



ECONOMIC INDICATORS DASHBOARD

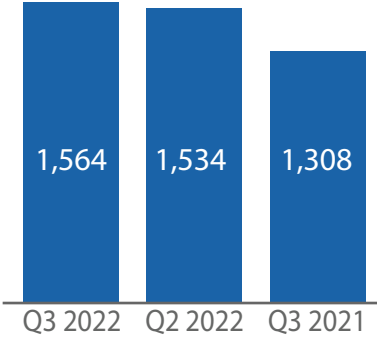
The Latest Data Available by Calendar Year, as of November 2022

NEW BUSINESS LICENSES

Q3 2022 | 171
Q2 2022 | 176
Q3 2021 | 189

Source: City of Concord Finance Department

BUILDING PERMITS ISSUED



Valuation of Q3 2022 Permits Issued | \$48.9M

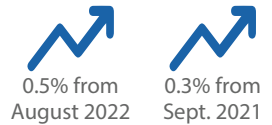
Source: City of Concord Community Development Department

MEDIAN HOME SALES PRICE (Single-Family Detached)



\$805K

September 2022



Source: Contra Costa Association of Realtors

SALES TAX REVENUE (Inc. Measure V)



\$19.6M

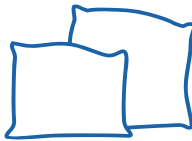
Q2 2022

4.6% from Q2 2021



Source: HdL Companies

TRANSIENT OCCUPANCY TAX REVENUE



\$662K

Q3 2022

103.9% from Q3 2021



Source: City of Concord Finance Department

RESTAURANTS AND HOTELS SALES TAX REVENUE (Inc. Measure V)



\$1.86M

Q2 2022

13.1% from Q2 2021



Source: HdL Companies

TOP SALES TAX REVENUE GENERATORS BY MAJOR INDUSTRY

General Consumer Goods
21.7%

Autos and Transportation
19.6%

Building and Construction
14.9%

State and County Pools
11.2%

Business and Industry
11%

Percentage of Total Q2, 2022 Sales Tax Revenue
Source: HdL Companies

WEBSITE ANALYTICS CONCORDFIRST.COM (Q3 2022 | Change since Q2 2022)

Total Sessions
1925 | 7.1% ↗

Bounce Rate
(Single-Page Visits)
82.4% | 44.1% ↗

Pages per visit
1.52 | 31.2% ↘

Top 3 Pages
> /local-business/life-sciences/
> /homepage
> /doing-business/

Source: Google Analytics

CURRENT VACANCY & LEASE RATES (As of Quarter 3, 2022 | Change since Quarter 3, 2021)



Office Vacancy
16.2% | 16.5% ↗
Office Lease Rate
\$2.67 | 0% —



Industrial Vacancy
1.9% | 36.7% ↘
Industrial Lease Rate
\$1.61 | 5.9% ↗



Retail Vacancy
4.4% | 37.5% ↗
Retail Lease Rate
\$2.74 | 2.2% ↗

Source: CoStar