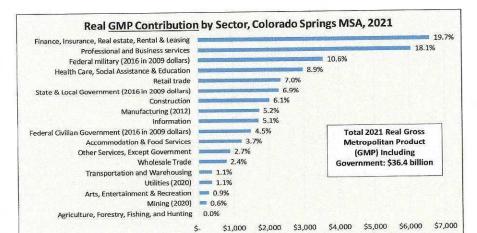
LOCAL LABOR MARKET (PAGE 4)

Top Job Openings, Colorado Springs MSA October 2023

<u>Top Job Titles</u>	# of Job Postings	Median Advertised Salary	
Registered Nurses (L)	976	\$87,808	
Retail Salespersons (M)	624	\$32,896	
Software Developers (L)	572	\$123,904	
1st-Line Supervisors, Retail Sales (L)	398	\$43,648	
Computer Sys Engineers/Architects (L)	393	\$125,184	
Sales Reps, Wholesale & Mfg (M)	341	\$60,288	
Customer Service Reps (M)	306	\$37,504	
Maintenance & Repair Workers (M)	277	\$46,208	
Fast Food & Counter Workers (H)	274	\$32,640	
Food Service Managers (H)	258	\$52,480	

Colorado Springs MSA, October 2023 TOTAL Job Openings: 18,728 TOTAL Unemployed: 12,686 Workers Available per Job Opening: 0.68

Risk of Automation: L = Low; M = Medium; H = High Sources: The Conference Board®-Lightcast® Help Wanted OnLine® via Pikes Peak Workforce Center; CO Dept. of Labor & Employment



Manufacturing data last disclosed in 2012. Utilities and Mining data last disclosed in 2020. Government data is no longer released by sector so data shown is for 2016 in 2009 dollars. GMP (local) data lags by approximately 23 months. GMP is the same as GDP for the nation but at the local level. Source: U.S. Bureau of Economic Analysis

Millions of dollars (inflation-adjusted to 2012)

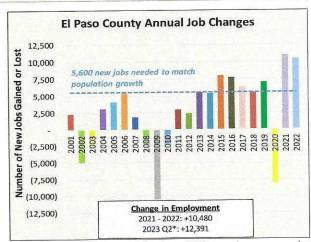
	Grad & Earni	Median Earnings
School District		
Harrison D2	79.9%	\$38,307
Lewis-Palmer D38	95.1%	\$79,865
Colorado	81.7%	\$57,524

2022 Federal Poverty Level (FPL)		
	El Paso County	U.S.
% people at FPL or below	8.3%	12.6%

	Wage/Hr	Annualized
Minimum wage salary for full-time worker	\$13.65	\$28,392
Living wage: HHs with 1 adult, 2 children	\$49.16	\$102,253
Living wage: HHs with 2 adults (1 working), 2 children	\$41.02	\$85,322
Living wage: HHs with 2 adults* (2 working), 2 children	\$26.74	\$55,619

\$6,000

	El Paso County Quarterly Employees in Top 12 Sect	ois .
55,000		Health & Social Assist
52,500		
50,000		-Retail Trade
47,500		
45,000		Accom & Food
42,500		
40,000		Education
37,500		
35,000		Prof & Tech Svcs
32,500		—Admin & Waste Services
30,000		Admin & Waste Services
27,500		Construction
25,000	- Y	
22,500	V	—Public Admin
20,000		
17,500		Manufacturing
15,000		Finance & Insurance
12,500		
10,000		-Other
7,500		
5,000		-Transport & Warehouse
2,500 + 2017 CA	gree greet	
	Top Growing Industries from 2017 Q1 to 2023 Q1	
	Transport & Warehouse: +110.4%	
	Prof & Tech Services: +40.3% Health & Social Assist: +24.9%	
	Public Administration: +12.8%	
	Construction: +12.4%	



*Quarterly data reflects new jobs above 2022 annual average number

An estimated 5,600 new jobs are needed based upon population growth and age composition. This QCEW data lags up to three quarters and includes public and private employment, but not militaryrelated employees.

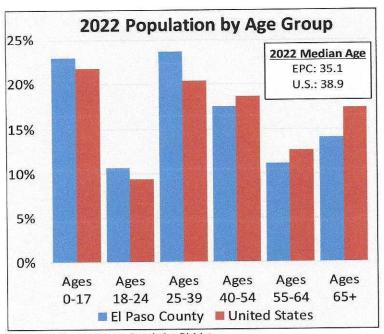
Sources: U.S. Bureau of Labor Statistics and Colorado Dept. of Labor & Employment, Quarterly Census of Employment and Wages (QCEW)

El F 9.5%	2 Average Annu for All Industric Paso County wage 6 Jower than U.S.	es are wages
U.S.	.4% lower than Co Colorado	El Paso County
\$69,264	\$74,152	\$62,712
2023 Q2 El Paso Employment (e		306,744
Employment (excluding military) *Estimated military employment in 2021 (and % of total 2021 EPC who are military).		61,489 (17.4%)

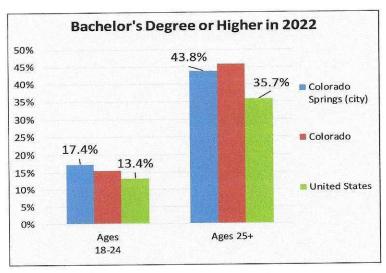
*QCEW data does not include military-related employees. Military employment includes USAFA, Schriever, Fort Carson, Peterson & Cheyenne Mountain. Data from the installations is delayed so this is still 2021 employment. Sources: U.S. Bureau of Labor Statistics and Colorado Department of Labor and Employment, QCEW; Local military installations; U.S. Census Bureau, American Community

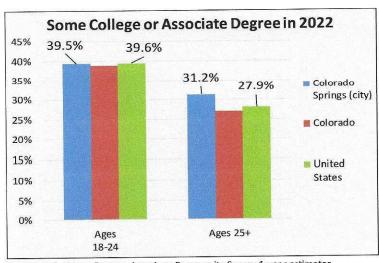
Survey 1-year estimates; U.S. Department of Health & Human Services; MIT Living Wage Calculator

DEMOGRAPHICS (PAGE 5)



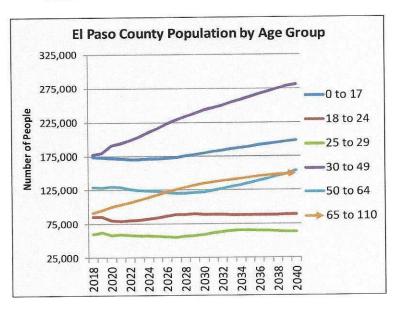
Source: U.S. Census Bureau, Population Division

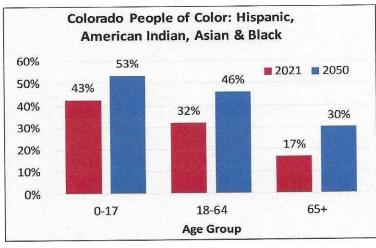


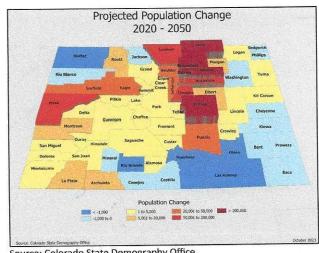


Source: U.S. Census Bureau, American Community Survey 1-year estimates

Population Estimates			
	2022	2050	
El Paso County	740,552	1,008,489	
Colorado	5,838,736	7,491,886	

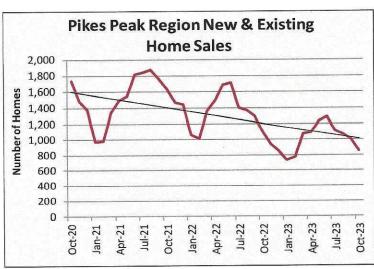




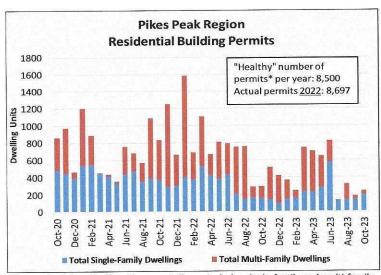


Source: Colorado State Demography Office

REAL ESTATE (PAGE 6)



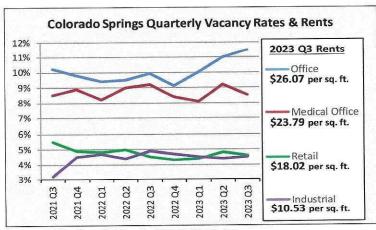
Source: Pikes Peak REALTOR® Services Corp.



*The methodology for "healthy permits" now includes single-family and multi-family dwellings needed if we incorporate both population growth and the existing shortage of housing between 2023 and 2028. These calculations by Data-Driven Economic Strategies incorporate research by Common Sense Institute and input from the Colorado State Demography Office.

The National Association of REALTORS® has calculated that the U.S. has underbuilt roughly 6.5 million homes since the Great Recession.

Source: Pikes Peak Regional Building Department



Sources: CoStar Group™; Olive Real Estate Group, Inc.

Median Existing Single-Family Home Price 2023 Q3				
Location	Colorado Springs	Denver	Boise	United States
Price	\$466,300	\$673,000	\$485,900	\$406,900
1-year % Change	0.9% increase	1.1% increase	0.4% increase	2.2% increase
MSA Rank	45	17	36	n/a

Sources: National Association of REALTORS®

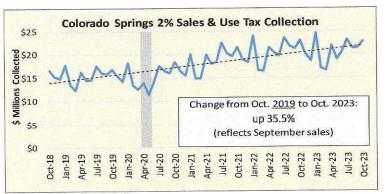


*Most recent Pueblo data is not available so Pueblo HOI above is still 2022 Q3. Notes: The Housing Opportunity Index (HOI) is defined as the share of homes sold in that area that are affordable to a family earning the local median income, based on standard mortgage underwriting criteria. It includes new and existing homes. Sources: National Association of Home Builders; Wells Fargo

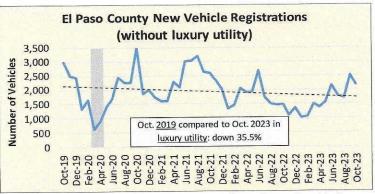
Apartment Rental Information			
	Colorado Springs	Denver	Salt Lake City
Market Conditions 2023 Q2	<u>Soft</u>	Slighlty Soft	<u>Soft</u>
Vacancy Rate 2022 Q2	7.8%	7.4%	6.5%
Vacancy Rate 2023 Q2	<u>13.6%</u>	<u>8.9%</u>	<u>10.2%</u>
Average Rent 2022 Q2	\$1,490	\$1,844	\$1,603
Average Rent 2023 Q2	<u>\$1,479</u>	\$1,879	\$1,582

Source: U.S. Department of Housing & Urban Development (HUD), U.S. Market Conditions report

TAXATION, VEHICLE SALES, AIR QUALITY, AND TOURISM (PAGE 7)



Source: City of Colorado Springs

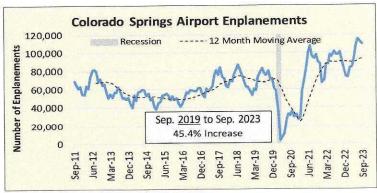


Note: Luxury utility categories (all terrain, camper trailer, trailer coach and trailer utility) are not included in graph line above, but % change in this category is noted in the text box

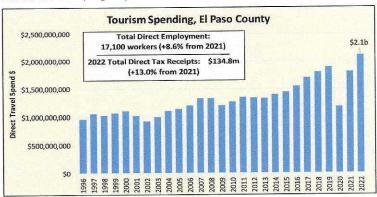
Source: Colorado Interactive LLC

	Colorado Springs*	U.S. Standard
Carbon Monoxide (CO) Concentration (ppm)	0.9	9.0
Particulate Matter (µg/m³)	4.50	12.00
Ozone (ppm) at USAFA	0.74	0.70
Ozone (ppm) at Manitou Springs	0.74.	0.70
Sulfur Dioxide (SO ₂) (ppb)	5.4	75.0

Source: Colorado Department of Public Health & Environment



Source: Colorado Springs Airport



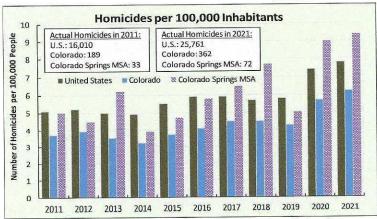
Note: Direct travel includes day and overnight visitors. Source: Colorado Tourism Office

Hotel Occupancy Rate October 2023				
Colorado Springs Denver Colorado				
68.3%	75.1%	69.5%		

Hotel RevPAR* October 2023			
Colorado Springs	Denver	Colorado	
\$87.68	\$127.98	\$118.86	

*RevPAR measures hotel revenue by taking the average room rate times hotel occupancy. Source: Colorado Hotel & Lodging Assoc., Rocky Mountain Lodging Report

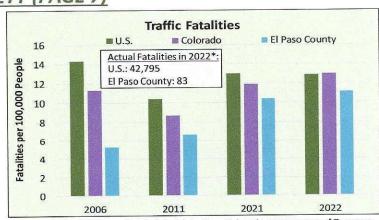
CRIME & SAFETY (PAGE 7)



Source: United States Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Health Statistics, Underlying Cause of Death on CDC WONDER online Database.

2021 Mortality Rates due to Homicide per 100,000 Population					
Canada	Germany	Italy	Japan	United States	
2.1	0.8	0.5	0.2	6.8	

Source: UN Office on Drug and Crime's International Homicide Statistics database through The World Bank and World Population Review



Sources: National Highway Safety Administration; Colorado Department of Transportation; World Bank; U.S. Census Bureau; Colorado State Demography Offices; Data-Driven Economic Strategies

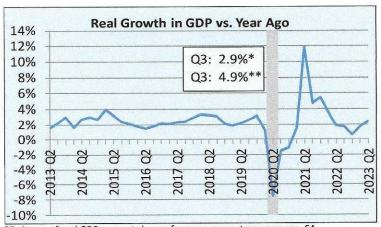
Note: "Each year when Crime in the United States is published, some entities use reported figures to compile rankings of cities and counties. These rough rankings provide no insight into the numerous variables that mold crime in a particular town, city, county, state, or region. Consequenty, they lead to simplistic and/ or incomplete analyses that often create misleading perceptions adversely affecting communities and their residents. Valid assessments are possible only with careful study and analysis of the range of unique conditions affecting each local law enforcement jurisdiction. The data user is, therefore, coutioned against comparing statistical data of individual reporting units from cities, metropolitan areas, states, or colleges or universities solely on the basis of their population coverage or student enrollment."

r student enrollment.	
Federal Bureau of Investigation	Reti

Sworn Police Officers Per 10,000 Inhabitants in 2022				
15.0				
7.1				
21.2				

Sources: Federal Bureau of Investigation, Uniform Crime Report; U.S. Census Bureau, Population Division

MACROECONOMIC "BIG PICTURE" (PAGE 3)



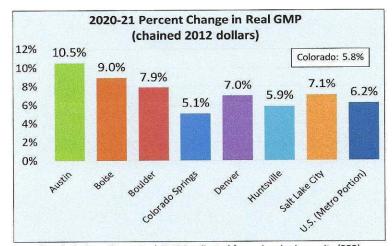
*Estimate of real GDP percent change from same quarter a year ago, SA **If quarterly changes were annualized over the year.

Source: U.S. Bureau of Economic Analysis

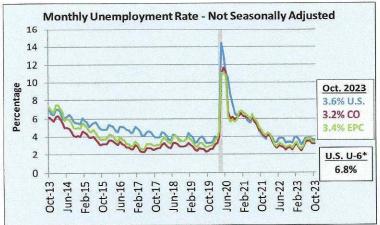
Forecasts for U.S. Real GDP and Unemployment (SA)						
	2021 Actual	2022 Actual	2023 Forecast	2024 Forecast		
Real GDP Growth	5.8%	1.9%	2.2%	0.8%		
Unemployment Rate	5.4%	3.7%	3.7%	4.0%		

Forecasts by Data-Driven Economic Strategies with input from the Conference Board, Wells Fargo, Colorado Department of Labor & Employment, Colorado-based Business & Economic Research, and other anecdotal resources.

Sources: U.S. Bureau of Economic Analysis; U.S. Bureau of Labor Statistics



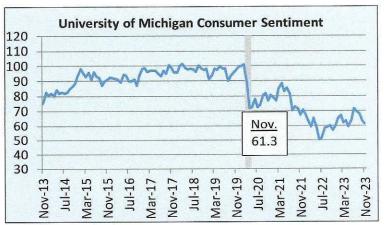
Note: Data includes military. Real GMP is adjusted for regional price parity (RPP). This regional data lags ~23 months. Source: U.S. Bureau of Economic Analysis



Note: Data not seasonally adjusted (NSA) to enable comparisons with counties.

*U-6 includes unemployed, those marginally attached to the labor force, plus those employed part time who would prefer full-time work.

Sources: U.S. Bureau of Labor Statistics; CO Dept. of Labor & Employment



Source: University of Michigan

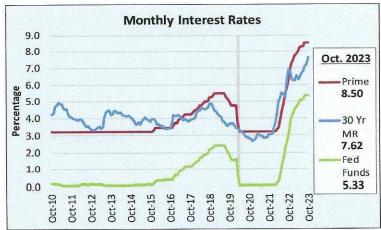


Source: U.S. Bureau of Labor Statistics; Job openings data lags.

U.S. Consumer Price Index - October 2023				
	All items	Less food & energy		
Change from September to October 2023 (SA)	0.0%	0.2%		
Last 12-months (NSA)	3.2%	4.0%		

The 2023 Q2 cost of living in the **Colorado Springs MSA** was **107.2%** the U.S. according to C2ER data provided by the CS Chamber & EDC.

Source: U.S. Bureau of Labor Statistics; all urban consumers (CPI-U)



Source: Board of Governors of the Federal Reserve System