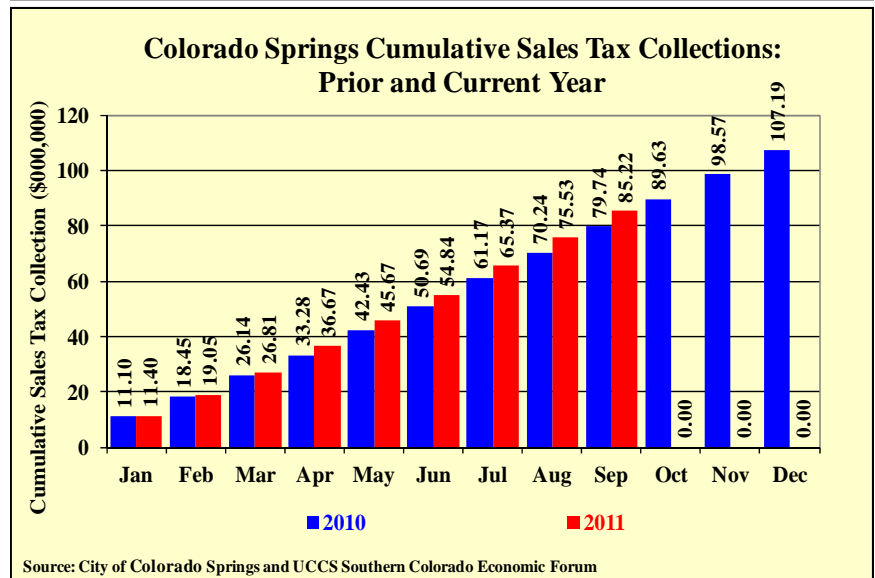
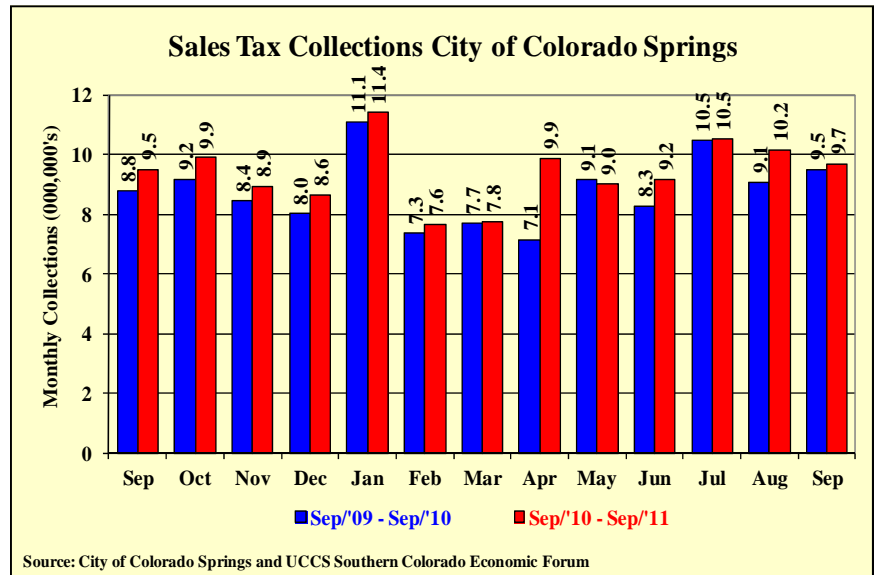
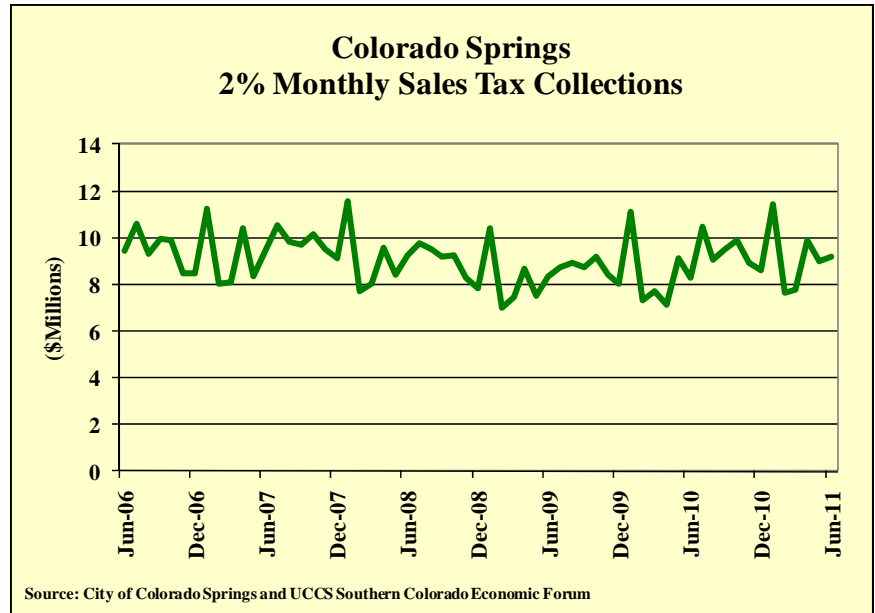


Source: Colorado Springs Airport. Prepared by UCCS Southern Colorado Economic Forum. Enplanements in September was estimated.

## Colorado Springs Sales Taxes

Gasoline prices in the \$3.50-\$3.75 range over the last five months contributed to a decline in consumer expenditures on other items that are normally subject to sales taxes. Persistent high unemployment, lack of income growth, concerns about European sovereign debt and an overall decline in consumer sentiment also worked against strong retail sales and the collection of sales taxes on those sales. Pending conditions in Europe, the local economy may face additional retail sales tax pressures in the coming months.

Evidence of the slowing pace of retail sales and sales tax collections can be seen in the cumulative sales tax collections chart. The most recent figures indicate year over year, sales tax collections are up 6.9 percent as of September. By comparison, year over year retail sales tax collections were up 9.3 percent in April.

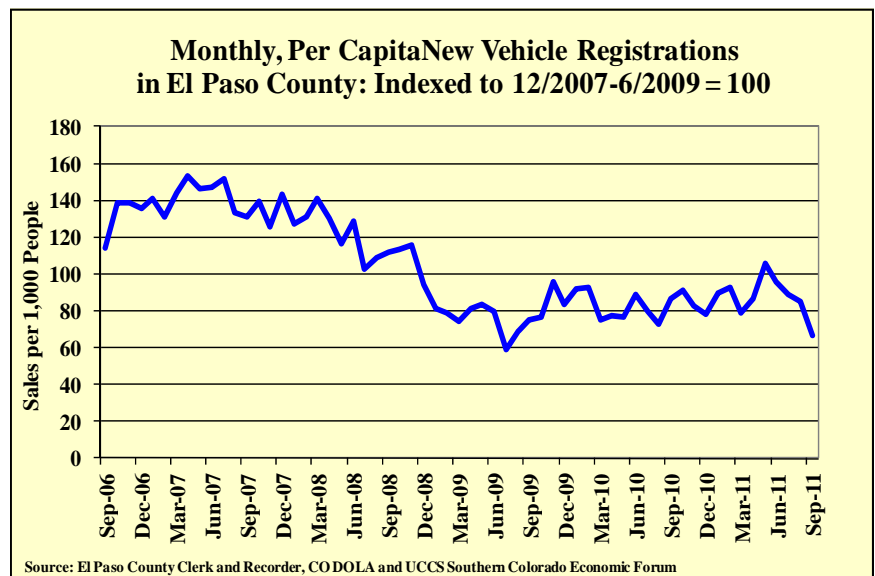
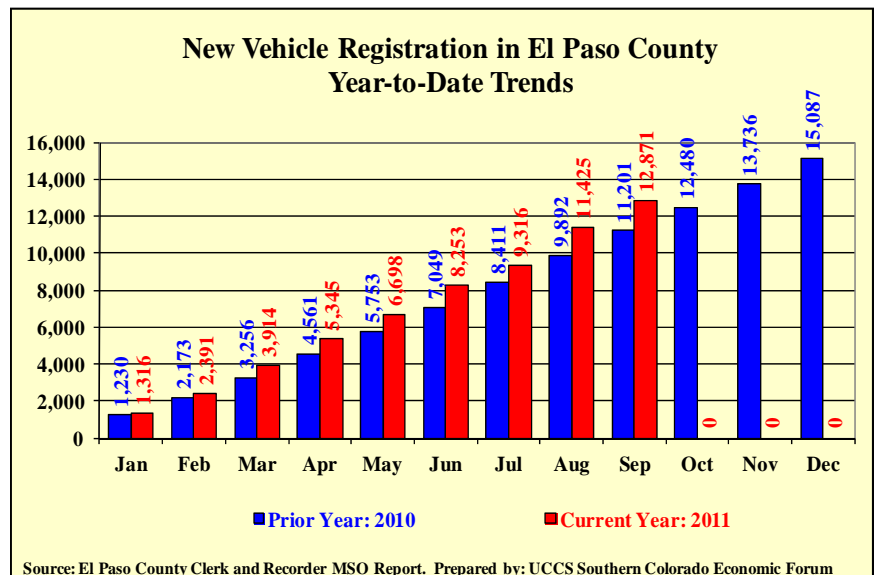
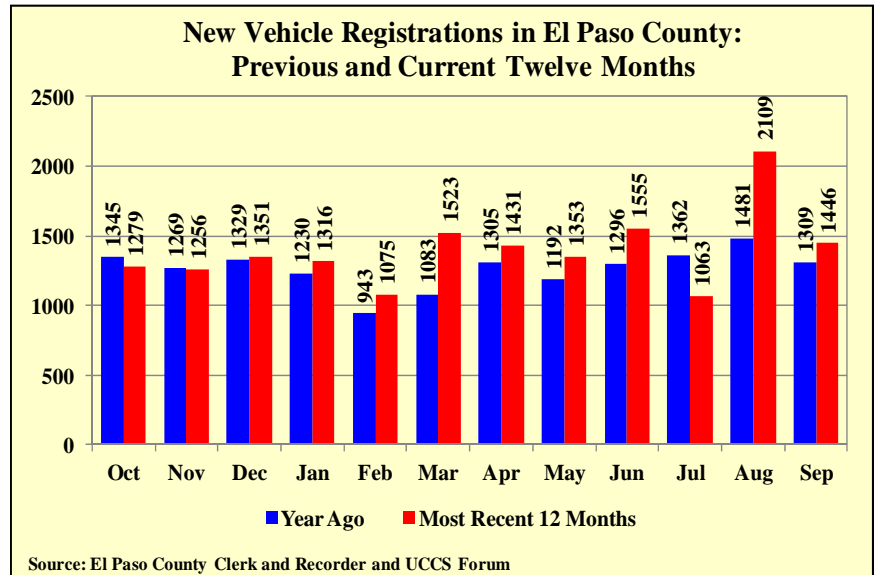


### New Car Registration Trends

Registrations reflect a two month lag from the time a vehicle is sold until it is registered. As with most other indicators the Forum monitors, new vehicle registrations in El Paso County bottomed out around the first quarter of 2009. The spike in August registrations is believed to be tied to the return of troops at Fort Carson.

Year to date new vehicle registrations are up about 15 percent from last year.

The trend in per capita new car registrations showed a modest upward direction from July 2009 through August 2011. September 2011 had a sharp decline in new vehicle registrations.

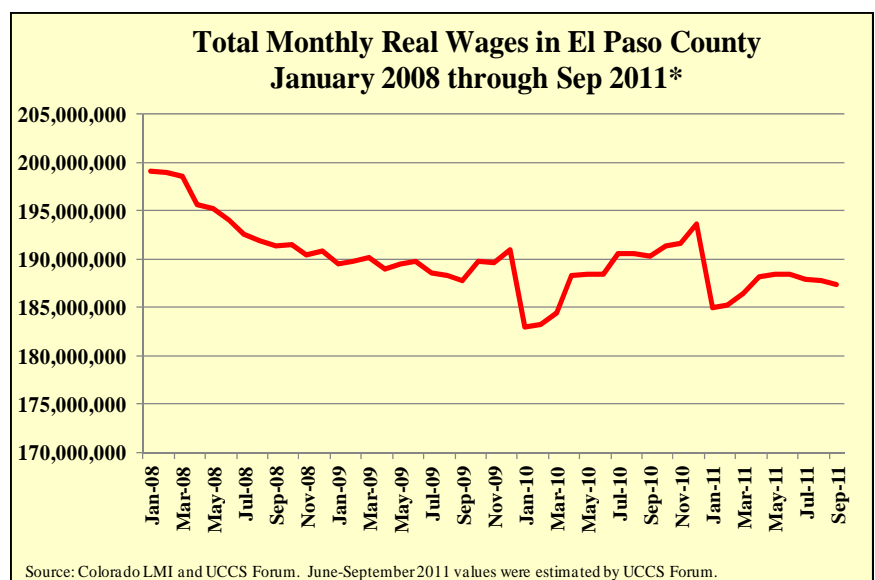
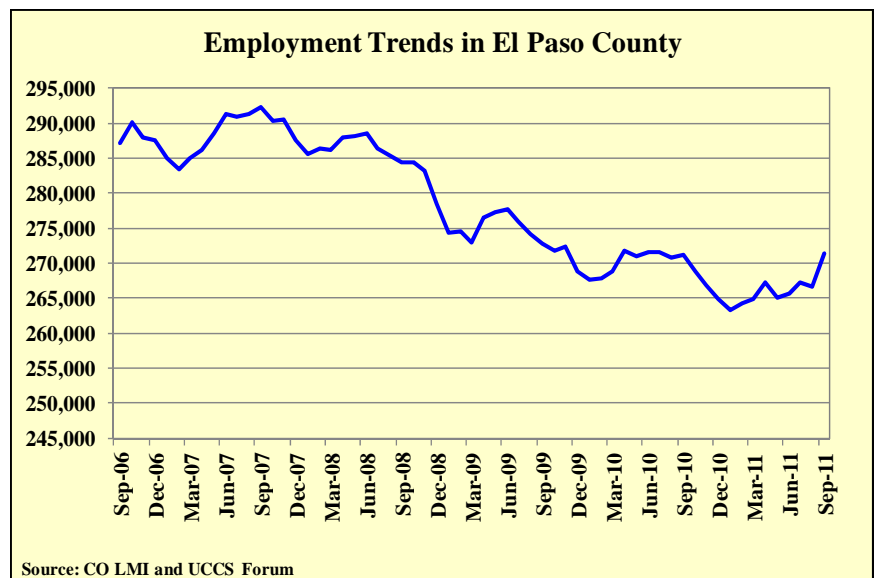
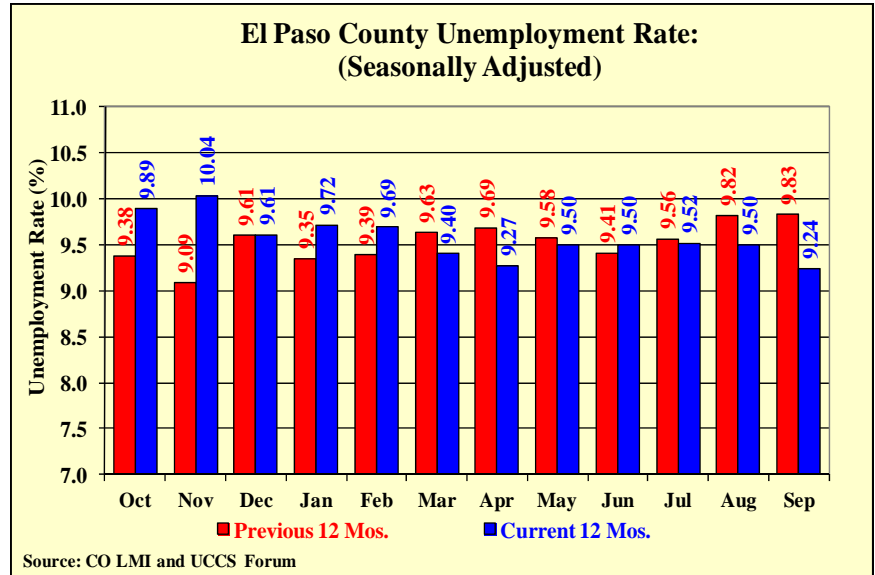


## Employment Trends and Wages

The seasonally adjusted unemployment rate for September was 9.24 percent. This compares favorably to the 9.83 percent unemployment rate in September 2010. However, the improvement is due more to a decrease in the labor force than an increase in employment.

While the improvement in unemployment is encouraging, improvements in employment have not materialized. Employment is approximately 21,000 lower than it was at its peak in 2007 on a seasonally adjusted basis.

A further indicator of the weak employment recovery is the decline in aggregate real income since 2008. Real income is approximately 5.9 percent lower today than it was in January 2008. Lower real income is directly related to lower employment levels.



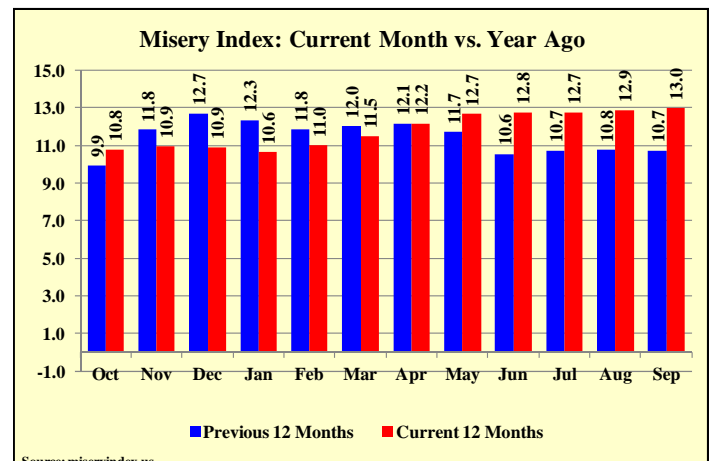
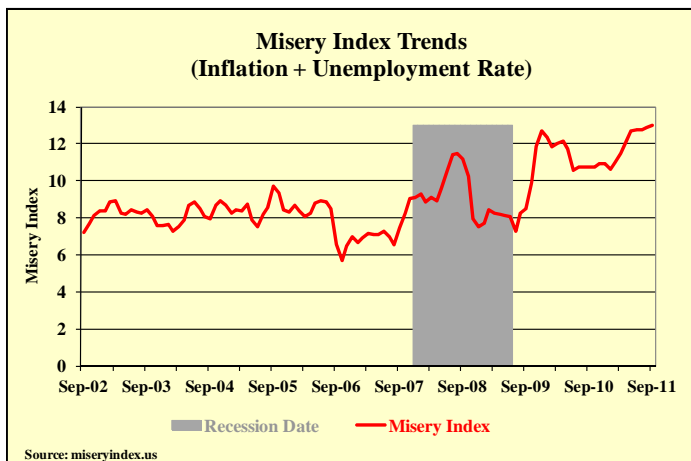
## National Expectations

The Federal Reserve Bank of Philadelphia August 2011 *Survey of Professional Economists* (<http://www.philadelphiafed.org/index.cfm>) points toward an expectation for lower inflation and slower growth in the economy. Low inflation expectations are built around the lack of strong job growth. Recent problems in Europe tied to Greece and Italy appear to have contributed to a noticeable increase in the likelihood of a decline in real GDP over the next year.

Annualized Rate for					
	Q3-11	Q4-11	Q1-12	Q2-12	Q3-12
10-Year T-Bond Rate	2.93	3.12	3.31	3.45	3.60
3-Month T-Bill Rate	0.09	0.10	0.15	0.20	0.41
AAA Corp Bond Rate	4.80	4.96	5.05	5.24	5.40
New Private Housing Starts (Annualized Rate Millions)	0.59	0.61	0.63	0.68	0.72
Industrial Production Index (2007=100)	93.7	94.5	95.3	96.1	96.8
CPI Annual Rate %	1.5	2.0	2.0	2.1	2.0
Real GDP Growth %	2.2	2.6	2.2	2.9	3.2
Unemployment %	9.1	9.0	8.8	8.7	8.6
Employment Growth					
Nonfarm Payroll Employment Growth (000's)	105.3	148.7	180.3	138.0	187.0
Nonfarm Payroll Employment Growth (%)	1.0	1.4	1.7	1.3	1.7
Likelihood of Decline in Real GDP					
Mean Likelihood of a Decline in Real GDP (%)	17.2	20.9	20.8	19.4	19.0

## Misery Index

The Misery Index, a consumer economic wellness measure ([www.miseryindex.us](http://www.miseryindex.us)), defines consumer misery as the sum of the rate of unemployment and the rate of inflation. The lower left chart illustrates the historical values for the last ten years through September 2011. The rise in the Misery Index beginning in late 2007 identified the onset of the recession correctly. Unemployment rates improved slightly over the last quarter. However, inflation, as measured by the CPI, increased. The interaction of these measures raised the Misery Index to 13.0. This is the highest it has been since the spring of 1983.



## ***Third Annual Southern Colorado Economic Forum—BiggsKofford Holiday Spending Survey: A Consumer Survey of Local Shoppers<sup>1</sup>***

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### ***Background and Introduction***

This study was undertaken to determine anticipated levels of spending in the local community during the holiday season and to gain insight into where consumer dollars may be spent. These factors will affect the community's economic health, the viability of our local retail centers and local sales tax collections. In general, if retail sales show modest increases, or at least hold flat, this could indicate sufficient strength in a sea of negative influences to indicate a solid foundation is being laid for a more robust future.

Early national reports of anticipated holiday shopping plans suggest modest increases when compared to last year. Published estimates show an increase of about five percent for national markets as well as online activity.

This is great news for national retailers. Hopefully, the trend will hold throughout the holiday season. However, since our local economy does not always mirror larger national market trends, we still would like to know "What are the likely spending trends in Colorado Springs this holiday season?"

### ***The Survey and Responses***

An e-mail was sent to people on several distribution lists. The people were asked to fill-out a survey with fourteen-questions. The estimated time required to provide all answers was less than five minutes.

The distribution lists included recipients of the Southern Colorado Economic Forum's *QUE*, clients and contacts of BiggsKofford, and faculty and staff at the University of Colorado at Colorado Springs.

In addition to demographic questions such as age, income and gender, participants were asked to indicate the zip code in which they live. Other questions asked for an estimate of how much was spent for Christmas gifts in 2010, how much would be spent this year, the primary factors influencing planned spending this year, the most likely type of stores for planned expenditures and the primary location planned for the holiday season shopping and purchasing activities. Participants were asked to indicate where they planned to purchase the largest portion of their gifts and what percentage of purchases would be made online.

A total of 309 people responded to the survey over a two and one-half week period starting September 10th and ending September 30, 2011. Eleven surveys were discarded because more than half of the survey was incomplete or the respondent lived outside the area. A total of 298 responses were useable for the analysis.

## ***Survey Demographics***

Respondent age ranged from 15 – 25 years to more than 66 years. Similarly, a wide-range of income levels were indicated by participants with family income levels ranging from Less than \$50,000 to More than \$200,000. A total of 149 respondents were male and 149 respondents were female.

## ***Anticipated Retail Sales Gains***

The results point towards marginally higher holiday retail spending this season. First, compared to 2010, the percentage of people planning to spend “more than or the same” as last year is essentially the same (74.8% versus 75.4%) with a much smaller number anticipating spending more (7.7% versus 13.3%). Similarly, those who plan to spend “less than” last year have remained virtually unchanged (25.2% versus 24.6%). Given these shifts, we anticipate only slightly higher holiday spending in 2011.

Another comparison of 2011 and 2010 anticipated spending patterns lends support to the slight increase in retail sales scenario. We see a major shift upward in planned spending, however, compared to 2010, there were more people indicating they plan to spend about the same in 2011 (67.1% versus 56.8%) and fewer people anticipating spend less (25.2% versus 36.4%). It appears people are not cutting back on planned holiday expenditures. This would seem to indicate slightly higher holiday sales can be expected in 2011.

A second set of questions examined positive and negative factors affecting spending decisions in 2010 and 2011. The results indicate that a higher percentage of respondents are more secure in their job, more started new jobs in the past year, and more are secure in their existing jobs than last year. About 10% fewer respondents are secure or confident in their future.

Comparing the negative factors, about the same percentage of respondents became unemployed or are worried about losing their jobs. Significantly fewer respondents are concentrating on paying off debt or took a big pay-cut this year. Fewer respondents are expecting a big tax increase this year. Similar to the positive factors, about 10% more people are less secure in their future.

The combination of positive factors and negative factors seems to indicate that people are more uncertain about their future when compared to last year. This helps explain why people are taking a “wait-and-see” attitude toward spending by maintaining or not intending to increase spending this holiday season.

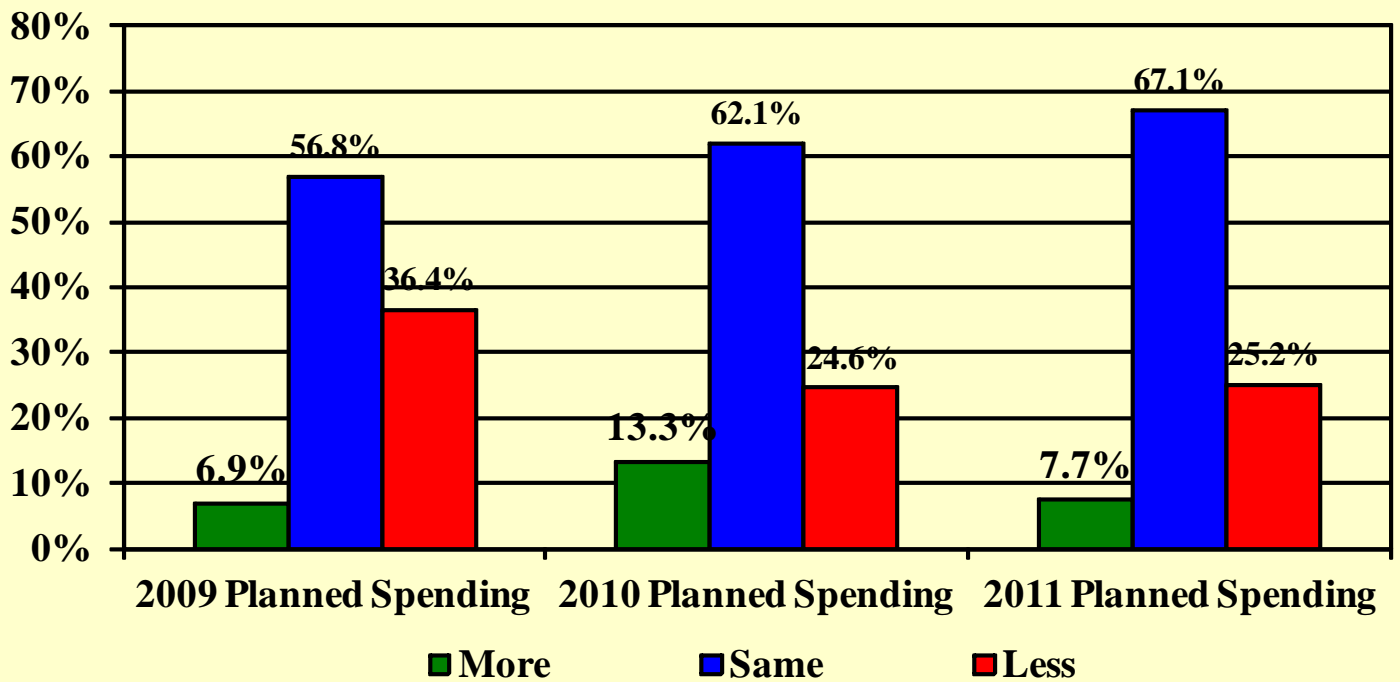
When all the factors are considered, it is anticipated that local retailers will experience a modest increase in sales this holiday season. We expect sales to be 2 to 3 percent higher than last year.

## ***Primary Shopping Destinations***

The results of this year’s survey question concerning planned shopping locations show a continuing shift in shopping activity away from downtown and the Citadel Mall and toward the east as represented by the Powers Boulevard Corridor. Surprisingly, a smaller percentage of participants anticipate shopping at either the Chapel Hills Mall (25.7% in 2011 versus 30.5% in 2010) or the Promenade Shops at Briargate (15.8% in 2011 versus 17.3% in 2010). Whether this is the beginning of a new trend or is peculiar to this holiday will be determined



## Anticipated Holiday Spending 2009 - 2011



at a later date. Old Colorado City and the World Arena area remained relative stable as potential shopping destinations.

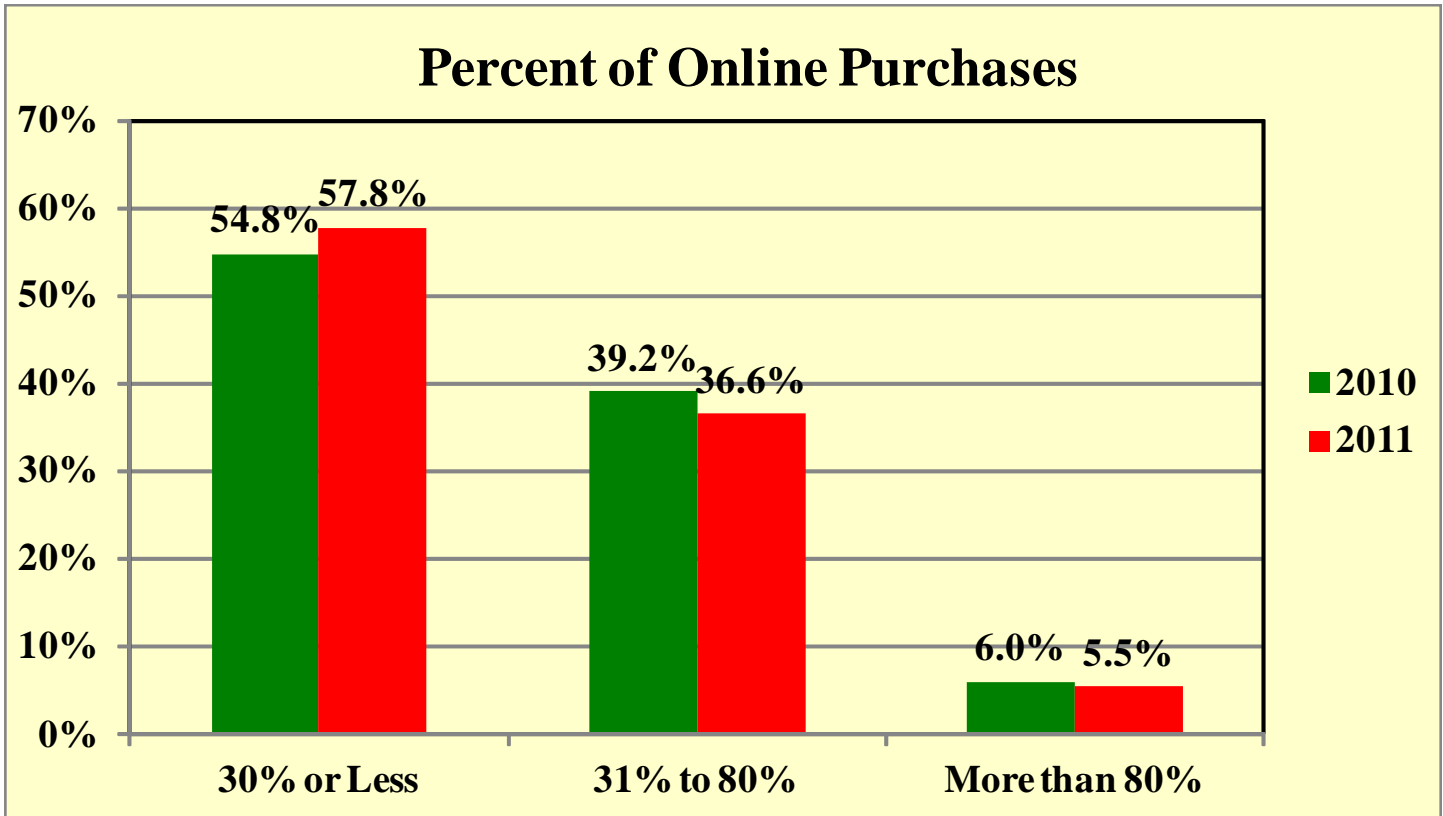
### *The Competition of Online Purchases*

Survey responses in 2011 are very consistent with those obtained in the 2010 survey. The majority of holiday shoppers buy 30% or less of their purchases online. This category is shrinking while categories of greater online buying continue to grow. For example, the 30% or less component decrease to 54.8% from 57.8% last year. The 31% to 80% component grew from 36.6% to 39.2% while the 81% and above segment remained fairly stable at 6.0% versus 5.5%.

The results support the idea that local “brick and mortar” retailers are losing sales to online purchases. However, the shift is slow and subtle. As indicated previously, some of the online purchases will be with local merchants from their websites. Thus, not all of online purchases will lead to decreased local sales nor will the online purchases necessarily send money out of the local economy.

### *Concluding Comments*

The results of the 3rd Annual Holiday Spending Survey indicate that an upward trend in retail sales in El Paso County will continue through this holiday season. Overall, some people are planning to spend more for gifts and holiday purchases this year. However, this is about 50% less than last year. Additionally, a larger number of respondents are planning “about the same” as last year. Planned online purchases appear to be character-

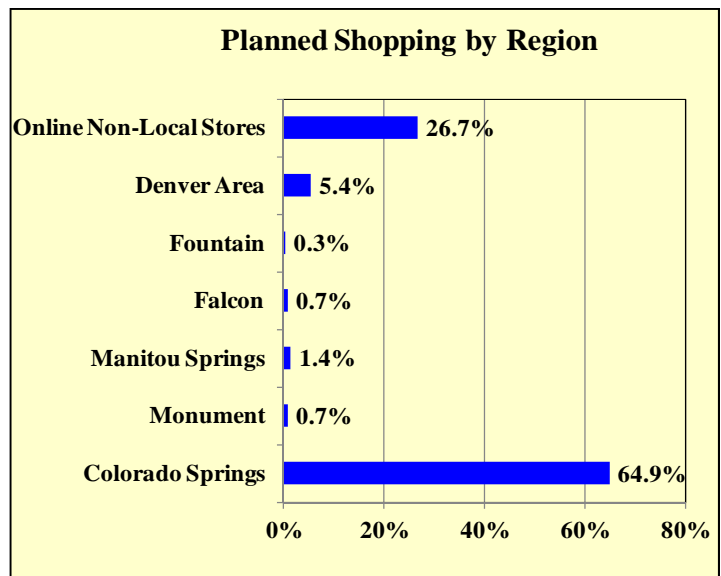
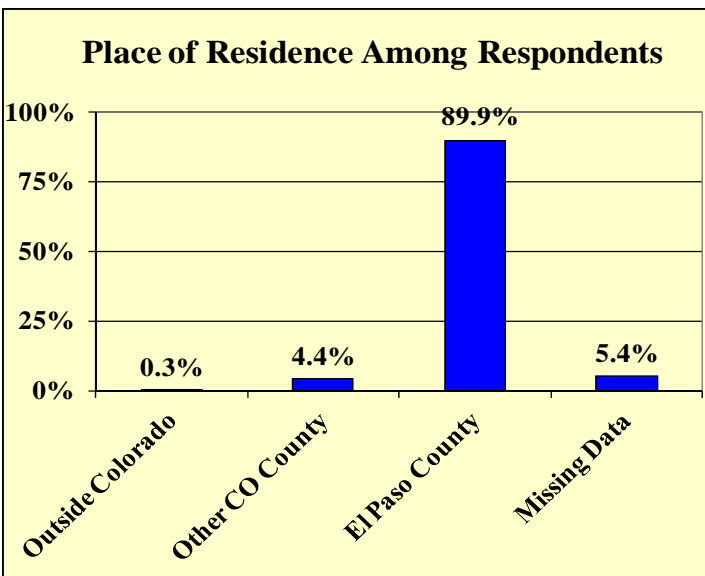
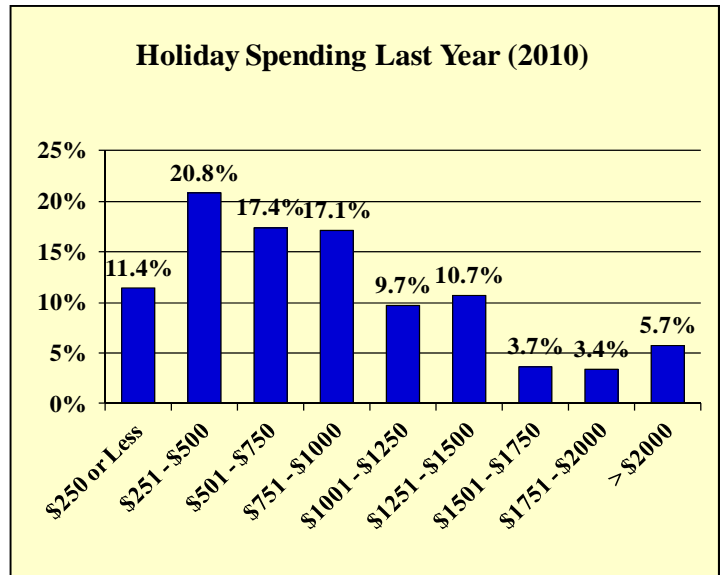
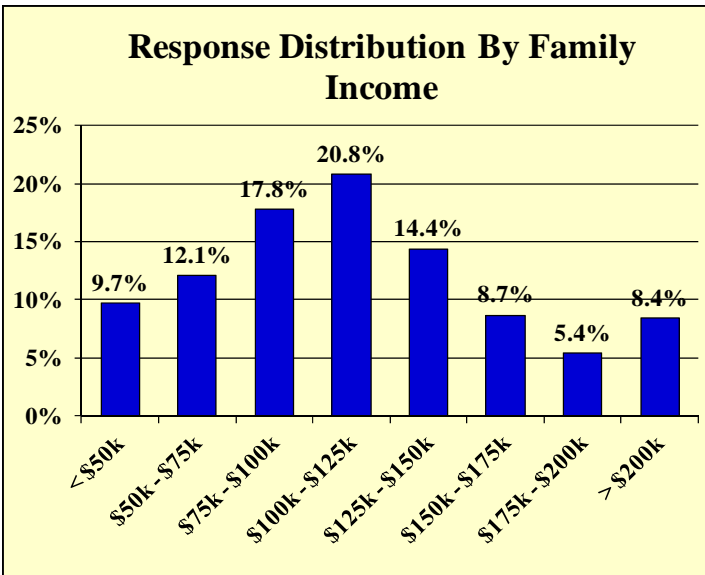
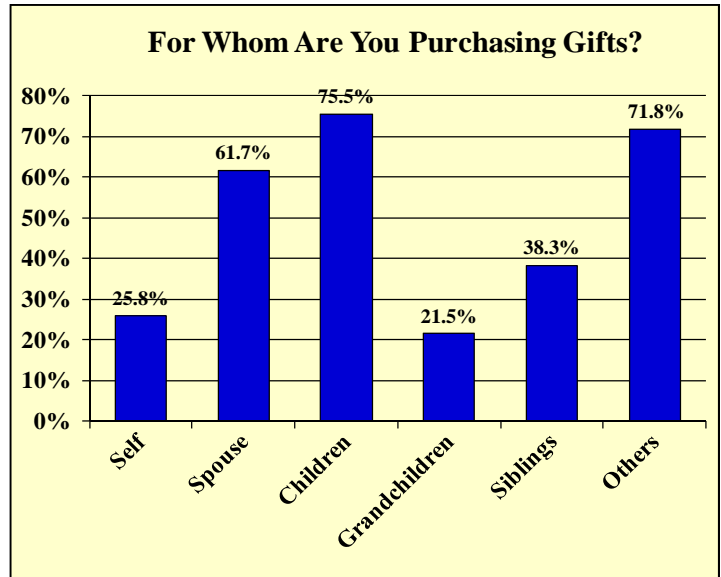
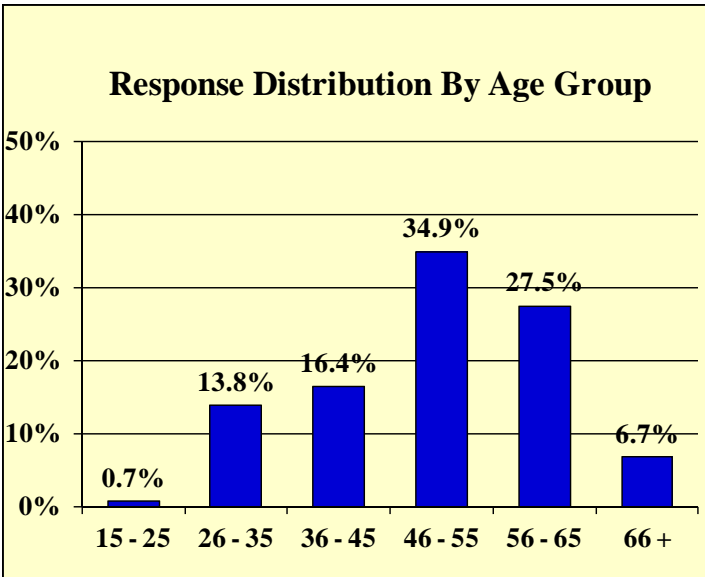


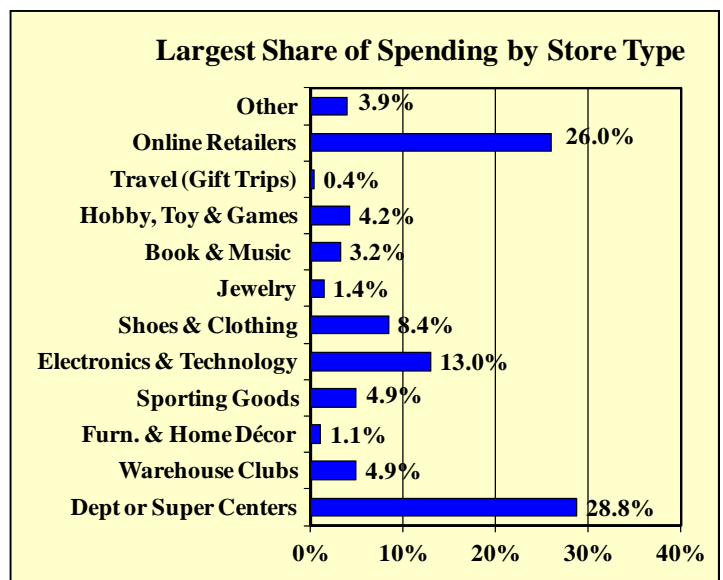
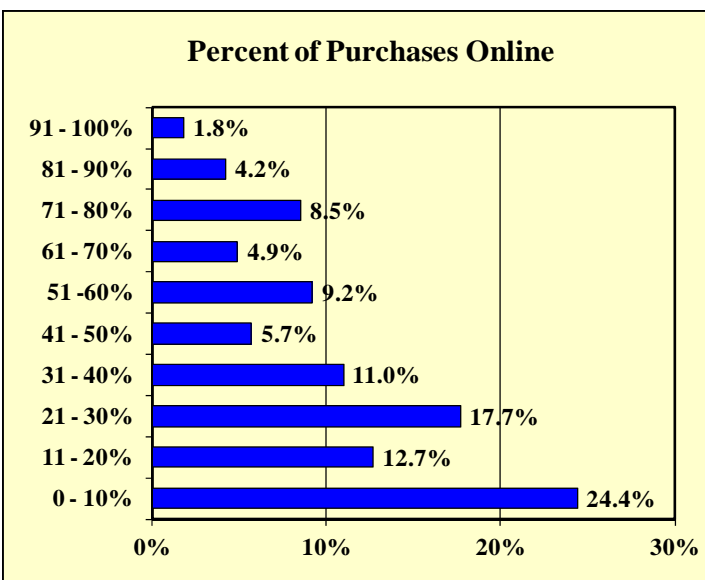
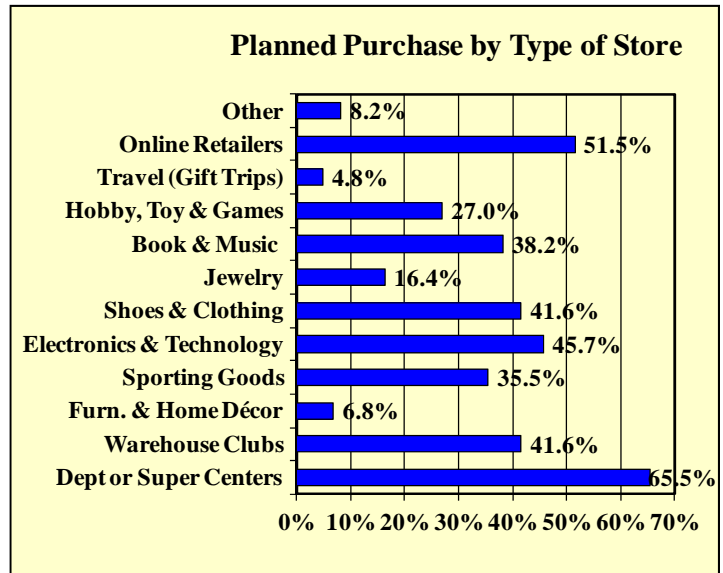
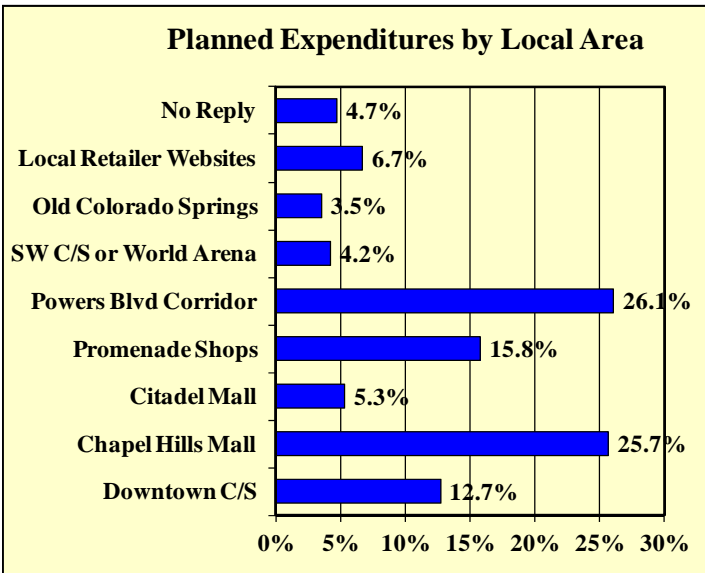
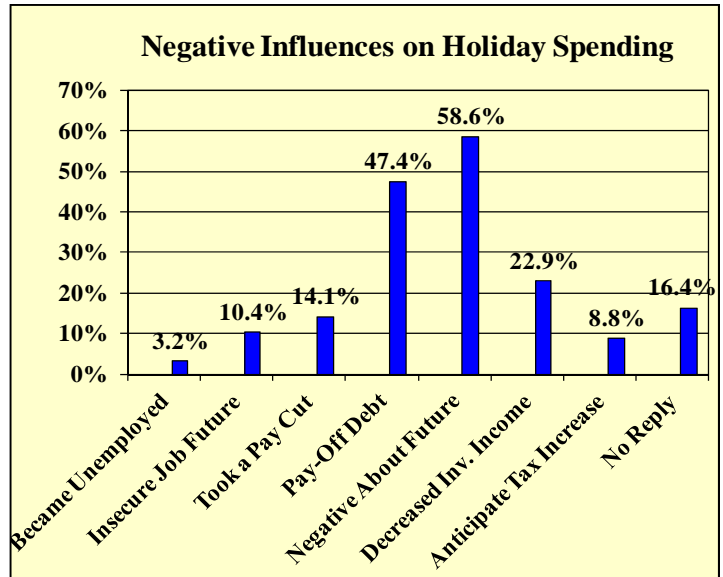
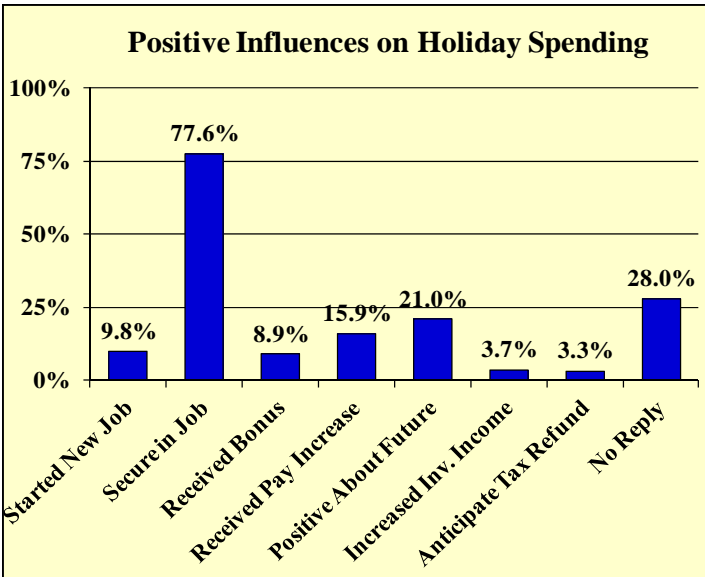
ized by a subtle shift toward increased purchases.

Respondents indicated they are more secure in their employment, but less certain about their future. More reported they rejoined the workforce recently. Fewer respondents are focusing on paying off debt. Holiday retail sales in 2011 are expected to be slightly higher than in 2010. Compared to 2009, this is a positive development but it is not as robust as was expected in 2010.

With national concerns focused on slipping back into a recession, the potential of a small increase in retail sales should be welcome news for retailers and local governments that depend on sales tax revenues.

<sup>1</sup>A Study sponsored by the Southern Colorado Economic Forum, BiggsKofford, and the College of Business & Administration, University of Colorado at Colorado Springs.







Selected Economic Indicators													
<b>National Quarterly Data</b>			2010 Q4			2011 Q1			2011 Q2			2011 Q3	Change vs. Yr Ago
Ttl Loans/Lease Charge-off Rate %			2.25			1.97			1.68			na	-1.18
Loan Delinquency Rate %			6.33			6.17			5.97			na	-1.28
Benefit Costs SA 2005=100			112.2			113.5			115.3			na	4.40
Compensation Costs SA 2005=100			112.7			113.3			114.2			na	2.60
Retail Sales SA (billions)			1,052			965			1,061			na	82.13
e-Sales SA (billions)			53.2			43.7			44.2			na	6.50
e-Sales as % of Retail Sales SA			5.1%			4.5%			4.2%			na	0.00
GDP Real % Growth SA			2.3%			0.4%			1.3%			na	-0.03
Consumer Debt to Disposable Inc			11.6%			11.2%			11.1%			na	-0.01
<b>National Monthly Data</b>	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Change vs. Yr Ago
Capacity Utilization SA	75.7	75.8	76.8	76.9	76.5	77.0	76.6	76.7	76.6	77.4	77.3	77.4	1.70
Car & Lt Trk Sales Millions SA	12.1	12.2	12.5	12.6	13.2	13.0	13.1	11.7	11.5	12.2	12.1	13.0	1.27
Cons Sent (1966=100) SA	68.6	72.1	72.8	71.5	76.8	70.1	70.1	72.7	70.2	62.7	55.6	60.4	-6.4
CPI-U 1982-84=100 SA	219.0	219.2	220.2	221.1	222.3	223.5	224.4	224.8	224.3	225.4	226.3	227.0	3.9%
Federal Funds Rate (Effective)	0.19%	0.19%	0.18%	0.17%	0.16%	0.14%	0.10%	0.09%	0.09%	0.07%	0.10%	0.08%	-0.1%
Gasoline Price per Gal. of Regular	2.80	2.86	2.99	3.10	3.21	3.56	3.80	3.91	3.68	3.65	3.64	3.61	\$0.91
Ind Production (1997=100) SA	91.1	91.4	92.6	92.8	92.5	93.1	92.7	93.0	93.0	94.0	94.0	94.2	2.9
Inventory/Sales Ratio SA	1.29	1.28	1.28	1.26	1.27	1.25	1.27	1.28	1.28	1.28	1.28	na	-0.01
Mtg Rate, 30 Yr Conventional NSA	4.23%	4.30%	4.71%	4.76%	4.95%	4.84%	4.84%	4.64%	4.51%	4.55%	4.27%	4.11%	-0.2%
Prime Rate (%) NSA	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	0.0
Purch Mgr Index SA	56.90	58.20	58.50	60.80	61.40	61.20	60.40	53.50	55.30	50.90	50.60	51.60	-3.7
Real Rtl/Food Svc Sales SA (billions)	169.61	170.66	170.91	171.56	172.78	173.14	172.75	172.38	173.11	172.98	172.82	174.25	6.5
S&P500	1,183	1,181	1,258	1,286	1,327	1,326	1,364	1,345	1,321	1,292	1,219	1,131	-9.8
Tech Index SA - Mar 2001 = 100	108.2	112.2	114.1	110.7	111.6	107.0	106.4	106.9	107.5	104.5	105.0	na	-10.2
Trade Weighted Dollar	72.3	72.8	73.8	72.9	72.0	70.8	69.6	69.7	69.6	69.1	69.1	71.1	-3.9
West Texas Oil Spot Price NSA	81.9	84.1	89.0	89.4	89.6	102.9	110.0	101.3	96.3	97.2	86.3	85.6	10.3
<b>Colorado Data</b>	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Change vs. Yr Ago
Denver-Boulder CPI SA (est for June)	-	-	213.92	-	-	-	-	-	219.26	-	-	-	3.2%
Kansas City Fed Mfg Index	133.9	148.2	160.3	154.6	178.7	191.9	173.4	139.2	151.2	136.6	129.0	135.4	3.8
Labor Force NSA (000's)	2,682	2,673	2,656	2,662	2,671	2,673	2,671	2,668	2,689	2,703	2,700	2,710	15.0
Labor Force SA (000's)	2,673	2,670	2,668	2,671	2,678	2,686	2,692	2,692	2,682	2,675	2,673	2,681	5.6
Employment NSA (000's)	2,673	2,670	2,668	2,399	2,411	2,425	2,449	2,441	2,453	2,471	2,476	2,503	-172.3
Employment SA (000's)	2,455	2,435	2,424	2,427	2,430	2,440	2,454	2,459	2,453	2,448	2,445	2,459	-10.0
Unemployment Rate NSA	8.4%	8.9%	8.7%	9.9%	9.7%	9.3%	8.3%	8.5%	8.8%	8.6%	8.3%	7.6%	-0.8%
Unemployment Rate SA	8.9%	8.9%	8.9%	9.1%	9.3%	9.2%	8.8%	8.7%	8.5%	8.5%	8.5%	8.3%	-0.5%
<b>Colorado Springs Data</b>	Oct-10	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Change vs. Yr Ago
Business Conditions Index SA	98.85	102.81	104.55	101.27	100.29	104.16	103.56	100.78	101.61	98.62	101.57	102.23	5.5
Co Spgs Airport Boardings SA	78,307	70,444	67,188	61,151	54,971	67,587	65,850	74,089	77,986	81,045	76,956	73,000	-2,704
Foreclosures SA	390	467	358	456	291	253	250	267	275	254	317	306	-89
New Car Registrations SA	1,224	1,344	1,429	1,325	1,374	1,558	1,411	1,443	1,459	1,044	1,767	1,330	140
Sales & Use Tax (000's) SA	9,831	9,729	10,023	10,005	9,683	9,490	10,230	10,437	10,098	10,028	10,989	10,034	93
Single Family & TH Permits SA	120	144	140	115	89	125	127	109	121	137	123	155	56
Labor Force NSA (000's)	296.1	295.0	292.2	294.8	295.2	294.6	294.0	292.2	294.8	295.9	294.0	296.9	-1.6
Employment NSA (000's)	268.9	266.8	264.8	263.4	264.3	264.9	267.3	265.1	265.8	267.3	266.6	271.3	0.2
Unemployment Rate NSA	9.2%	9.6%	9.4%	10.6%	10.5%	10.1%	9.1%	9.3%	9.9%	9.7%	9.3%	8.6%	-0.6%
Unemployment Rate SA	9.9%	10.0%	9.6%	9.7%	9.7%	9.4%	9.3%	9.5%	9.5%	9.5%	9.5%	9.2%	-0.6%



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