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# MONTHLY KEY PERFORMANCE INDICATORS

FEBRUARY 2023

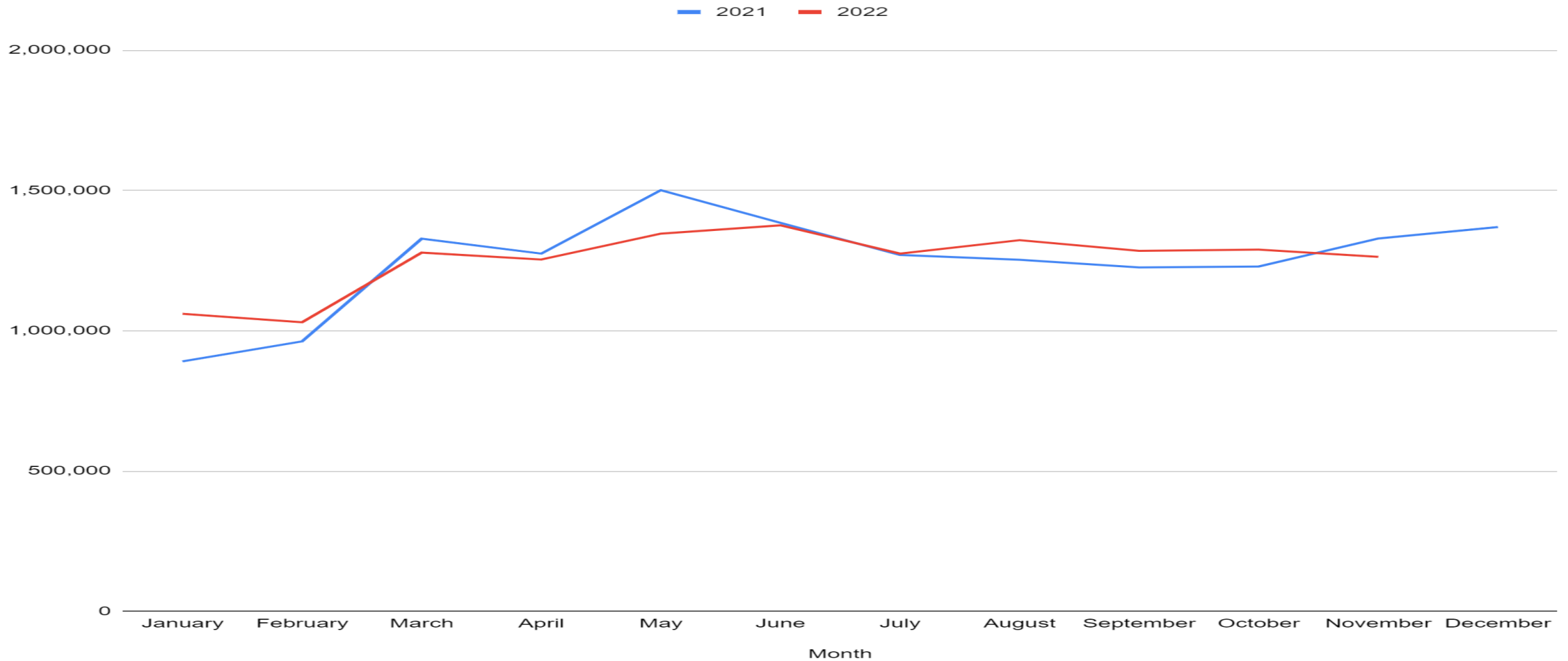


# MUNICIPAL SALES TAX TRADE AREA RATE COMPARISON

| <u>Municipality</u> | <u>November 2022</u> | <u>VS 2021</u> |
|---------------------|----------------------|----------------|
| ■ Downers Grove     | \$1,263,497          | -4.94%         |
| ■ Darien            | \$344,790            | 3.24%          |
| ■ Lisle             | \$479,949            | 12.27%         |
| ■ Lombard           | \$1,157,366          | 9.38%          |
| ■ Oak Brook         | \$1,439,420          | -0.03%         |
| ■ Oakbrook Terrace  | \$238,452            | 6.04%          |
| ■ Westmont          | \$998,529            | 10.08%         |
| ■ Woodridge         | \$561,895            | 10.49%         |

# MUNICIPAL SALES TAX

Sales Tax Revenue 2021-2022

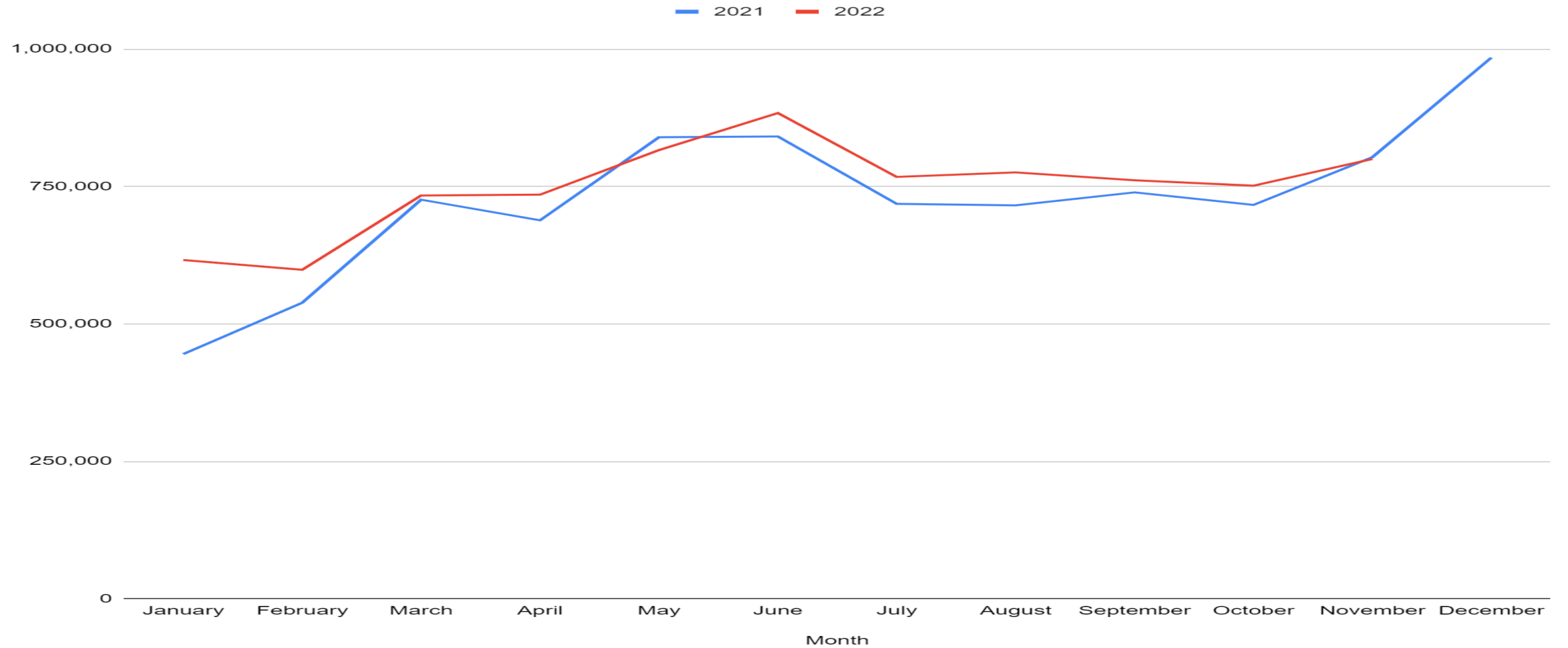


# HOME RULE/NON- HOME RULE SALES TAX TRADE AREA COMPARISON

| <u>Municipality</u> | <u>November 2022</u> | <u>VS 2021</u> |
|---------------------|----------------------|----------------|
| ■ Downers Grove     | \$800,071            | -0.4%          |
| ■ Darien            | \$249,140            | 3.42%          |
| ■ Lisle             | no tax collected     |                |
| ■ Lombard           | \$865,299            | 3.88%          |
| ■ Oak Brook         | \$580,095            | -0.65%         |
| ■ Oakbrook Terrace  | \$193,072            | 5.98%          |
| ■ Westmont          | \$204,143            | 15.20%         |
| ■ Woodridge         | \$321,043            | 6.83%          |

# HOME RULE SALES TAX

Home Rule Sales Tax Revenue 2021 - 2022

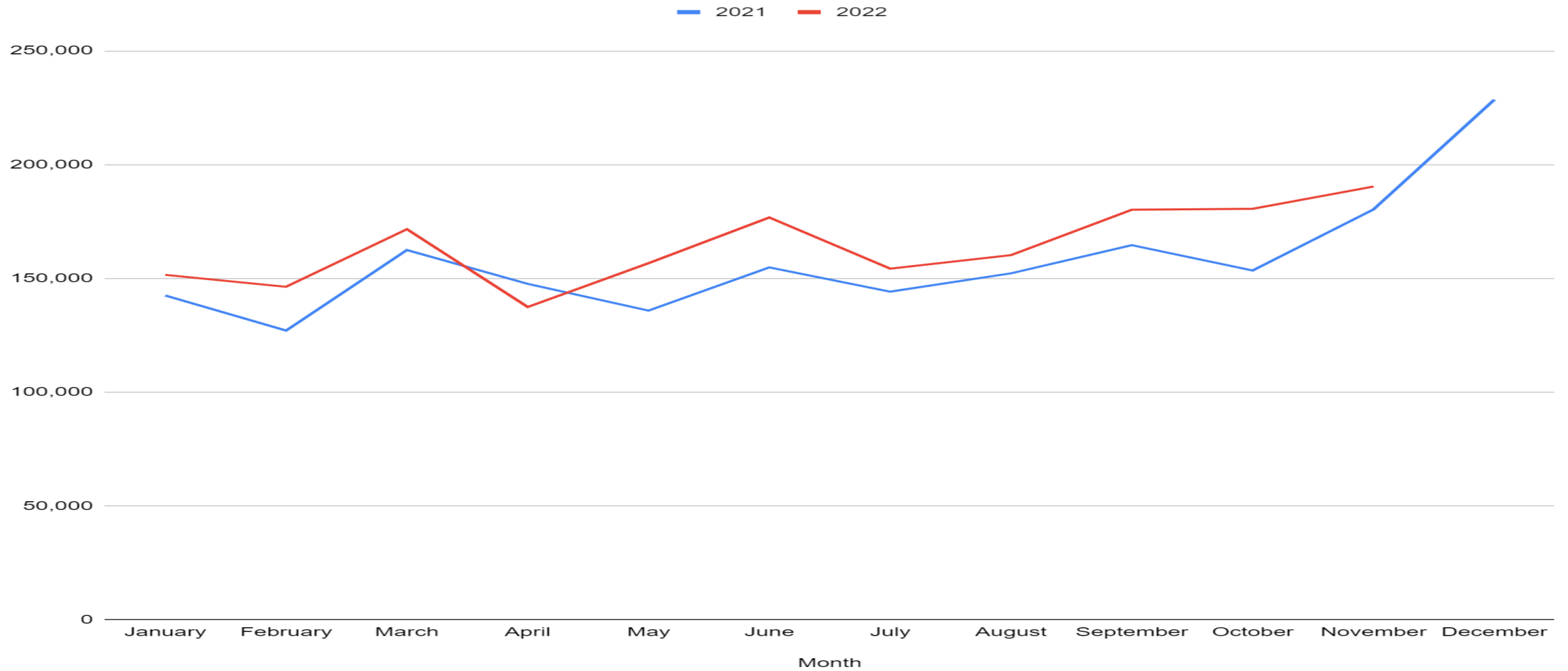


# LOCAL USE TAX

|                 | November 2022 | VS 2021 |
|-----------------|---------------|---------|
| ■ Downers Grove | \$190,378     | 5.59%   |

# LOCAL USE TAX

Local Use Tax Revenue 2021 - 2022



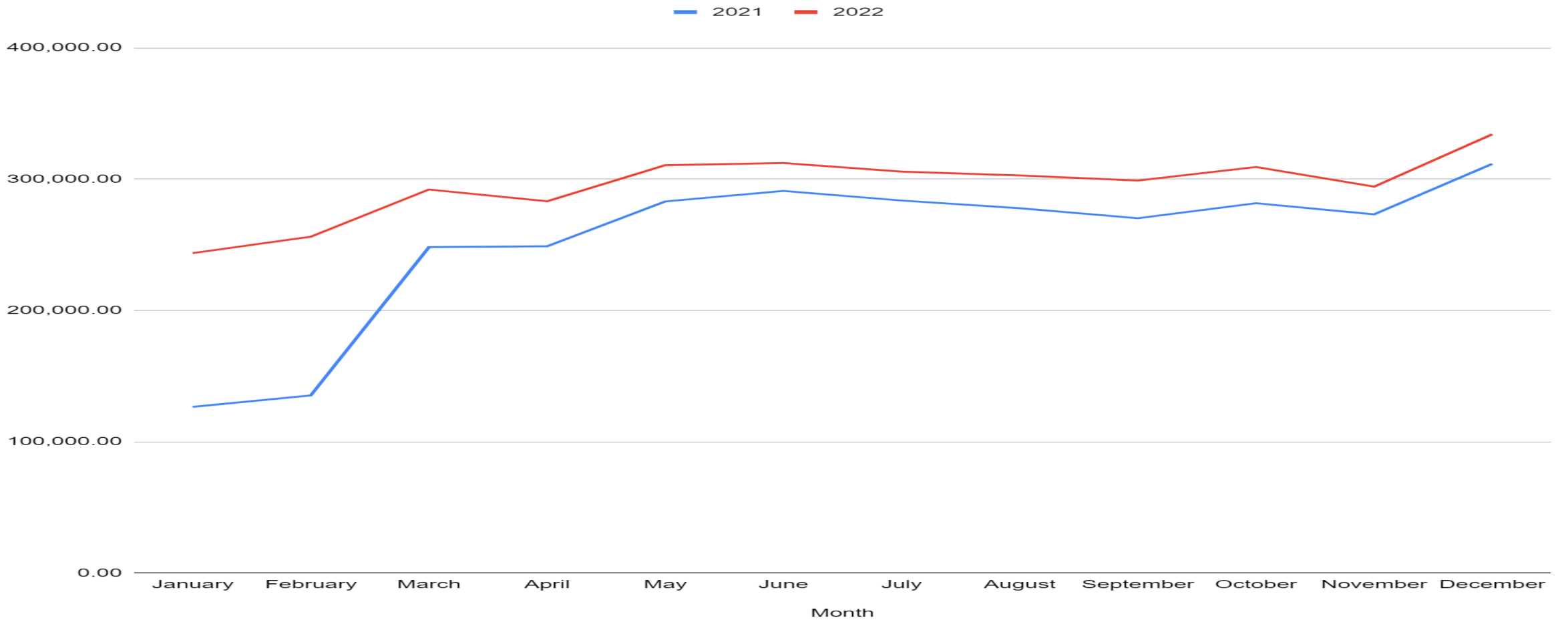
# FOOD AND BEVERAGE TAX

|                 | November 2022 | VS 2021 |
|-----------------|---------------|---------|
| ■ Downers Grove | \$334,183     | 7.2%    |



# FOOD & BEVERAGE TAX REVENUE

Food & Beverage Tax Revenue 2021 - 2022



# VISITORS

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November 18 – January 15

- Downtown 559,300 Visits +1.1% 2021
  - Unique Visitors 225,800 Visitors
  - Average Visits 2.5
  - Dwell Time 137 Minutes Average
  
- Source: Placer.AI

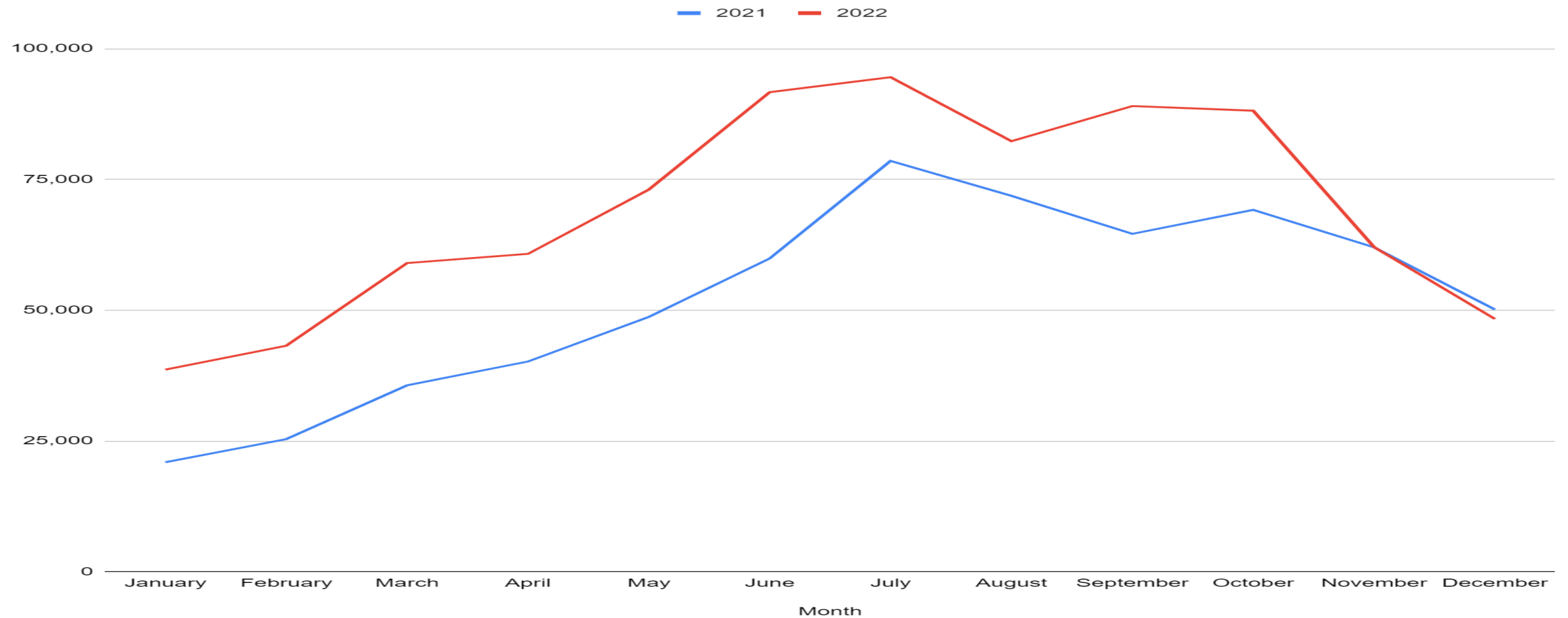
# HOTEL TAXES



|               |         |               |         |
|---------------|---------|---------------|---------|
| December 2022 | VS 2021 | Year End 2022 | VS 2021 |
| \$48,343      | -3.6%   | \$830,903     | 32.47%  |

# HOTEL TAXES

Hotel Tax Revenue 2021 - 2022



# UNEMPLOYMENT RATES



|               | November 2022 | October 2022 | November 2021 | Nov 2022 VS<br>Oct 2022 | Nov 2022 VS<br>Nov 2021 |
|---------------|---------------|--------------|---------------|-------------------------|-------------------------|
| DOWNERS GROVE | 3.1%          | 3.1%         | 2.7%          | 0%                      | 0.4%                    |
| DUPAGE COUNTY | 3.2%          | 3.1%         | 3.0%          | 0.1%                    | 0.2%                    |

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# QUARTERLY KEY PERFORMANCE INDICATORS



# COMMERCIAL OCCUPANCY RATES



## Downers Grove

**4<sup>th</sup> Quarter 2022**

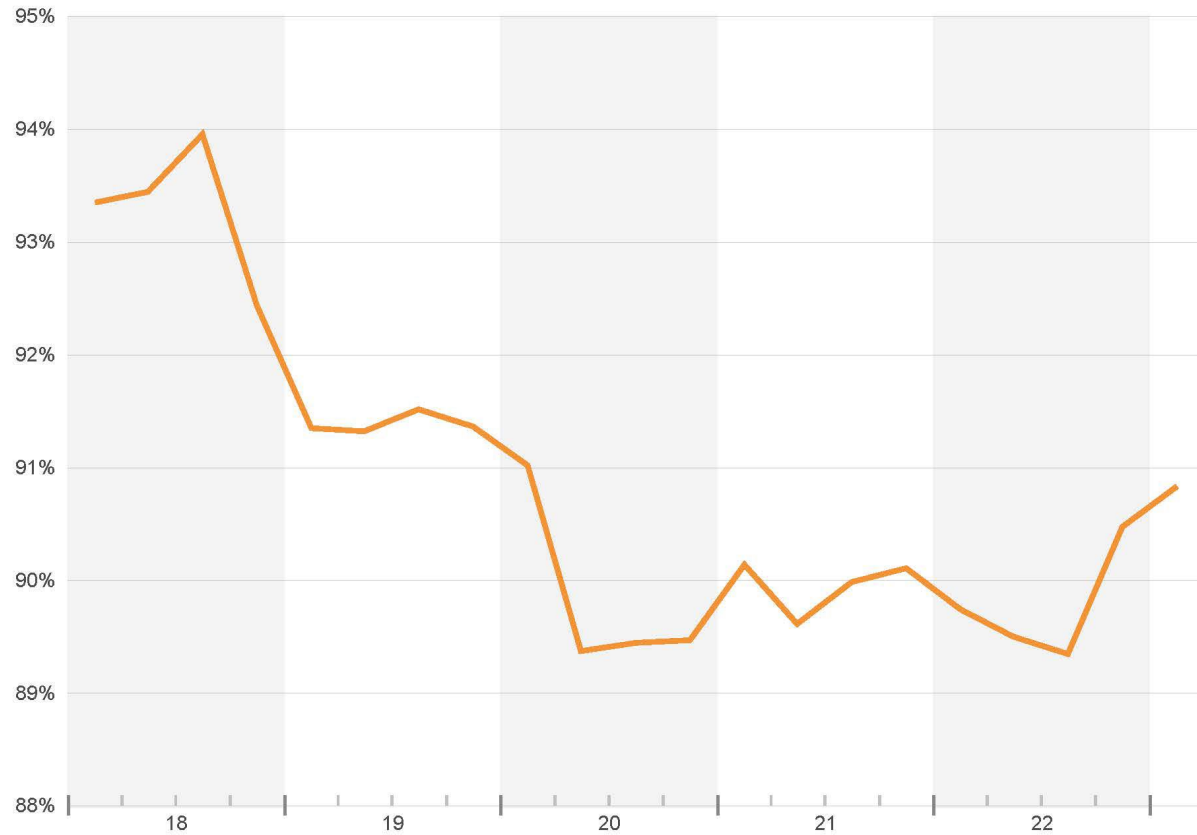
Occupancy Rate: 90.47%

## DuPage County

**4<sup>th</sup> Quarter 2022**

Occupancy Rate: 93.26%

Downers Grove  
Commercial Occupancy Rates



# COMMERCIAL OCCUPANCY RATES





# INDUSTRIAL VACANCY RATES



## Downers Grove

**4<sup>th</sup> Quarter 2022**

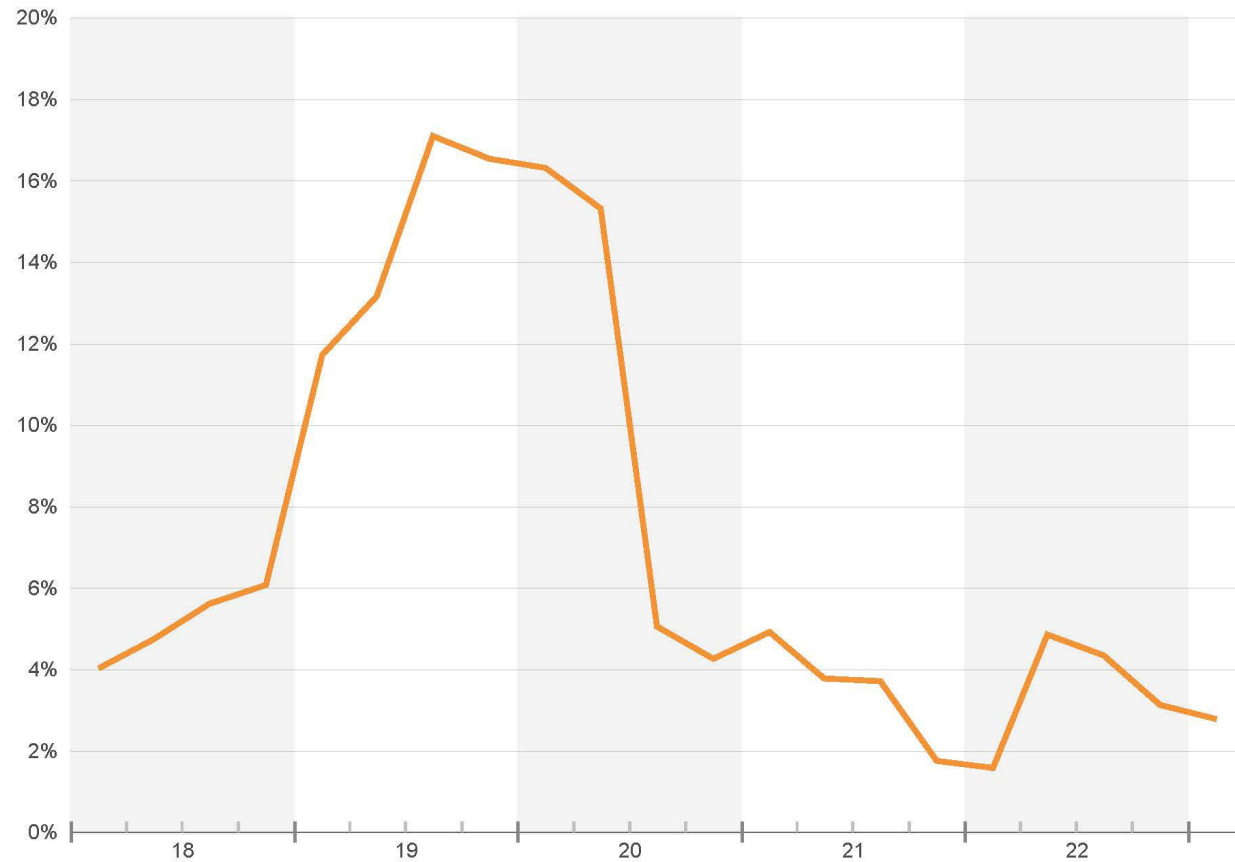
Vacancy Rate: 3.12%

## I-88 Submarket

**4<sup>th</sup> Quarter 2022**

Vacancy Rate: 4.1%

Downers Grove  
Industrial Direct Vacancy Rates



# INDUSTRIAL VACANCY RATES



# OFFICE VACANCY RATES



## Downers Grove

### 4<sup>th</sup> Quarter 2022

Office Vacancy Rate: 11.49%

Class A: 14.69%

Class B: 7.27%

Class C: 1.55%

## East West Corridor Office Submarket

### 4<sup>th</sup> Quarter 2022

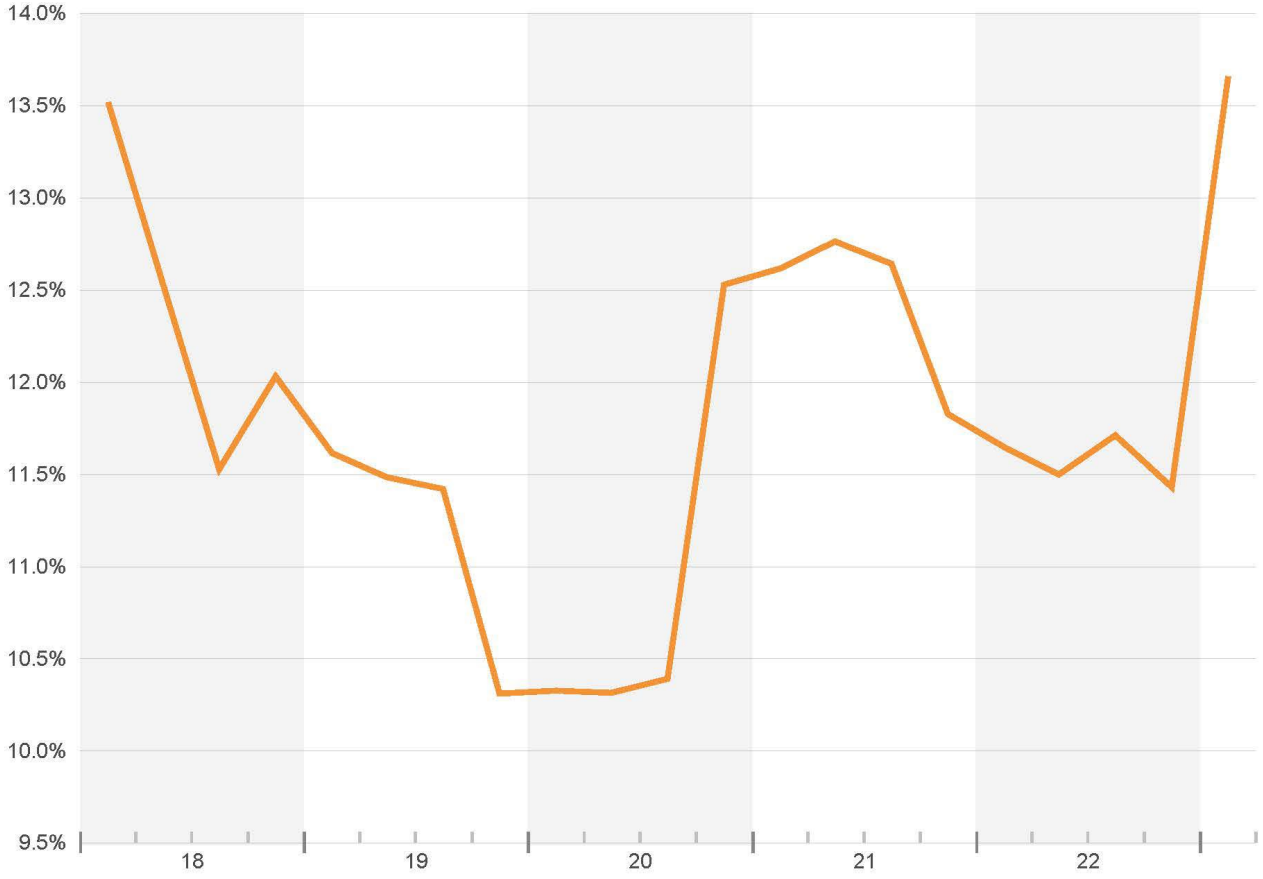
Office Vacancy Rate: 15.62%

Class A: 21.81%

Class B: 12.95%

Class C: 4.83%

Downers Grove  
Office Direct Vacancy Rates



# OFFICE VACANCY RATES



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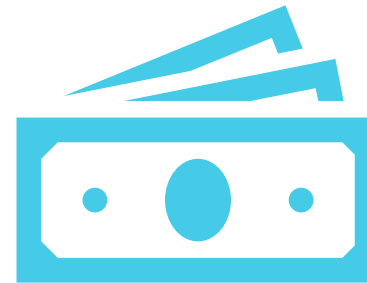
# ANNUAL KEY PERFORMANCE INDICATORS



# 2022 – PERMITTING PROJECTS



**53 Projects**



**\$20.7 in  
Construction Improvements**

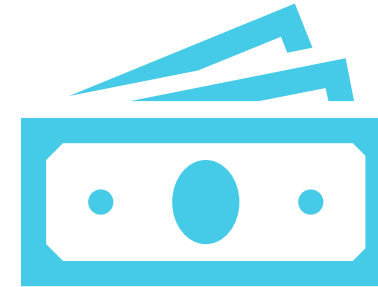
Permits Must Be Completed in Calendar Year, Not Year Issued:

- Commercial / Industrial Use

# 2022 PROJECTS



**11 Projects**



**\$51.7 in  
Capital Investment**

Projects are qualified when they meet 2 of the following 3 criteria:

- 25,000 SF of space occupied
- Creates at least 25 new jobs
- \$1,000,000 Private investment

# NUMBER OF PEOPLE EMPLOYED BY DOWNERS GROVE BUSINESSES



**47,043**  
in 2022

**5.3% over**  
**2021**

Source: Where  
Workers  
Work



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