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# MONTHLY KEY PERFORMANCE INDICATORS

MARCH 2023

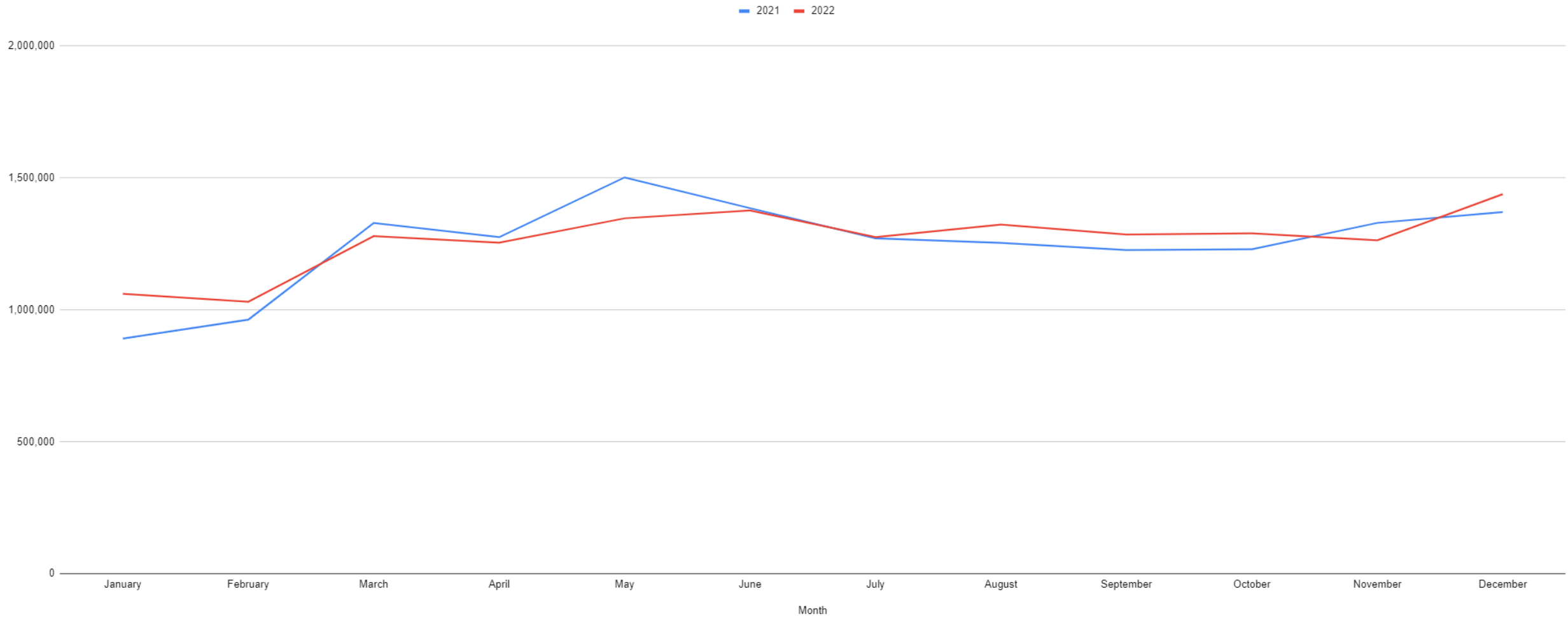


# MUNICIPAL SALES TAX TRADE AREA RATE COMPARISON

<u>Municipality</u>	<u>December 2022</u>	<u>VS 2021</u>
■ Downers Grove	<b>\$1,438,002</b>	<b>4.97%</b>
■ Darien	\$369,074	2.83%
■ Lisle	\$635,080	7.84%
■ Lombard	\$1,436,658	8.63%
■ Oak Brook	\$2,265,278	-5.13%
■ Oakbrook Terrace	\$272,105	14.56%
■ Westmont	\$1,198,249	0.64%
■ Woodridge	\$607,497	0.10%

# MUNICIPAL SALES TAX

Sales Tax Revenue 2021-2022

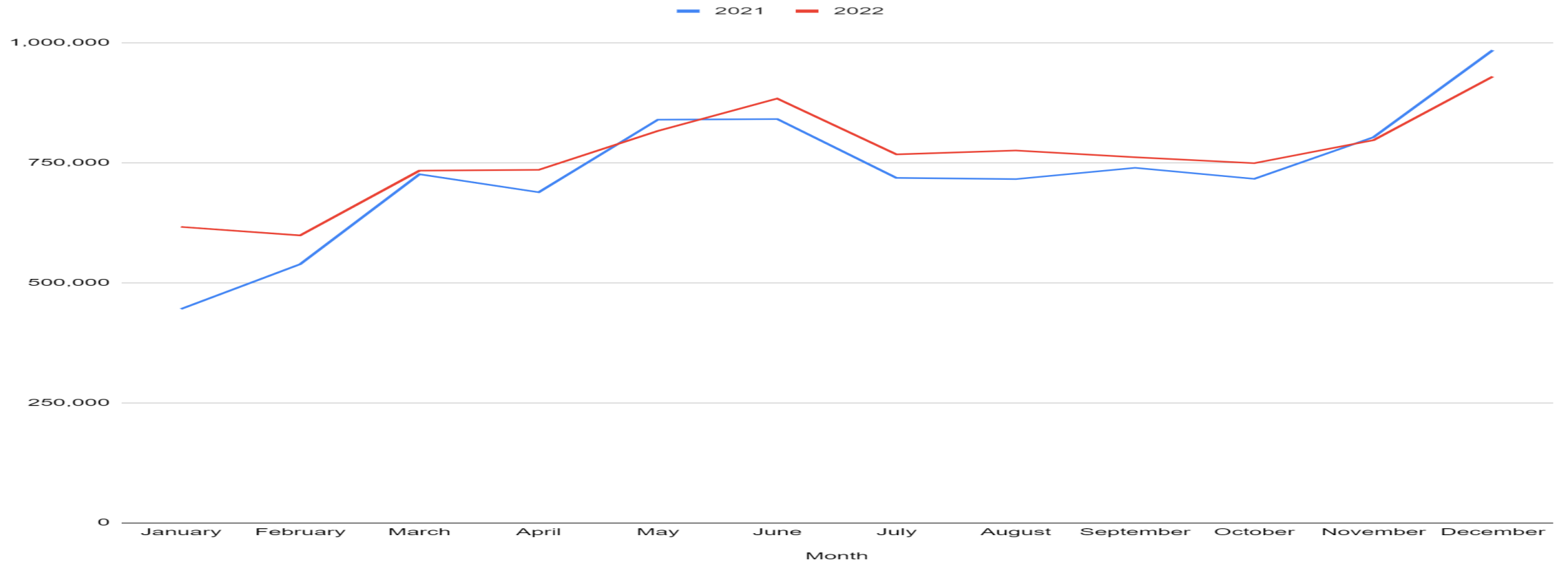


# HOME RULE/NON- HOME RULE SALES TAX TRADE AREA COMPARISON

<u>Municipality</u>	<u>December 2022</u>	<u>VS 2021</u>
■ Downers Grove	<b>\$929,631</b>	<b>-5.58%</b>
■ Darien	\$269,162	5.62%
■ Lisle	no tax collected	
■ Lombard	\$1,071,917	-2.41%
■ Oak Brook	\$976,828	-5.61%
■ Oakbrook Terrace	\$225,264	16.87%
■ Westmont	\$217,711	1.32%
■ Woodridge	\$347,569	-21.53%

# HOME RULE SALES TAX

Home Rule Sales Tax Revenue 2021 - 2022



# YEAR END SALES TAX NUMBERS



Year End 2022

## Municipal Sales Tax

\$15,220,665

1.33%

## Home Rule Sales Tax

\$9,164,711

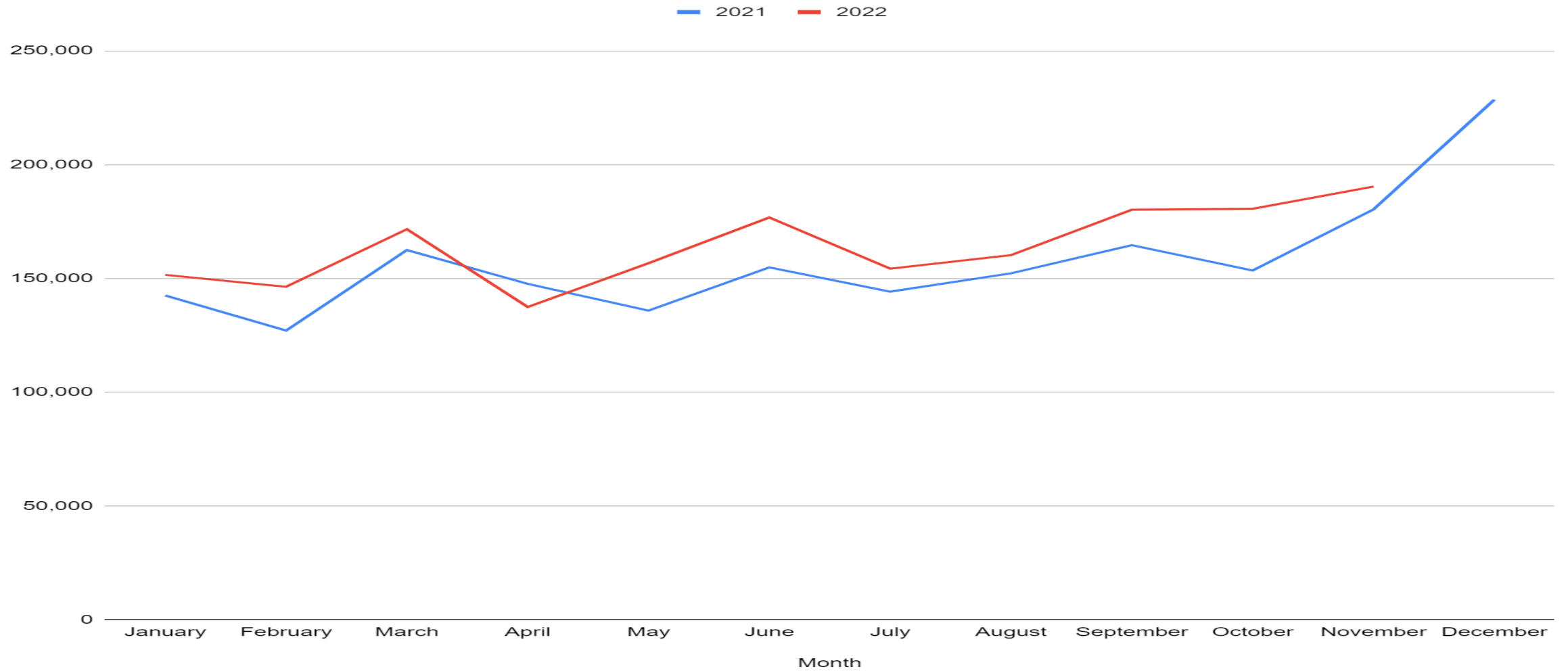
4.64%

# LOCAL USE TAX

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

# LOCAL USE TAX

Local Use Tax Revenue 2021 - 2022





# FOOD & BEVERAGE TAX



December 2022

\$340,457

VS 2021 9.42%

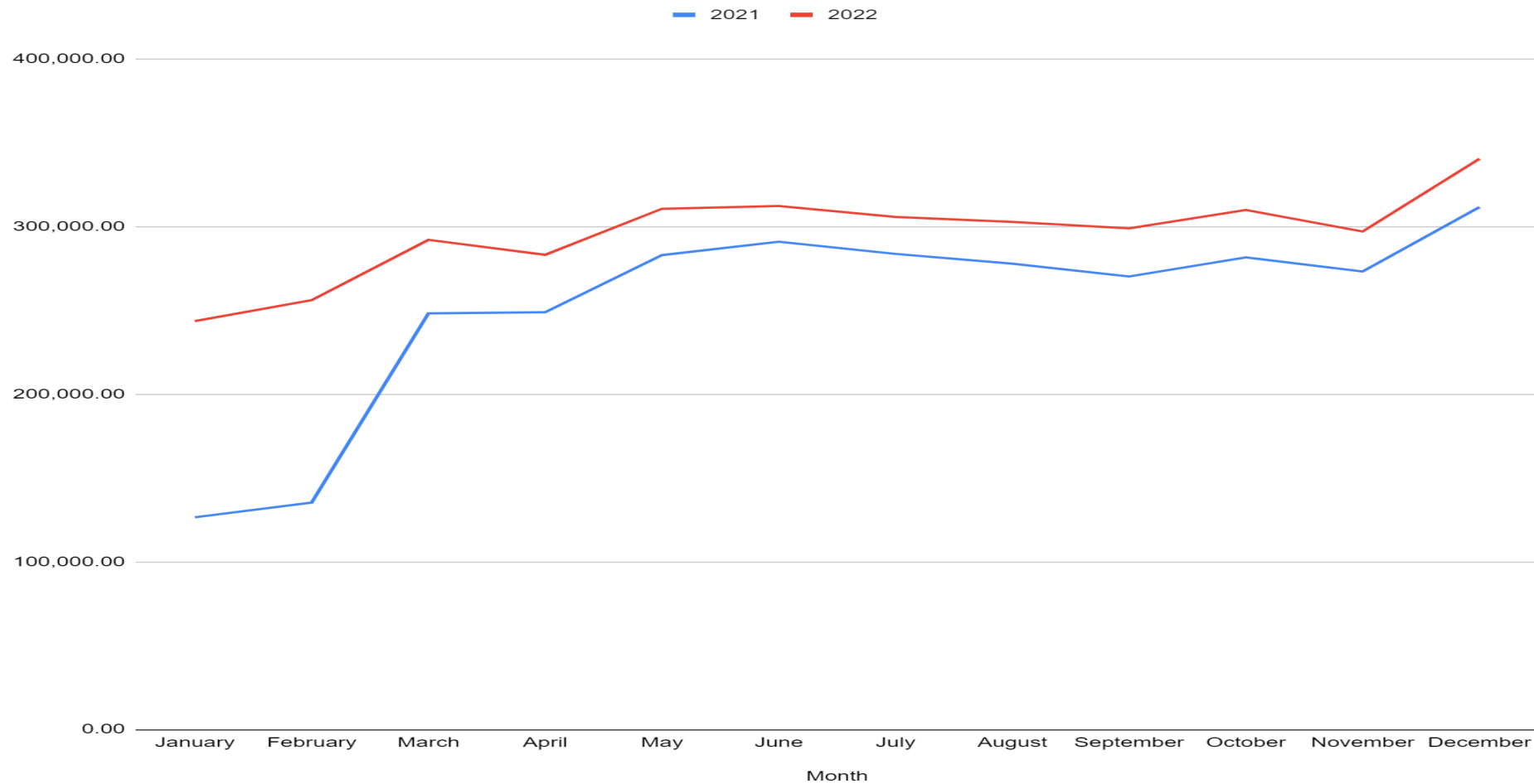
Year End

\$3,553,287

VS 2021 17.20%

# 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

\$48,343

VS 2021 -3.6%

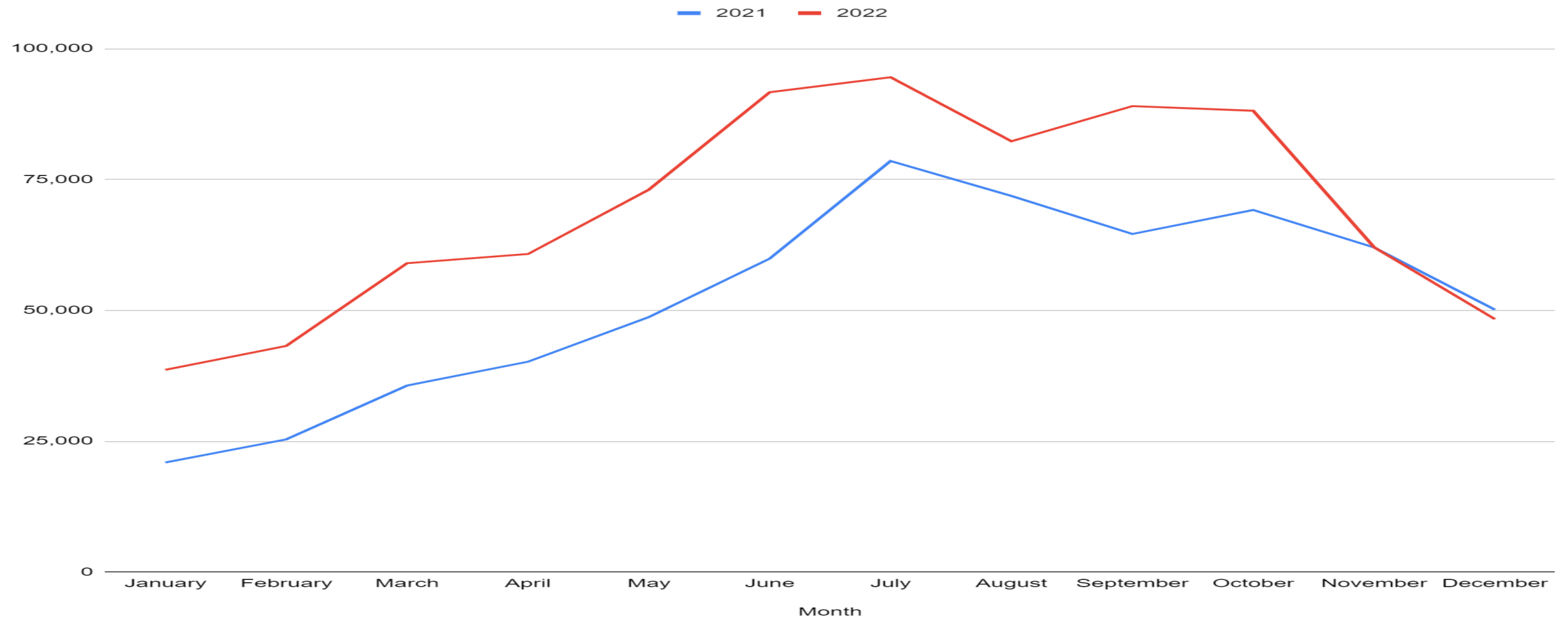
Year End

\$830,903

VS 2021 32.47%

# HOTEL TAXES

Hotel Tax Revenue 2021 - 2022



# UNEMPLOYMENT RATES



December 2022

Downers Grove

2.7%

DuPage County

3.0%

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# QUARTERLY KEY PERFORMANCE INDICATORS



# COMMERCIAL OCCUPANCY RATES



## Downers Grove

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

Occupancy Rate: 90.47%

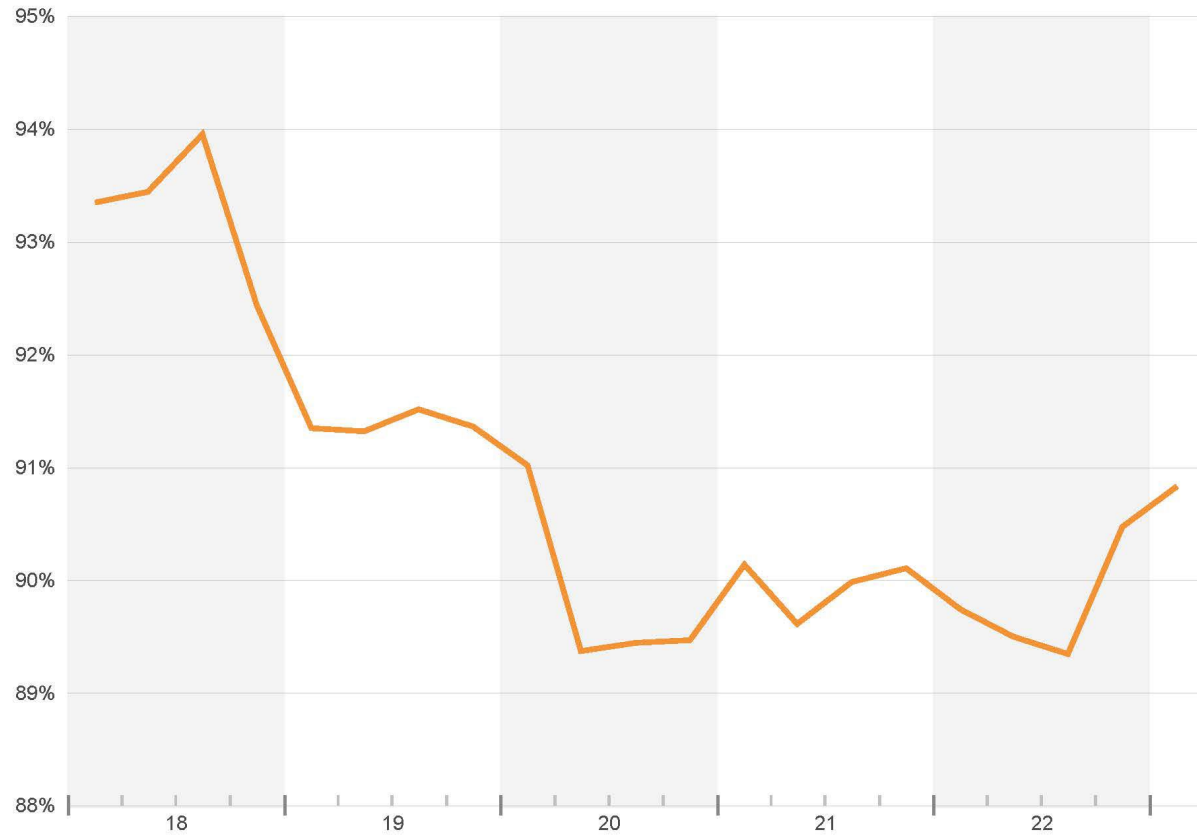
## DuPage County

**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**

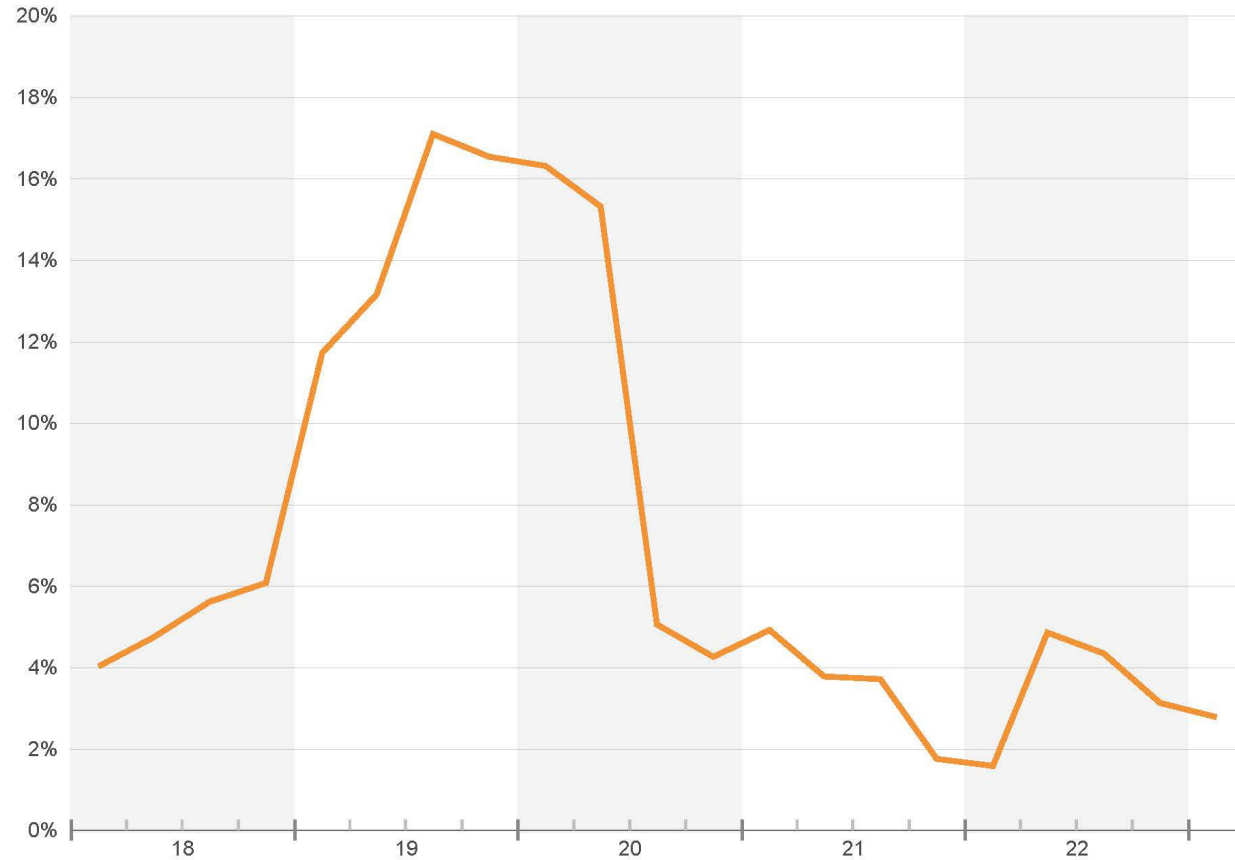
Vacancy Rate: 3.12%

## 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

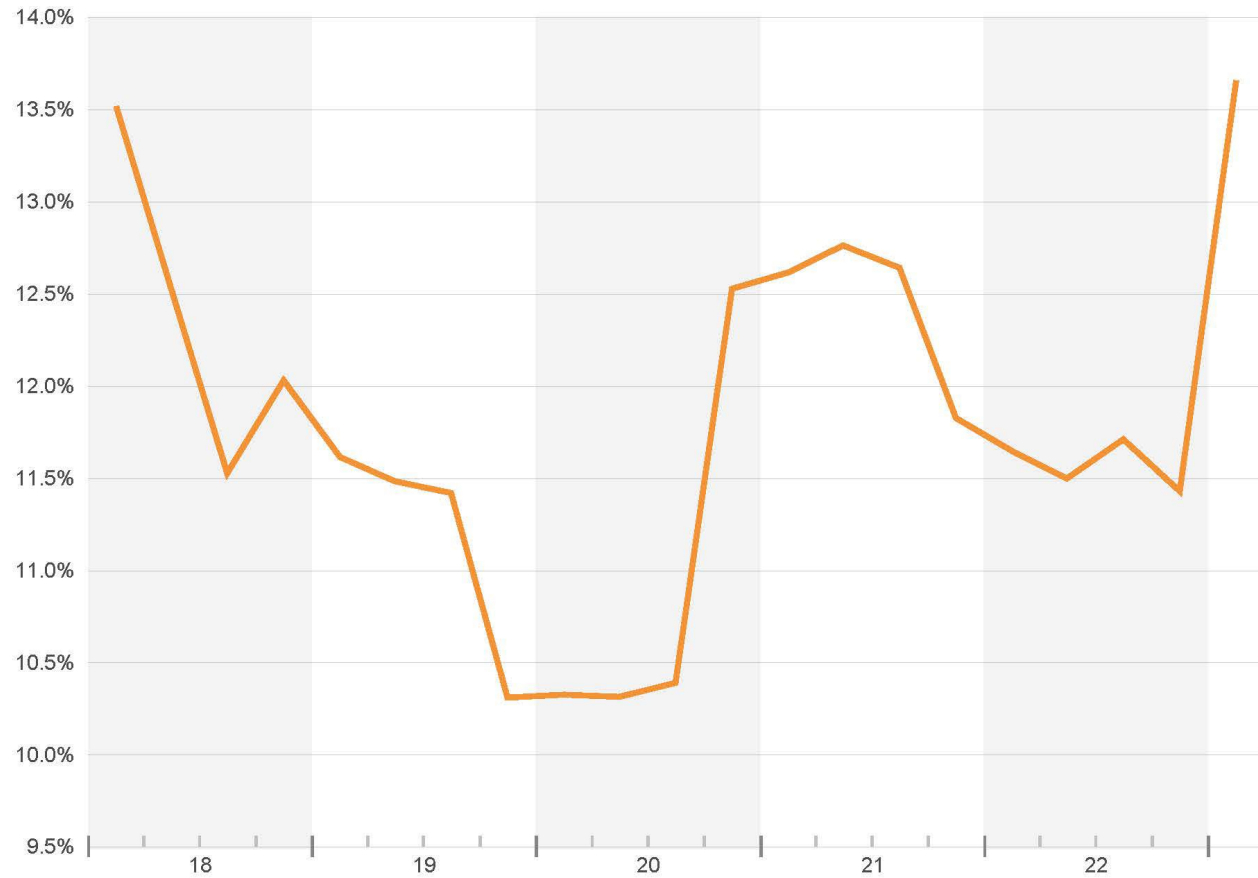
Office Vacancy Rate: 15.62%

Class A: 21.81%

Class B: 12.95%

Class C: 4.83%

Downers Grove  
Office Direct Vacancy Rates



# OFFICE VACANCY RATES

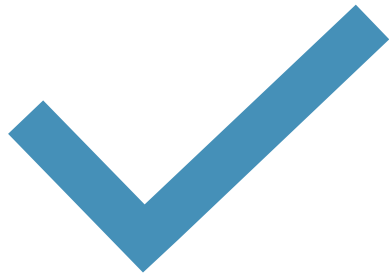


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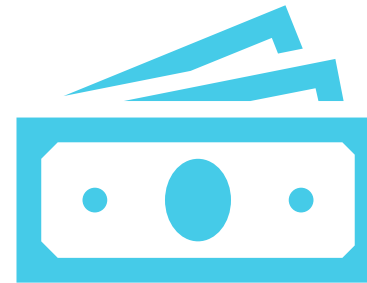
# ANNUAL KEY PERFORMANCE INDICATORS



# 2022 – PERMITTING PROJECTS



**53 Projects**



**\$20.7 in  
Construction Improvements**

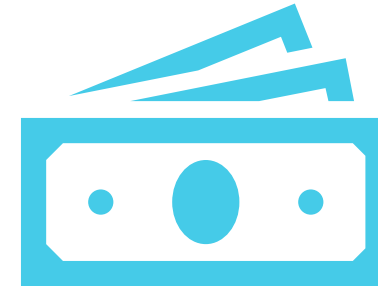
Permits Must Be Completed in Calendar Year, Not Year Issued:

- 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**