



TOWN OF
QUEEN CREEK
ARIZONA

FY 24-25

Financial Report

Operating Budget to Actual Performance

Fiscal Year to Date through June 2025

Preliminary

(Unaudited)

Issued October 29, 2025

The information herein is provided for reference only, is not intended to contain information material to a decision to purchase or sell obligations, and does not, and is not intended to, indicate future or continuing trends of the financial condition or other affairs of the Town. No representation is made as to the materiality of such information. Any budgeted information, unaudited information, forecasts, projections, opinions, assumptions or estimates contained herein are "forward looking statements" that must be read with an abundance of caution and may not be realized or may not occur in the future.

Executive Summary

The Town's budget-to-actual performance for FY 24-25 shows favorable variances for both revenues and expenses. Actual revenues are favorable, with receipts exceeding expectations by \$5.9M (3%). This is mainly the result of Construction Sales Tax revenues performing better than expected due to continued residential and commercial growth in the Town and construction of the LGES manufacturing facility. Operating Budget revenues through June are \$13.9M higher than the same period last fiscal year, an increase of 8%. Also, FY 24-25 revenue budget amounts in this report reflect revised revenue estimates.

The FY 24-25 budget includes an estimate of 1,170 new single-family permits and 495 multi-family units, for a total of 1,665 residential units. Through June 2025, the Town issued permits for 1,283 single-family units and 12 multi-family units, for a total of 1,295 residential units, or 78% of the annual total.

Total expenses to date are \$25.2M (15%) below budget. This favorable variance comes from a combination of vacancy savings in personnel costs and savings in several expenditure categories including street and building maintenance, contracted IT services, and vehicle fuel and maintenance. The revised budget also includes increases to the budget of \$6.9M for carry-forward projects and equipment and another \$9.2M for two years of police vehicle orders in an attempt to keep the Police Department adequately equipped with vehicles in the face of continually delayed ordering windows for vehicles.

The Revised Operating Budget anticipated that year-to-date, revenues would exceed expenses (before transfers) by \$9.8M. However, because actual results to date are better than expected, revenues are \$40.9M above expenses, an improvement of \$31.1M.

The Operating Budget's preliminary ending fund balance is \$213.2M, broken down as follows:

- \$41.7M in the 25% Operating Reserves
- \$51.7M in PSPRS and ASRS pension reserves
- \$3.0M in the Road Replacement reserve
- \$31.6 in the Infrastructure and Debt Management Reserve
- \$19.7 in the Investment Sinking Fund
- \$16.2 in Allowances for Carry-Forward
- \$49.4M unreserved fund balance

The Arizona economy remains diversified with strong fundamentals and low unemployment. Still, inflation and fluctuating interest rates continue to impact the local and regional housing markets. New single-family housing starts remain consistent in Queen Creek; but, higher mortgage interest rates have kept many would-be homebuyers on the sidelines. Multi-family communities have slowed their development plans, a situation that staff is monitoring closely.

Total population growth will continue to drive new commercial development and maintain the Town's steady revenue growth. Pages 10-12 of this report contain economic indicators and housing market data that staff is following closely.

Operating Budget

The Operating Budget includes activity in the General, Streets (HURF), Emergency Services, and Horseshoe Park Equestrian Center (HPEC) funds. Actual revenues are above expenses by \$40.9M due to continued revenue growth and expense savings. This compares favorably to the revised budget that estimated revenues would exceed expenses by \$9.8M through June.

The Total Revised Expense Budget reflects \$6.9M that was carried forward from the previous fiscal year to provide spending authority for various projects and equipment needs, including \$6.2M for vehicles and equipment. It also includes \$9.2M of additional police vehicles that have been approved for ordering up to two years in advance, a strategy designed to ensure we have enough vehicles for the Police Department's rapidly expanding head count.

At the end of the fiscal year, the Town Council approved several large adjustments and transfers to align the Town's CIP Infrastructure Activity with newly adopted impact fees, and recent debt issuances, changes to capital financing plans, and other policy decisions. This report reflects those adjustments in the Transfers In and Out line items.

The Town's total Operating fund balance reflects a preliminary ending balance of \$213.2M. Of the total fund balance, \$51.7M is reserved for pension funding and \$41.7M is reserved for operations based on the Town's 25% Reserve Policy. Notably, both pension reserves are fully funded, representing 100% of the Town's estimated unfunded pension liabilities for the Operating Budget as of June 30, 2024.

Additional restrictions have been placed on portions of the remaining fund balance to ensure funds are reserved for specific future uses. These restrictions further limit the amount of fund balance that can be used for general purposes. The remaining unrestricted balance is available to support future policy objectives at the direction of the Town Council.

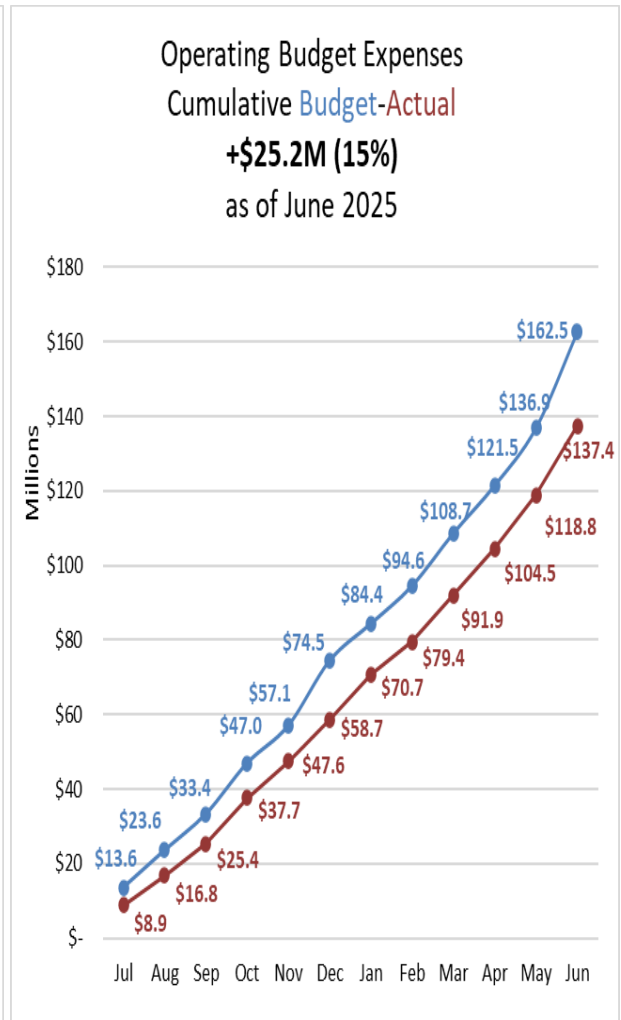
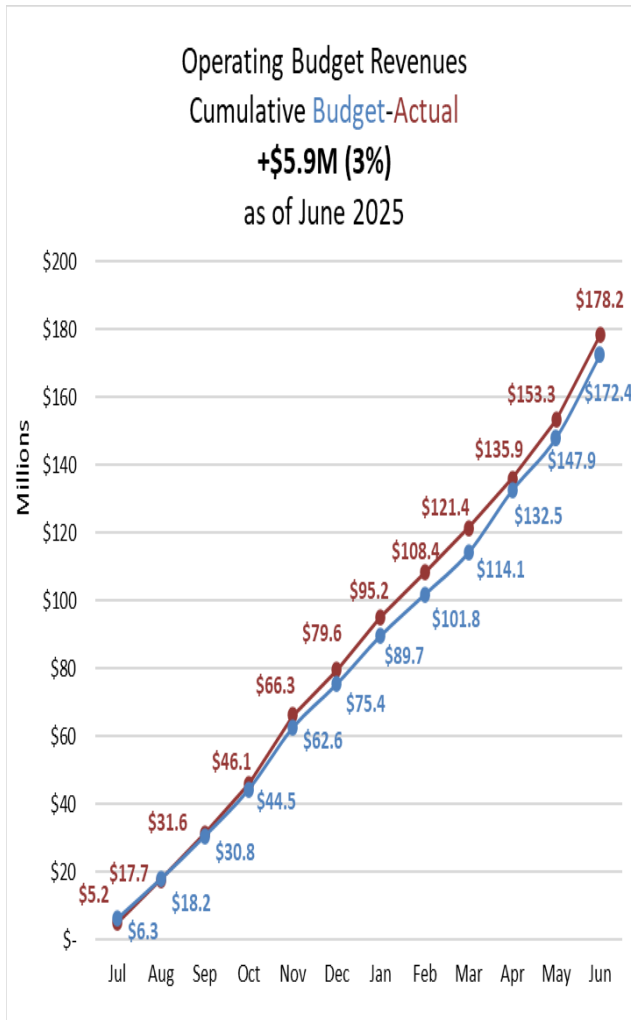
Summary FY 24-25 Operating Budget - June 2025

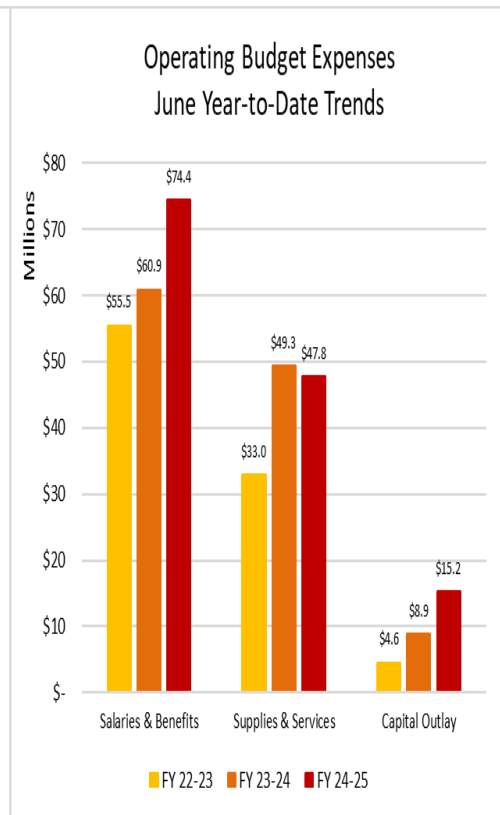
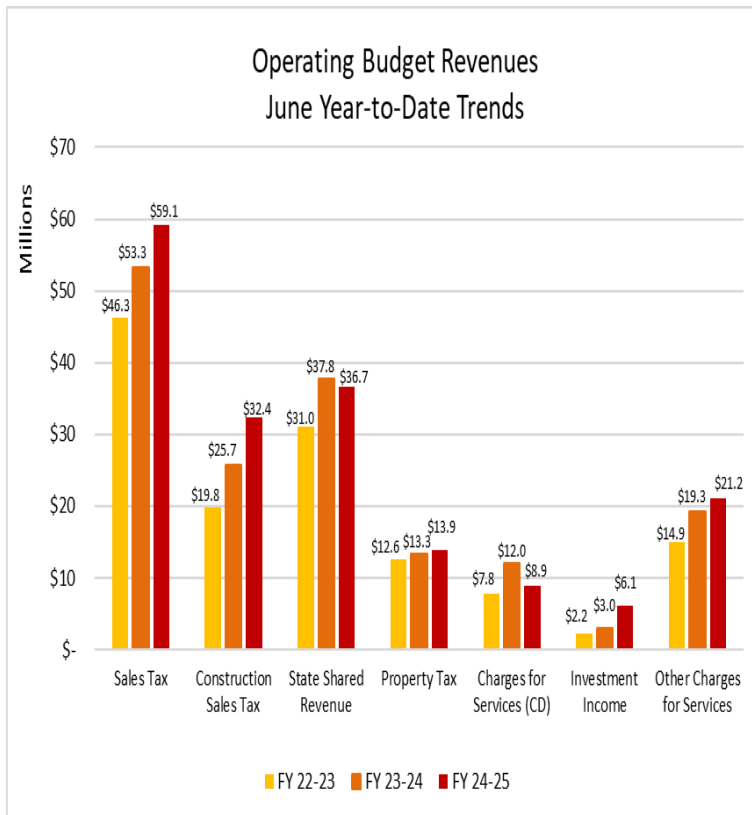
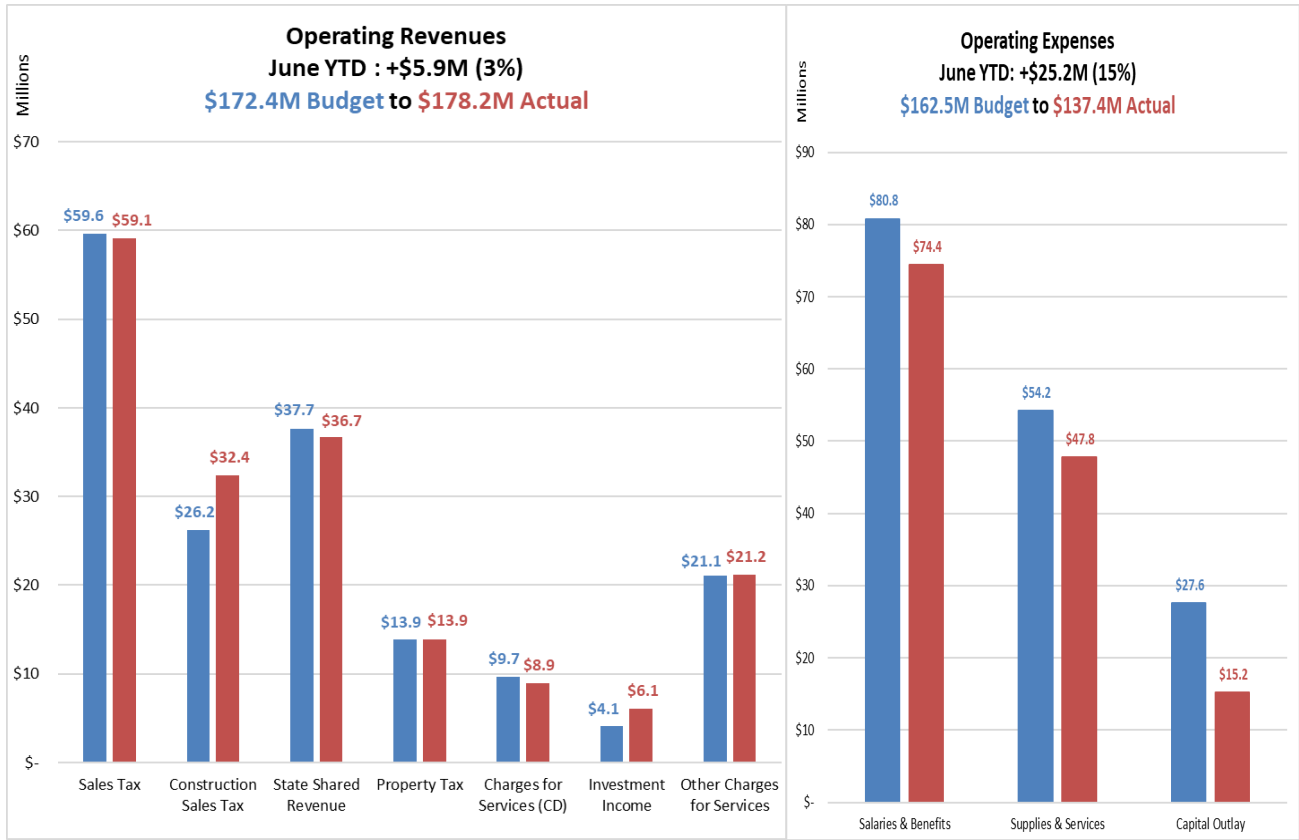
	FY 24-25 Total Adopted Budget	FY 24-25 Total Revised Budget	FY 24-25 Year-to-Date Budget	FY 24-25 Year-to-Date Actual
Revenues	\$ 158,878,866	\$ 172,356,185	\$ 172,356,185	\$ 178,241,154
Expenses	136,509,627	162,511,631	162,511,631	137,357,293
Operating Results	\$ 22,369,239	\$ 9,844,554	\$ 9,844,554	\$ 40,883,861
Transfers In:	\$ -	\$ 62,099,919	\$ 62,099,919	\$ 62,099,919
Transfers Out:				
Debt Service	\$ 18,440,059	\$ 18,173,875	\$ 18,173,875	\$ 16,529,255
CIP	3,903,228	6,206,652	6,206,652	3,493,047
Events/Grants Match/Other	-	31,041,178	31,041,178	22,707,450
Net Transfers Out	\$ (22,343,287)	\$ 6,678,214	\$ 6,678,214	\$ 19,370,166
Net Operating Results	\$ 25,952	\$ 16,522,768	\$ 16,522,768	\$ 60,254,027
Beginning Fund Balance	\$ 143,452,680	\$ 152,962,247		\$ 152,962,247
Ending Fund Balance	\$ 143,478,632	\$ 169,485,015		\$ 213,216,274
25% Revenue Reserve	\$ 41,304,925	\$ 41,304,925		\$ 41,737,580
Police Unfunded Pension Liability Reserve	19,334,929	19,334,929		19,334,929
ASRS Unfunded Pension Liability Reserve	26,506,927	28,169,781		32,356,663
HURF Funds Reserved by Statute	664,622	664,622		-
Road Replacement Funding Reserve	3,000,000	3,000,000		3,000,000
Infrastructure and Debt Management Reserve	12,765,433	17,489,377		31,555,219
Investment Sinking Fund	-	-		19,697,457
Allowances for Carry-Forward	-	-		16,175,951
Available Fund Balance	39,901,796	59,521,381		49,358,475
Total Fund Balance	\$ 143,478,632	\$ 169,485,015		\$ 213,216,274

FY 24-25 Year-to-Date Results - June 2025

	YTD Budget	YTD Actual	Variance		Total FY 24-25 Budget	YTD Actual as % of Total Budget
			Favorable (Unfavorable)			
Revenues						
Sales Tax	\$ 59,642,110	\$ 59,107,415	\$ (534,695)	(1%)	\$ 59,642,110	99%
Construction Sales Tax	26,243,536	32,354,143	6,110,607	23%	26,243,536	123%
State Shared Revenue	37,675,778	36,668,704	(1,007,074)	(3%)	37,675,778	97%
Property Tax	13,920,642	13,924,519	3,877	0%	13,920,642	100%
Charges for Services (CD)*	9,660,700	8,948,732	(711,968)	(7%)	9,660,700	93%
Investment Income	4,149,604	6,066,666	1,917,062	46%	4,149,604	146%
Other Charges for Services	21,063,815	21,170,976	107,161	1%	21,063,815	101%
Total Revenues	\$ 172,356,185	\$ 178,241,154	\$ 5,884,969	3%	\$ 172,356,185	103%
Expenditures						
Salaries & Benefits	\$ 80,765,829	\$ 74,388,281	\$ 6,377,548	8%	\$ 80,765,829	92%
Supplies & Services	54,185,585	47,753,586	6,431,999	12%	54,185,585	88%
Capital Outlay	27,560,218	15,215,426	12,344,791	45%	27,560,218	55%
Total Expenditures	\$ 162,511,631	\$ 137,357,293	\$ 25,154,338	15%	\$ 162,511,631	85%

*Consists of Community Development Charges for Services including permits, planning and engineering fees





Revenue Analysis

For FY 24-25, actual revenues are reporting a 3% favorable variance compared to the year-to-date revised budget estimates. The variances of the Revenue Categories are explained below.

Sales Tax

Sales Tax revenues are currently running a slightly negative variance year-to-date, unfavorably by less than 1%. The strong results reflect the Town's continued growth in population and new commercial developments in Queen Creek, as well as the impact of inflation on the prices of taxable items. Based on foot traffic data from Placer AI, the rolling annual total visits to the Town Center area (a major shopping area in Town) have increased significantly over the past 12 months, including traffic over the past calendar year from Costco, Ashley Furniture, and Hobby Lobby from people who reside in zip code 85142. Also, for the same period, 39% of visits to the Town Center area were made by individuals who live in zip codes outside of the Town (areas such as San Tan Valley, Florence, and Eastmark). Please refer to the Sales Tax Report (Appendix 1) for additional analysis of sales tax activity.

Construction Sales Tax

Construction Sales Tax revenues are \$6.1M (23%) above budget. Much of this positive variance comes from the LGES manufacturing facility in the State Lands area that is currently under construction. The FY 24-25 adopted budget did not include any revenue estimates from the LGES project as that project was just underway when the budget was developed. Throughout the life of this project, we can expect to see higher than average construction sales tax collections. Revisions to this category are included in the revised budget for the remainder of FY 24-25 to further account for the LGES project and other development activity which had the effect of reducing the favorable variance, by increasing the budget.

In addition to LGES, construction sales tax continues to come in from completion of new homes that were permitted several months ago as well as from strong commercial construction activity. Also, similar to sales tax, persistent inflation has increased the cost of construction projects, which in turn increases the amount of construction sales tax paid on those projects. Please refer to the Sales Tax Report (Appendix 1) for additional analysis of construction sales tax activity.

State-Shared Revenue

State-shared revenues are slightly unfavorable at \$1.0M (3%) below the budget estimate and 3% lower than the same period last year, with the decline occurring in state-shared income tax distributions. As a reminder, the FY 24-25 budget included an estimated 2% reduction in the Town's overall state-shared revenues due to full implementation of the state's flat income tax rate. Still, the state's economy remains strong, and the Town's fast-growing population relative to the rest of the state has increased the Town's proportionate share of distributions for all state-shared revenue categories.

Property Tax

Property taxes are at budget year-to-date. This category is forecasted and collected based on when property owners remit their property taxes. The Town receives the majority of its property tax distributions in October and November, and the remainder in April and May, due to Arizona's statutes that allow property owners to pay their annual property taxes in two installments.

Charges for Services – Community Development (CD)

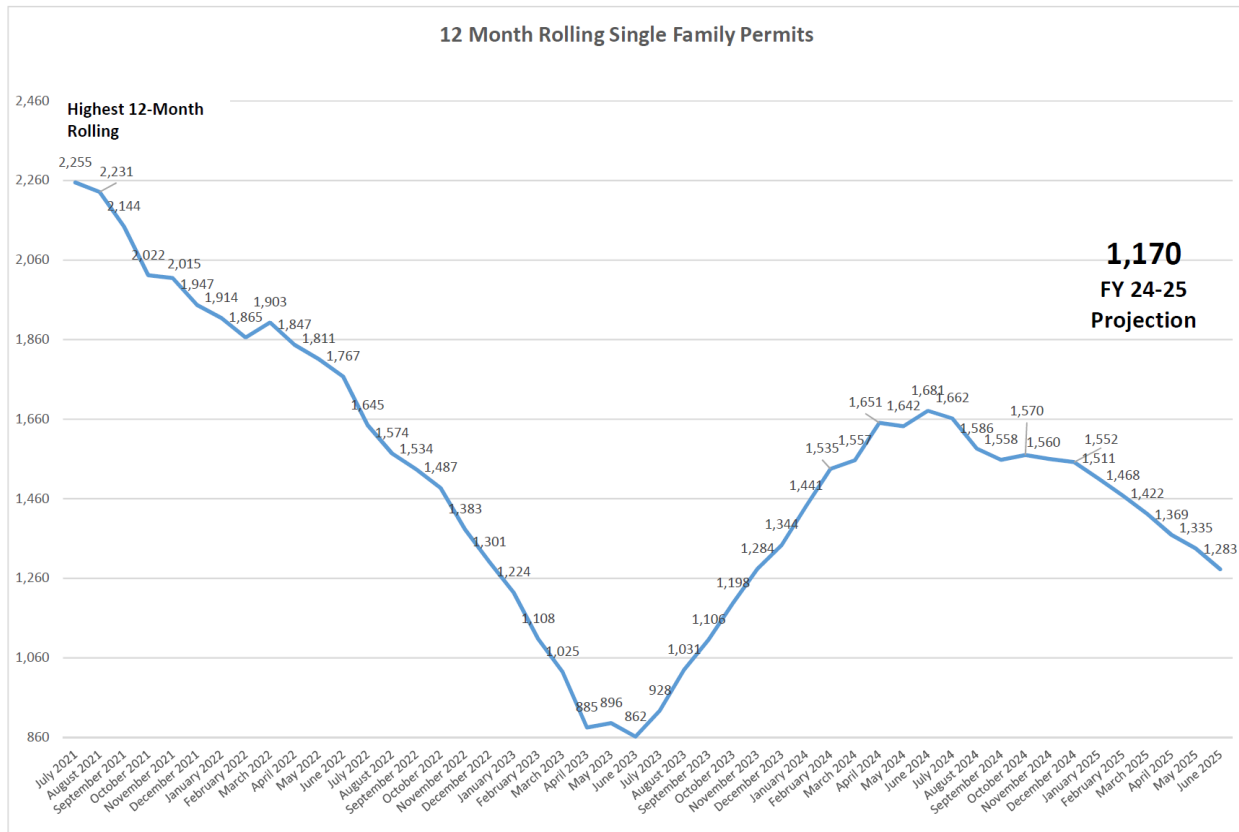
Charges for Services-CD accounts for planning, engineering and building permit revenues. The variance for these revenues is currently unfavorable by \$0.7M (7%), as presented in the following schedule:

June 2025 YTD Community Development Detailed Revenues

Charges for Services (CD)	<u>YTD Budget</u>	<u>Actual</u>	<u>\$ Variance</u>	<u>% Variance</u>
Planning Revenue	\$ 200,000	\$ 195,685	\$ (4,315)	(2%)
Engineering Revenue	800,000	794,700	(5,300)	(1%)
Building Permit Revenue	<u>8,660,700</u>	<u>7,958,347</u>	<u>(702,353)</u>	<u>(8%)</u>
Total Charges for Services (CD)	\$ 9,660,700	\$ 8,948,732	\$ (711,968)	(7%)

Community Development revenue is tied to new and proposed development activity in the Town for new subdivisions, commercial developments, zoning changes, and annexations. Planning and Building Permit Revenue are highly variable as they depend on when developers submit applications and plans for review, and when this process is complete and permits can be issued, as evidenced by the variances in each of these line items. Engineering revenue year-to-date is also slightly unfavorable due to some multi-family projects being paused by developers, which is also discussed below.

The FY 24-25 revised budget includes an estimate of 1,170 single-family permits for the year. Through June the Town issued 1,283 single-family permits, or 110% of the total estimate. The rolling 12-month single-family permit trend has tapered off since March 2024, although demand for new housing in Queen Creek continues to be consistent relative to historical trends, as shown in the chart below.



Multi-family housing has added more units to the Town’s housing supply in recent years. However, through June, the Town has issued permits for only 12 multi-family units, compared to the budget estimate of 495. This is due to certain developers pausing their progress. The Alexan (495 units) and Hudson Station (240 units) developments are updating their plans, and the owner of Elanto (320 units)

recently delayed its contract with the current developer. Development Services and Finance staff are monitoring this trend in multi-family developments to identify any potential industry-wide trends that could impact our revenue estimates for the current and next fiscal year.

Investment Income

Investment Income comes from two main sources: earnings on the Town's Local Government Investment Pool (LGIP) account with the State Treasurer, and earnings on longer-term investments in the Town's core investment portfolio.

Despite recent rate cuts by the Federal Reserve, the LGIP continues to generate yields in excess of 4%. We expect these yields to flatten out in the near to mid-term as the Fed has signaled its intent to closely monitor short-term rates. In response, we continually review the Town's asset allocation to determine the proper mix of LGIP and longer-term investments for the Town's available cash. We have directed the Town's investment advisory firm to look for opportunities in the three to five-year range, which is longer than we have historically invested but still complies with the Town's investment policy. In all cases, the Town's investment strategy is guided by our core objectives of safety first, then liquidity, and then yield.

Other Charges for Services

Other Charges for Services is comprised of a number of different sources and is currently reporting a \$107K (1%) favorable variance.

The Other Revenue category includes Parks and Recreation facilities, Horseshoe Equestrian Center (HPEC), Town-wide Grants and other revenues charged by departments for various services provided. This category also includes Departmental Support Revenue which accounts for an approximately \$3.0M (26%) of the total revenue in this category.

Economic Indicators

Pages 10-12 of this report include key economic indicators and housing market data that staff is monitoring as we compare current revenue estimates against the latest economic news. Other indicators may be added in future reports as we identify those metrics that are most relevant to the Town's revenue forecasts.

Expense Analysis

For FY 24-25, actual expenses ended the year with a 15% favorable variance compared to the year-to-date budget estimates. The variances of the Expense Categories are explained below.

Salaries and Benefits

Salaries and Benefits expenses are \$6.4M (8%) below budget. Of the 87 new positions approved in the FY 24-25 budget, 16 remained vacant at the end of June, 9 of which are in the Police Department. The remaining budget variance is due to turnover in staff positions. At the end of June, the Town had 11 vacancies related to existing positions and staff turnover in the Operating Budget. The Town continues to experience difficulty filling positions due to low unemployment and a scarcity of qualified candidates for certain positions in the current job market.

Supplies and Services

Supplies and Services expenses are reporting a \$6.4M (12%) favorable variance. This includes significant savings on road maintenance projects in the HURF Fund that are still being prepared for contract approval. Other savings are coming from multiple categories including contracted IT and general services, vehicle maintenance, fuel, small tools & equipment, and maintenance costs for buildings and streets.

Capital Outlay

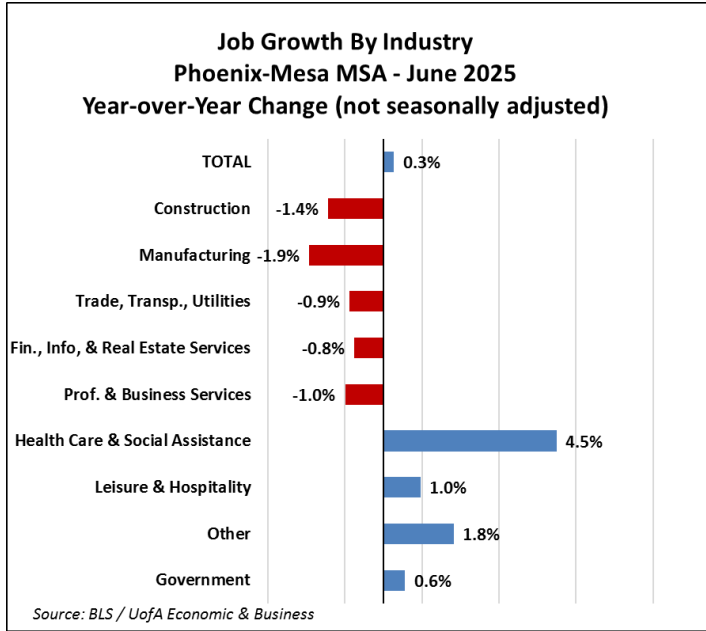
Capital Outlay expenses are showing a \$12.3M (45%) favorable variance. The budgets in this category are for one-time purchases related to major equipment and special projects. For over three years, vendors for capital items have struggled with supply-chain issues due to lingering effects of the shutdowns during the COVID-19 pandemic. This means the timing of delivery for items such as vehicles and related equipment is often uncertain when items are ordered. In September, the Town Council approved a total of \$6.2M in capital equipment to be carried forward from the prior fiscal year due to these long-lead issues. Furthermore, in October the Town Council approved \$9.2M in new police vehicle orders for the next two years in an attempt to get ahead of supply chain issues and maintain adequate inventory for the growing Police Department. Although we did not expect to receive most of these vehicles before the end of the fiscal year, state law requires us to allocate current budget authority to issue the purchase orders. These budget allocations therefore contribute to the decrease in the Revised Budget Net Operating Results shown on page 3 and also required a substantial allocation of year-end reserves to carry these orders forward to FY 25-26.

Outstanding Encumbrances

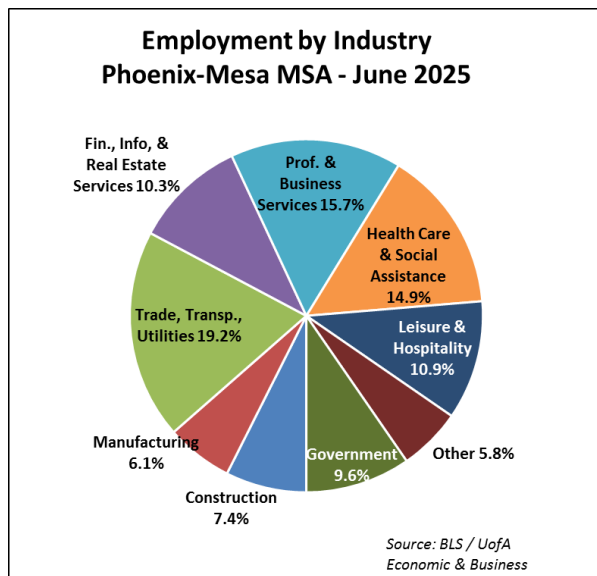
The following schedule displays year-to-date expenses and outstanding encumbrances for the Supplies & Services and Capital Outlay categories. This schedule provides a view of both actual spending and contractual commitments relative to the total budgets in these categories. This data helps gauge the pace at which departments are committing Town funds relative to their total annual budgets. At the end of the fiscal year, the Outstanding Encumbrance amounts help measure the need for and size of potential carry-forward authorizations that will be required in the next fiscal year.

Expenditure Category:	June 2025 Expenses and Encumbrances				
	YTD Actual	Outstanding Encumbrances	Total Actual + Encumbrances	Total FY 24-25 Budget	YTD Spent & Encumbered
Supplies & Services	\$ 47,753,586	\$ (111)	\$ 47,753,475	\$ 54,185,585	88%
Capital Outlay	15,215,426	111	15,215,537	27,560,218	55%
Total	\$ 62,969,012	\$ 0	\$ 62,969,012	\$ 81,745,802	77%

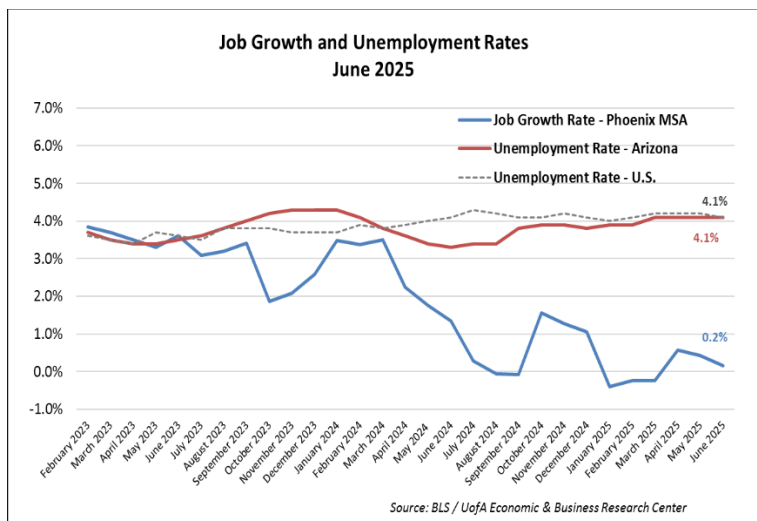
Economic Indicators



This chart demonstrates which industries have added or lost jobs, compared to the same month one year ago. This information is useful to identify which sectors may be growing or shrinking in the region. In the current environment, Health Care & Social Assistance, Leisure and Hospitality and, Government are making up a majority of the Phoenix MSA's year-over-year increases. Specifically, and consistently, growth has happened in ambulatory health, and private educational services. Recently, several sectors have shed jobs in the region with no single business category overrepresenting areas showing constriction.

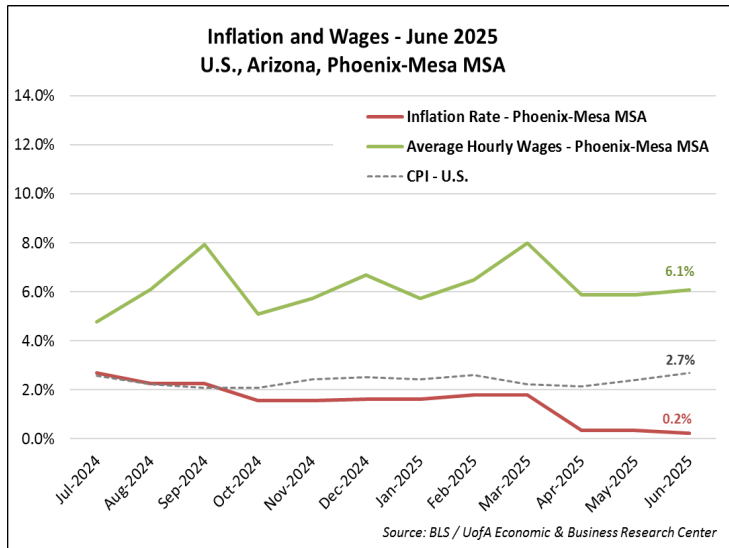


This chart shows the relative size of each major employment industry in the region. The Phoenix employment base is reasonably diversified with a healthy mix of industries, meaning the regional economy is not overly reliant on one industry to maintain a stable job base.



This chart tracks the rate at which jobs are being created and lost in the Phoenix metro area. Most economists consider an unemployment rate below 6% as "full employment." Low unemployment reflects a strong and growing economy, which is one factor that can impact future population growth. But a tight labor market puts pressure on wages as employers try to recruit and retain talent. In turn, this can drive inflation on the cost of goods and services.

Economic Indicators



This chart compares the rates of inflation and wage growth to gauge the extent to which wages are keeping up with inflation. Persistently high inflation that outpaces income growth can impact households' spending patterns over time. Slower wage growth could help reduce inflation as wages are a key component of prices, but it may affect households' ability to keep up with the cost of living. The Phoenix Metro area has seen some year-over-year volatility, however the trend would support a modest increase in average hourly wages over that same period of time.

Housing Market Indicators			
	Current	1 Year Prior	1 Year Change
Home Prices and Affordability			
Federal Housing Finance Agency House Price Index:			
Phoenix-Mesa MSA	624.1	624.7	(0.1)%
U.S.	436.2	423.9	2.9%
Median Home Prices:			
Queen Creek	\$ 614,108	\$ 626,000	(1.9)%
Phoenix-Mesa MSA	\$ 454,305	\$ 450,000	1.0%
Arizona	\$ 497,500	\$ 514,900	(3.4)%
U.S.	\$ 432,700	\$ 426,900	1.4%
Housing Cost vs. Wage Growth:			
30-Year Fixed Mortgage Interest Rate	6.77%	6.86%	(1.3)%
Monthly Payment on QC Median Home ⁽¹⁾	\$ 3,175	\$ 3,266	(2.8)%
Average Hourly Wage - Phoenix-Mesa MSA	\$ 36.52	\$ 34.43	6.1%
Real Estate Activity			
SF Homes Sold - Queen Creek	147	139	5.8%
SF Days on Market - Queen Creek	65	72	(9.7)%
SF Homes Sold - Phoenix-Mesa MSA	5,486	5,133	6.9%
SF Active Listings - Phoenix-Mesa MSA	22,388	16,683	34.2%
New Single-Family Building Permits			
Queen Creek	86	121	(28.9)%
Phoenix / Pinal County Region	1,898	2,339	(18.9)%
Queen Creek 12-Month Rolling Total	1,283	1,662	(22.8)%
Regional 12-Month Rolling Total	25,060	27,314	(8.3)%

Source: Freddie Mac / Federal Reserve Bank of St. Louis / UofA Economic & Business Research Center / Redfin / QC Development Services

These housing data points indicate how the price and volume of housing activity are changing in Queen Creek and the Phoenix Region.

Home Prices and Affordability – These factors measure the increase in the price of existing homes and the impact of higher interest rates. Prices in Queen Creek have stabilized over the last few months, in contrast to sharp increases experienced the year before. While relenting somewhat, mortgage rates continue to be elevated which, combined with high home prices, are keeping some buyers out of the housing market.

Real Estate Activity – These data points track the volume of existing home sales in Queen Creek and the Phoenix region. Trends in Queen Creek reflect stability which aligns with overall regional trends.

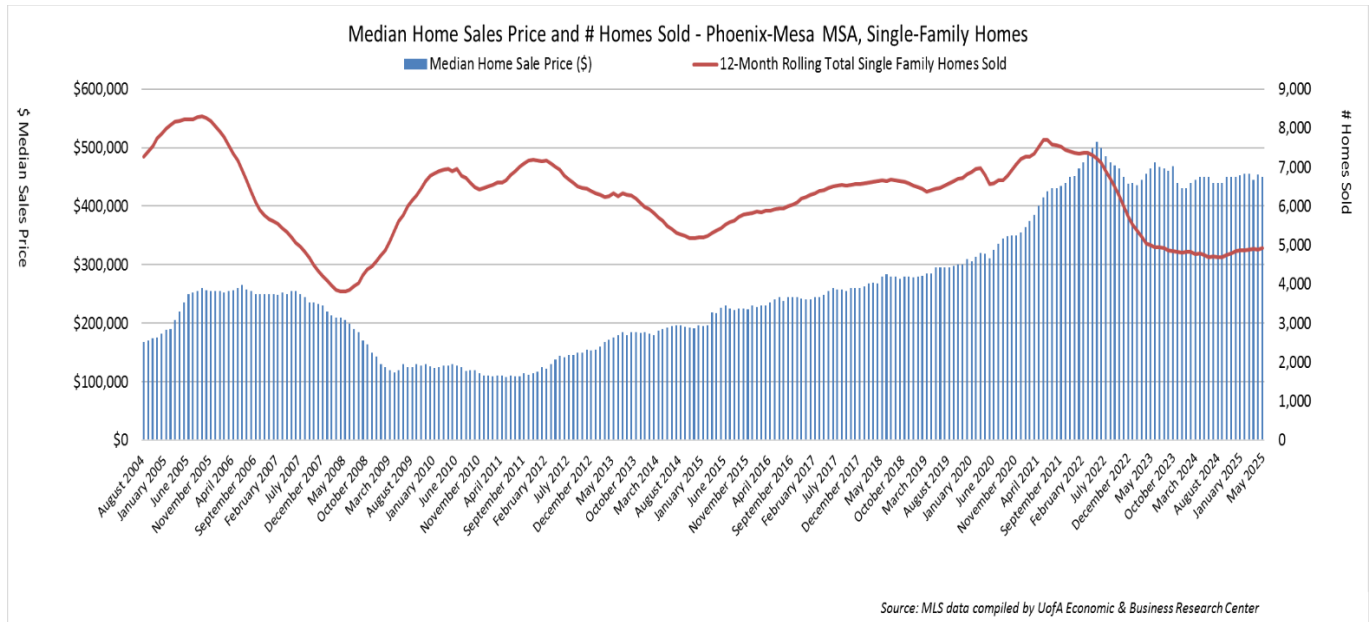
New SF Building Permits – The latest data show new home construction in Queen Creek at lower levels than the same month last year, consistent with trends across the region.

⁽¹⁾ Assumes 20% down, 30-year conventional mortgage

Economic Indicators

Historical Single-Family Housing Prices and Sales

This chart provides a 20-year history of existing single-family home prices and sales volumes in the Phoenix Metro area. Two decades of data are provided to give context and order-of-magnitude perspective to the current market compared to prior periods of growth and contraction, including the historical downturn of 2008-2010. This chart shows a rapid acceleration in existing home prices at the onset of the COVID-19 pandemic in March 2020 and then a drop in prices and volume since long-term interest rates began rising in April 2022. The last year has seen stabilization in the median sales price and a gradual decline in the volume of homes sold. Persistent demand for housing is clashing with the lack of available existing homes for sale and is a major factor that is driving new home construction in the region.





TOWN OF
QUEEN CREEK
ARIZONA

FY 24-25 Sales Tax Report

FY 24-25 Business Activity through May 2025*
(Unaudited)

Issued October 2025

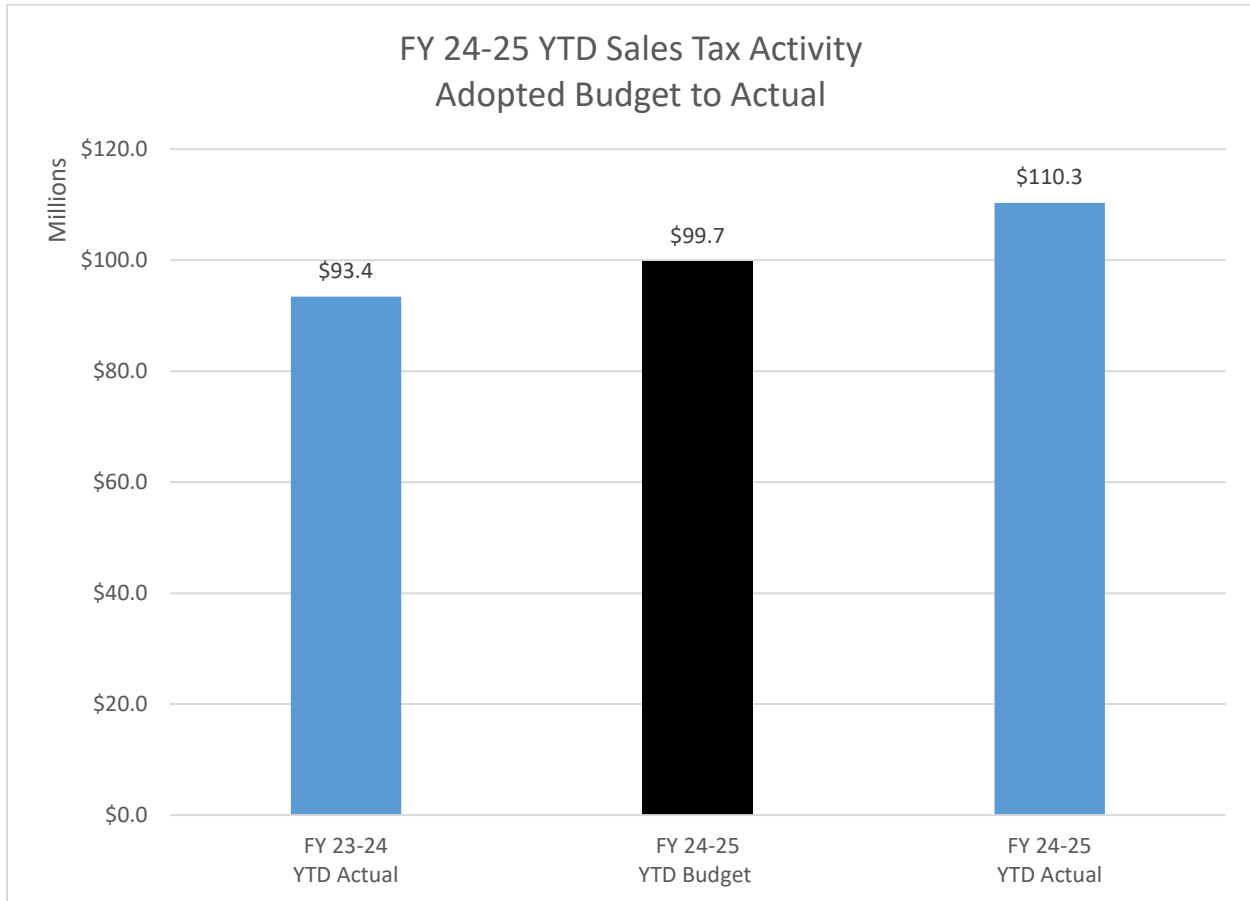
This report contains information regarding the actual revenue collections from the Town's 2.0% sales tax reflected in the General Fund, 0.25% dedicated EMS sales tax, and the 2.0% Construction Contracting sales tax dedicated to infrastructure improvements.

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YEAR-TO-DATE FY 24-25 SALES TAX ACTIVITY

OVERALL PERFORMANCE SUMMARY:

The FY 24-25 sales tax revenue total of \$110.3M exceeds the revised budget by 11%, or \$10.6M. Relative to FY 23-24, FY 24-25 actuals are 18%, or \$16.9M higher than the previous year.



Sales Category	FY 24-25 YTD Budget-To-Actual			FY 23-24 YTD Actual to FY 24-25 YTD Actual			
	FY 23-24 YTD Actual	FY 24-25 YTD Budget	FY 24-25 YTD Actual	\$ Variance	% Variance	\$ Increase	% Increase
Retail Trade	\$ 36,406,372	40,301,154.98	39,639,892	(661,263)	(2%)	3,233,520	9%
Communications & Utilities	\$ 2,675,154	2,970,898.59	2,837,142	(133,757)	(5%)	161,988	6%
Restaurant & Bar	\$ 5,893,004	6,266,094.46	6,190,563	(75,531)	(1%)	297,559	5%
Real Estate, Rental & Leasing	\$ 3,525,773	3,758,259.54	4,339,624	581,364	15%	813,851	23%
All Others**	\$ 1,452,835	1,532,727.58	1,446,914	(85,814)	(6%)	(5,921)	(0.4%)
Subtotal Without Construction	\$ 49,953,138	\$ 54,829,135	\$ 54,454,134	(\$ 375,001)	-0.7%	\$ 4,500,997	9%
Construction	\$ 43,449,967	44,891,764.20	55,837,979	10,946,215	24%	12,388,012	29%
Total	\$ 93,403,105	\$ 99,720,899	\$ 110,292,113	10,571,214	11%	\$ 16,889,009	18%

**All Others includes transportation, wholesale trade, finance and insurance, services, arts and entertainment, and other categories.

Note: Reporting categories are based on Arizona Department of Revenue Business Code classifications.

ANALYSIS

Town of Queen Creek sales tax collections are positively impacted by the high incomes of Town households. Per the 2023 American Communities Survey data provided by the U.S. Census, Queen Creek's median household income is \$134,719, which is among the highest in the region for full-service cities and towns.

The Town utilizes data sources to analyze consumer foot traffic to create customized reports for different geographical areas and time periods. The Town has recently changed vendors for analyzing foot traffic data; you will see differences in the data in this report compared to previous reports due to different methodologies. This data is being used to analyze the number of visits to commercial developments within the town and compare current foot traffic with prior periods. When comparing data from May 2024 and May 2025, the number of visits to the Town Center increased by about 4%. A further discussion of this data can be found in the Retail Trade section.

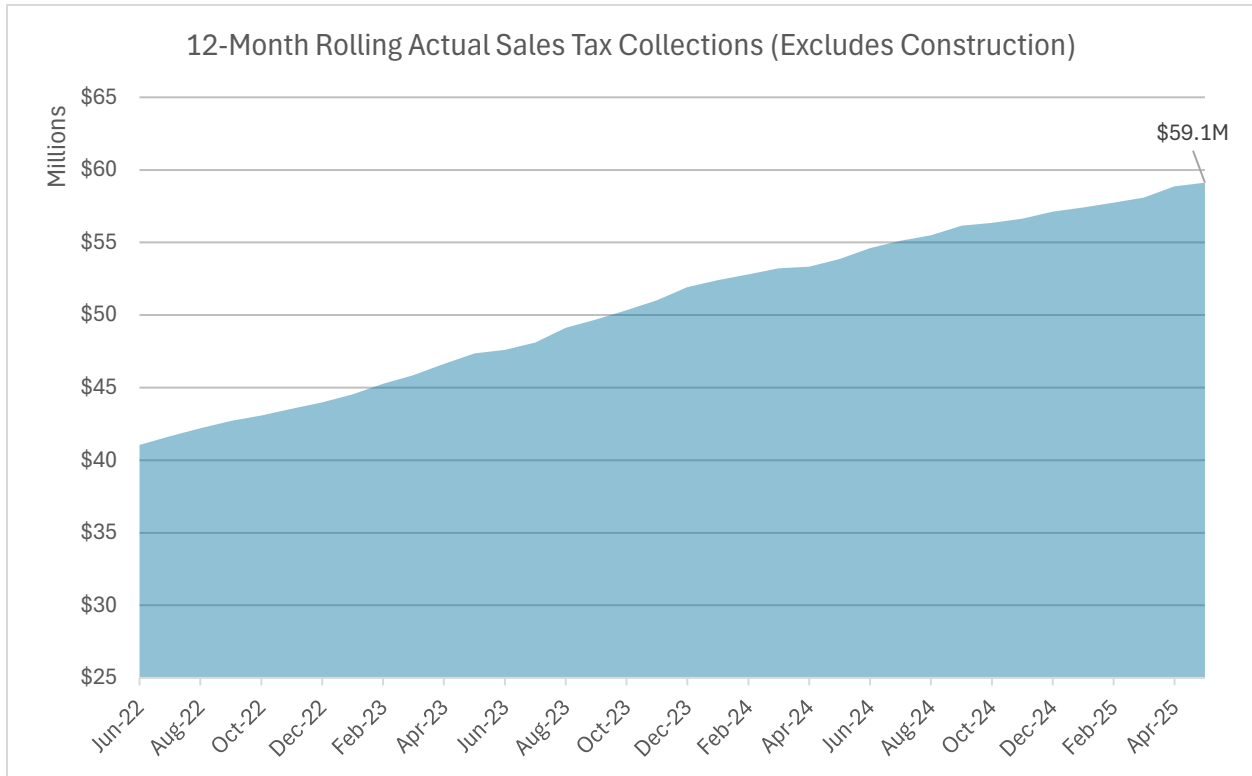
Additionally, taxable spending from an estimated 100K+ population from Eastmark master-planned community (Mesa) and unincorporated San Tan Valley has a significant impact on the Town's sales tax revenues. According to PlacerAi, approximately 36% of visits to the Town Center area from May 2024 through May 2025 were from individuals living in zip code 85142. An additional 39% of visits to the Town Center during the same time period were made by individuals living in zip codes covering San Tan Valley, Florence, Gilbert, and Eastmark.

May sales tax collections in FY 24-25 were higher than in FY 23-24. The strong levels of sales tax collections can be attributed to the continuing growth in population due to development both within the Town and in surrounding areas, new businesses continuing to open, and the Town's ability to collect sales taxes on e-commerce transactions.

In the past few years, inflation has significantly impacted the price of goods. Higher prices are expected to drive continued increases in sales tax collections for the Town in the near term; however, this trend may be limited, as local wages attempt to catch up to inflation. Without corresponding income growth, households may begin to reduce discretionary spending. Additionally, the evolving tariff landscape is creating further pricing uncertainty. The tariffs rates are also shifting frequently and may influence the cost of imported goods. Staff is actively monitoring these revenue streams to assess potential impacts on consumer behavior and future sales tax performance.

HISTORICAL 12 MONTH ROLLING PERIODS

The following section presents a 12-month rolling historical chart of actual sales tax base data (excluding construction). This chart is useful to identify the overall data trends since FY23 in all non-construction sales tax categories. Of note is the continued growth of the sales tax base over time, which signifies that the Town’s commercial sectors have continued to grow, diversify, and mature.



YEAR-TO-DATE ANALYSIS BY CATEGORY

CONSTRUCTION CONTRACTING:

Construction sales tax is collected on all construction activities; commercial, new residential and major residential remodels. It also includes landscaping, painting, flooring installation, siding, roofing, concrete, plumbing, heating, framing, drywall, infrastructure, masonry, finish carpentry, etc. Speculative construction activity (developing land for sale as a building site) is also included in this category.

May 2025 Actuals: \$8.1M

FY 24-25 YTD Actuals: \$55.8M

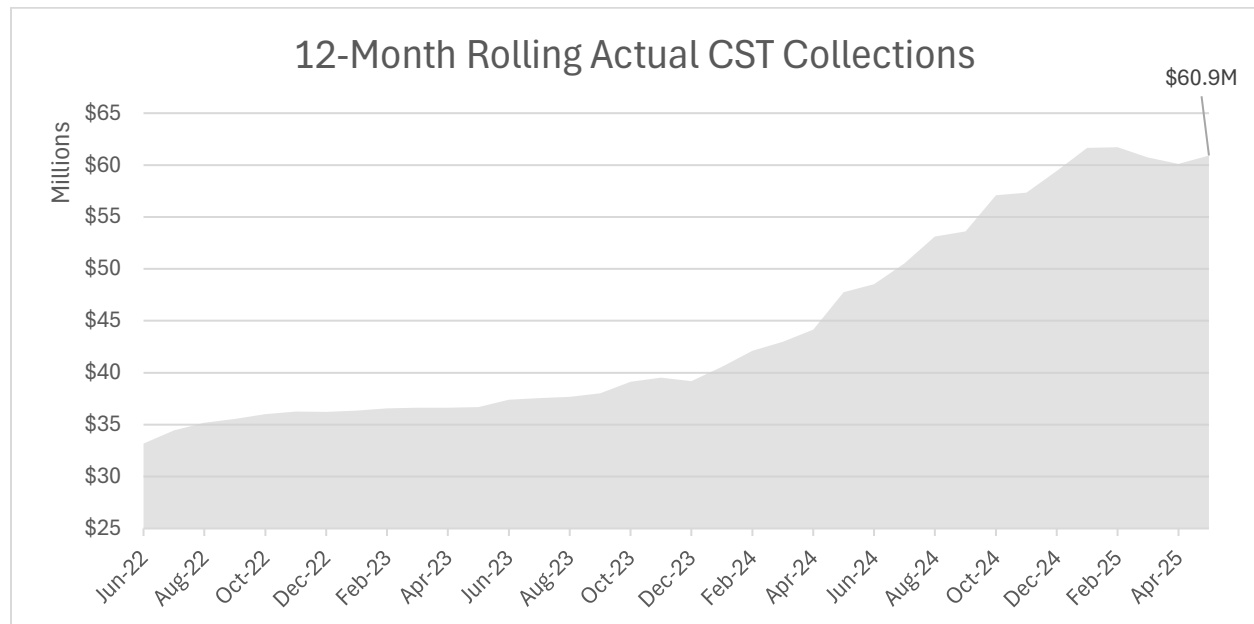
FY 24-25 YTD Adopted Budget to Actual Variance of \$10.9M or 24%

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$12.4M or 29%

FY 24-25 collections are higher than the FY 24-25 revised budget and the prior fiscal year actuals through May activity.

Sales Tax Discussion

Performance in construction contracting has been largely dependent in recent years on new home sales and in particular, the large-scale homebuilders. Homebuilders have been impacted by supply chain issues stemming from the COVID-19 pandemic and increasing home prices throughout the greater Phoenix region. Additionally, elevated interest rates are also impacting affordability, resulting in reduced demand for new homes. Despite reduced demand for new single-family homes, the 12-month rolling sales tax collections from construction contracting has grown since FY23, which can be seen in the following graph.



Though known major homebuilders accounted for the majority of construction contracting sales tax revenues for the month of May, construction of multi-family and commercial developments is responsible for a large share. As seen below, the share of construction sales tax revenues coming from non-homebuilders has grown in the past few years. This shows that despite a decrease in demand for single

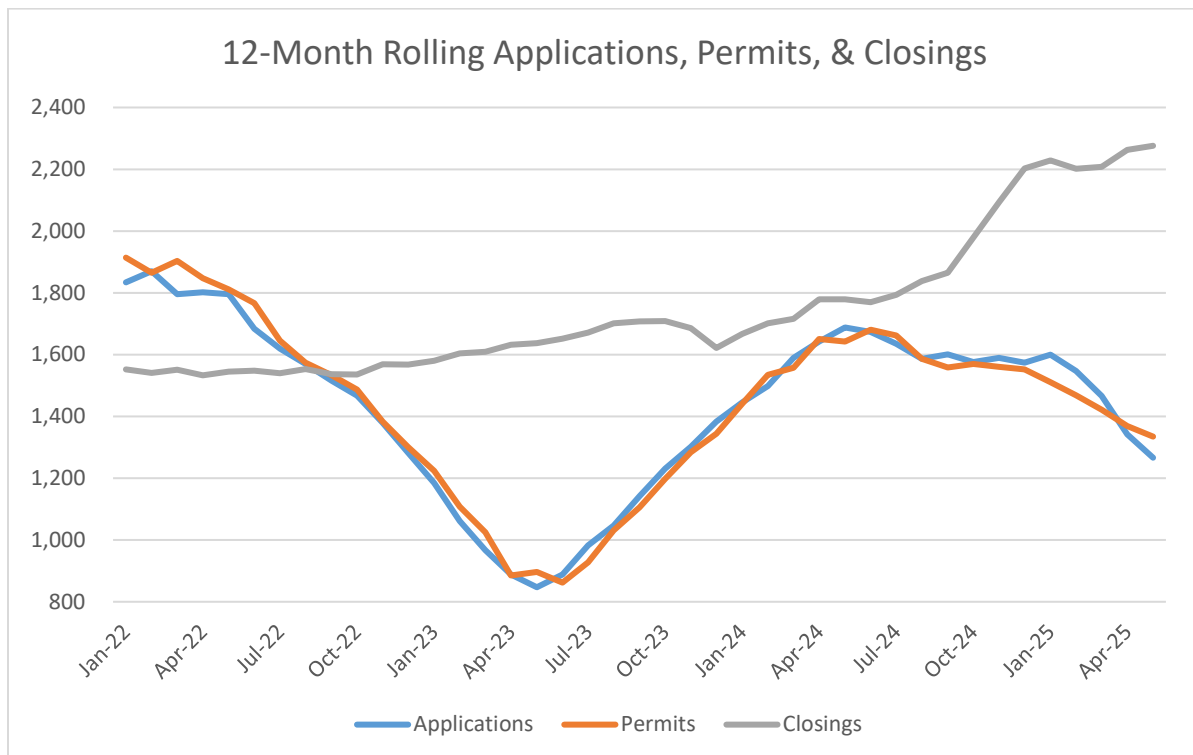
Appendix 1: Queen Creek Monthly Sales Tax Report

family homes over the past few years, multi-family and non-residential activity is remaining strong and making up the difference in construction sales tax revenues. Additionally, construction activity in the State Lands area relating to the LG industrial project is having a positive impact on construction sales tax revenues.

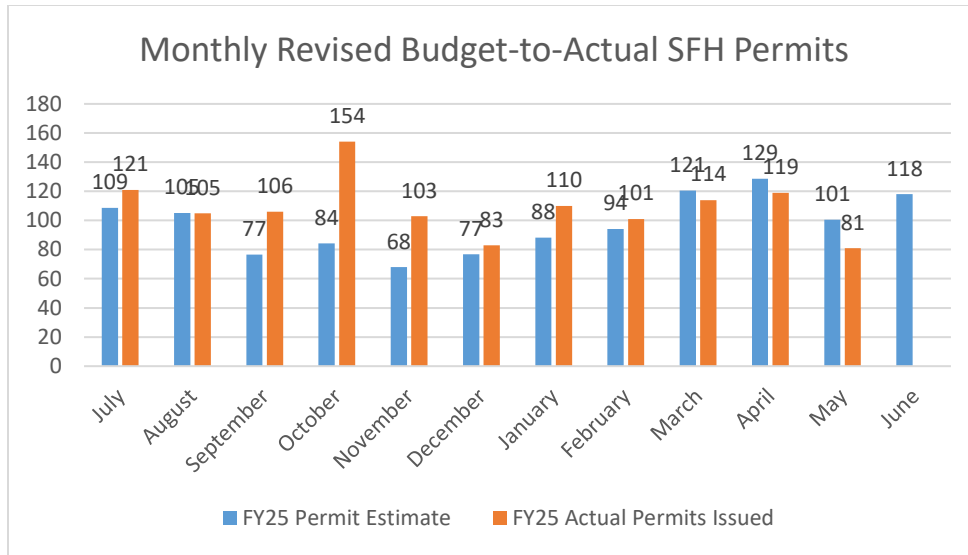
Business Type	FY23 YTD Actuals		FY24 YTD Actuals		FY25 YTD Actuals	
	Sales Tax (\$)	% of Total	Sales Tax (\$)	% of Total	Sales Tax (\$)	% of Total
Homebuilders	\$21.3M	64%	\$23.9M	55%	\$28.9M	52%
Gen. Contractors, Pool/ Landscape, & Other Specialized Trades	\$11.8M	36%	\$19.5M	45%	\$26.9M	48%
Total	\$33.1M	100%	\$43.4M	100%	\$55.8M	100%

New Single Family Home Applications, Permits, and Closings

Town staff is also monitoring single family home permit applications, permit issuances, and closings to better understand how the aforementioned factors are impacting the Town's single family home market. The following graph displays new single-family home (NSF) applications, permits issued, and home completions over a rolling 12-month period dating back to January 2022:



Appendix 1: Queen Creek Monthly Sales Tax Report



As seen in the graphs above, the 12-month rolling applications and permits decreased steadily throughout FY 22-23, but rebounded in FY 23-24. The FY 24-25 adopted budget included a single family home permit estimate of about 1,170 permits. Actual permits issued through May were about 14% above the adopted year-to-date budget.

After almost 24 months of decline, the uptick in permits issued over the past year has caused the 12-month rolling permit total to increase to around 1,600 permits, and since the beginning of FY 24-25, is now trending downwards to 1,200 permits. Overall, the Town made up 4% of total NSF permits issued in the greater Phoenix area in May.

New Home Closings and Prices

The Town utilizes RL Brown Housing Reports, an independent source of housing market information, to track monthly home sales, which are an indicator of construction sales tax receipts for the month. RL Brown's data indicates that Queen Creek had 154 new home sales close in the month of May with an average sales price of \$676K for these homes. The following table shows the monthly closings by builder, average sale price, and estimated gross revenue for the month of May for new homes that closed within the Town.

Appendix 1: Queen Creek Monthly Sales Tax Report

Builder	# Closings	Avg. Sale Price	Est. Gross Revenue
MATTAMY HOMES	24	\$ 570,013	13,680,323
FULTON HOMES	22	\$ 616,860	13,570,929
ASHTON WOODS HOMES	17	\$ 630,004	10,710,074
TAYLOR MORRISON	16	\$ 965,713	15,451,403
SHEA HOMES	12	\$ 576,773	6,921,281
LENNAR HOMES	11	\$ 670,011	7,370,120
PULTE HOMES	11	\$ 718,863	7,907,492
KB HOME	8	\$ 516,527	4,132,215
WILLIAM LYON HOMES	8	\$ 519,979	4,159,832
RICHMOND AMERICAN	8	\$ 728,872	5,830,975
TOLL BROTHERS	5	\$ 1,271,927	6,359,637
ELLIOTT HOMES	4	\$ 878,455	3,513,820
WOODSIDE HOMES	4	\$ 586,772	2,347,087
THE NEW HOME COMPANY	3	\$ 492,237	1,476,710
DAVID WEEKLEY HOMES	1	\$ 725,138	725,138
Grand Total	154	\$ 676,344	104,157,036

RETAIL TRADE:

Retail trade includes large department stores, auto dealers, grocery stores, supercenters, automotive repairs, discount stores, home furnishings, drug stores, jewelry and other vendors typically selling merchandise in small quantities to the public. Use tax is also included in this category.

May 2025 Actuals: \$3.7M

FY 24-25 YTD Actuals: \$39.6M

FY 24-25 YTD Adopted Budget to Actual Variance of (\$661K) or (1.6%)

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$3.2M or 9%

FY 24-25 YTD collections in the retail category were higher than the FY 24-25 prior year actual collections.

Compared to the previous fiscal year, new businesses continue to open, but more influentially, retail anchors in the major retail centers in the Town are performing well. The higher-dollar entities drive revenue in this class. In May, the top 20 payers of 7,036 total payers in the retail category delivered 65% of the revenue. The top 10 payers in the category account for 56% of the total.

The Town Center area includes large shopping centers in town such as Queen Creek Marketplace, QC District, Cornerstone at Queen Creek, Terravella, and Queen Creek Crossing (Costco development). According to data from PlacerAI, the rolling 12-month total visits to the Town Center have remained about the same between May 2024 and May 2025. When comparing visits to a singular month, between May 2024 versus May 2025, the total number of visits to the Town Center area is approximately 4%.

Of the total retail sales tax collections in May, at least \$665K, or 18%, is estimated to come from e-commerce transactions. May 2025 e-commerce sales tax collections are 2% higher than collections in May 2024.

Appendix 1: Queen Creek Monthly Sales Tax Report

High inflation has a direct impact on the collections in the retail category. Retail sales tax collections increase as prices rise, but collections are also impacted by changes in consumer behavior that may come as a result of those increased prices (buying less items, switching to generic brands, etc.). Staff continues to closely monitor the retail sales tax category to identify impacts of high inflation on Queen Creek consumers and businesses, especially as the tariff situation evolves at the national level.

COMMUNICATIONS/UTILITIES:

This category includes businesses that provide telecommunications (internet, telephone, cellular service, cable/satellite television, etc.) and electricity, gas, or water services.

May 2025 Actuals: \$239K

FY 24-25 YTD Actuals: \$2.8M

FY 24-25 YTD Adopted Budget to Actual Variance of (\$134K) or (5%)

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$162K or 6%

RESTAURANTS & BARS:

This industry is comprised of establishments serving customers by preparing meals, snacks, and beverages for immediate consumption.

May 2025 Actuals: \$592K

FY 24-25 YTD Actuals: \$6.2M

FY 24-25 YTD Adopted Budget to Actual Variance of \$(75k) or (1.2%)

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$297K or 5%

This category is slightly lower than the current year revised budget and moderately higher than prior year's actual collections. Actuals in this category have been slightly weaker than originally anticipated, likely due to market saturation in the town, with local restaurants increasingly competing for the same customer base rather than expanding the overall market.

RENTAL, REAL ESTATE & LEASES:

This category consists of entities engaged in renting or leasing tangible and intangible assets as well as other establishments providing related services.

May 2025 Actuals: \$283K

FY 24-25 YTD Actuals: \$4.3M

FY 24-25 YTD Adopted Budget to Actual Variance of \$581K or 16%

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$813K or 23%

This category's collections are above the revised budget and prior year collections. This can be attributed to the continued development of commercial and residential properties that have become available for rent to tenants this year. Additionally, an increase in rent prices may contribute to the year-over-year increase. Due to recent legislation, long-term residential leases are no longer taxable since the beginning in January 2025, but despite the legislation, the performance in this category has been strong due to commercial real estate leases.

ALL OTHER CATEGORIES:

The categories included here are transportation, accommodation, manufacturing, wholesale trade, finance and insurance, services, and arts and entertainment.

May 2025 Actuals: \$130K

FY 24-25 YTD Actuals: \$1.4M

FY 24-25 YTD Adopted Budget to Actual Variance of \$(86k) or (5.6)%

FY 24-25 YTD Actual to FY 23-24 YTD Actual Increase of \$(6K) or (0.4%)

This category is below the revised budget. Of the existing categories in the All Other category, the arts and entertainment and services categories have performed better than anticipated due to the opening of new businesses and strong performance of these types of businesses in the Town. The variance in the 'All Other' category between the budget and last year's actuals is higher than usual due to a change in tax remittance from a major taxpayer that we are still looking into.

ATTACHMENT 1:

SALES TAX BACKGROUND INFORMATION:

The Town of Queen Creek’s sales tax is the largest revenue source for Town operations. The Town of Queen Creek’s Transaction Privilege Tax (TPT) program is administered by the State of Arizona’s Department of Revenue (AZDOR). AZDOR issues TPT licenses to businesses, updates license data, provides support, collects tax dollars due, performs audits, and distributes the tax revenue to the Town.

SALES TAX RATE DETAILS

The Town of Queen Creek has the following sales tax rates:

- 2.0% tax rate charged on all taxable activities within Town limits
 - Dedicated to the General Fund for general purpose government operations
- 0.25% tax rate charged on all taxable activities within Town limits
 - Dedicated to the Emergency Services (EMS) Fund to fund law enforcement and fire and medical services
- 2.0% additional tax rate on construction contracting activities within Town limits
 - Dedicated to funding infrastructure improvements within Town limits

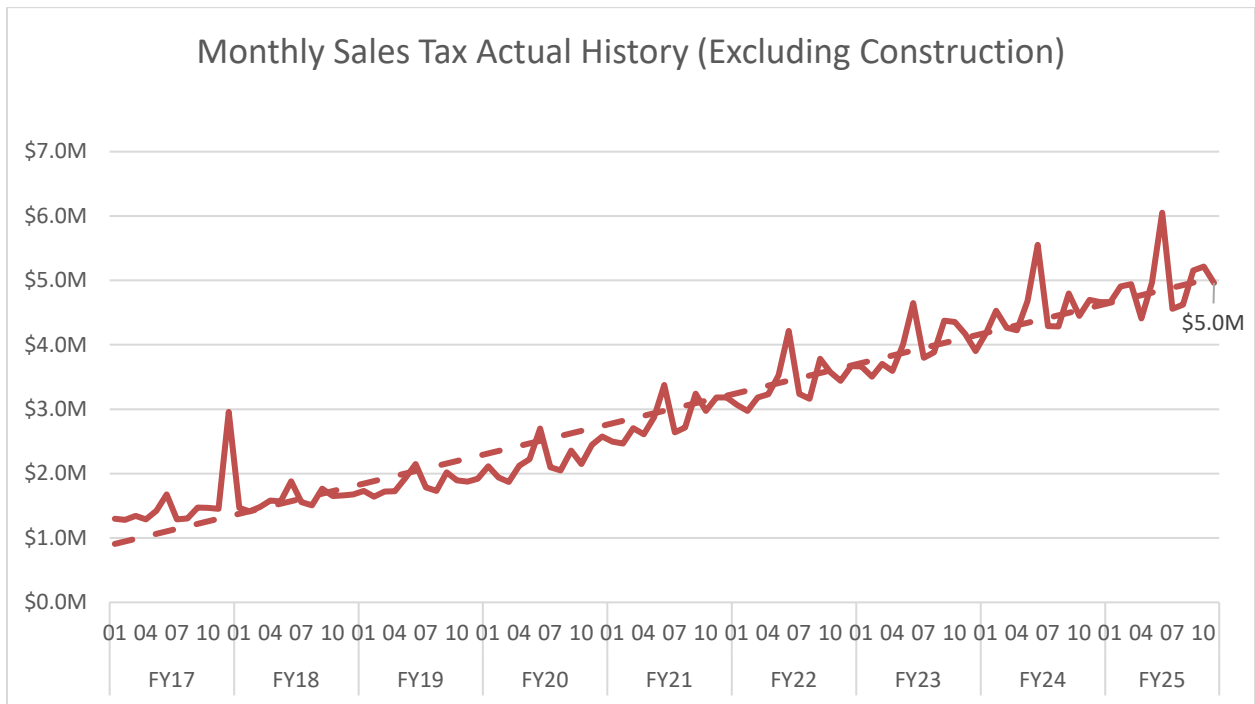
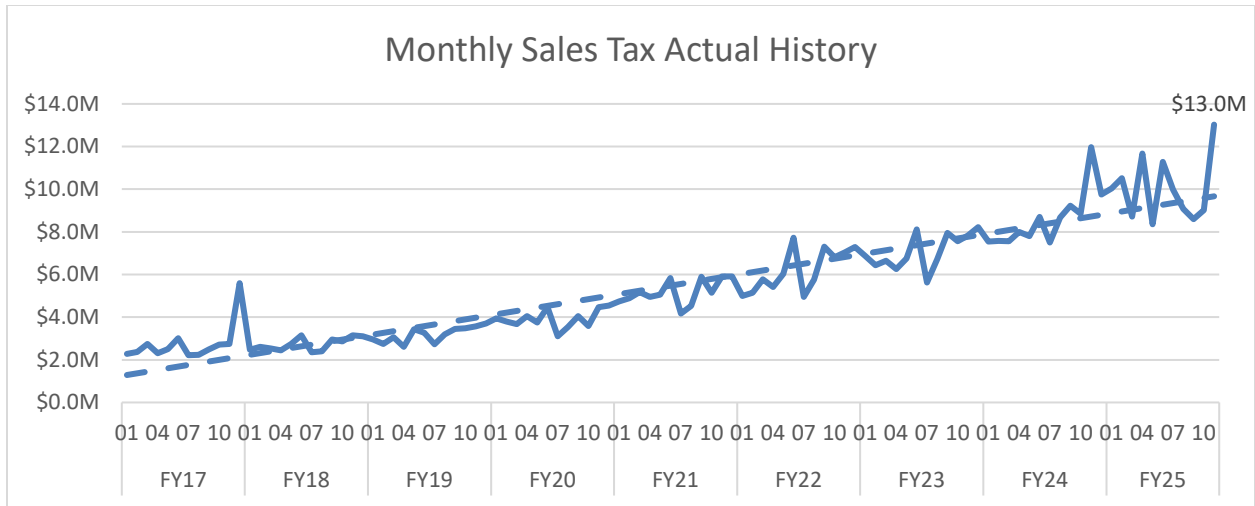
Sales Tax Rate Components			
Queen Creek Rate		Construction Contracting Rate	
General Fund	2.00%	General Fund	2.00%
EMS	0.25%	EMS	0.25%
		Construction Fund	2.00%
Total Rate	2.25%	Total Rate	4.25%

Revenue by Fund	FY25 Actuals YTD	% of Total
General Fund	\$ 74,399,637	67.5%
EMS Fund	\$ 9,299,955	8.4%
Town Center Fund	\$ 315,826	0.3%
Construction Fund	\$ 26,276,696	23.8%
Totals	\$ 110,292,113	100%

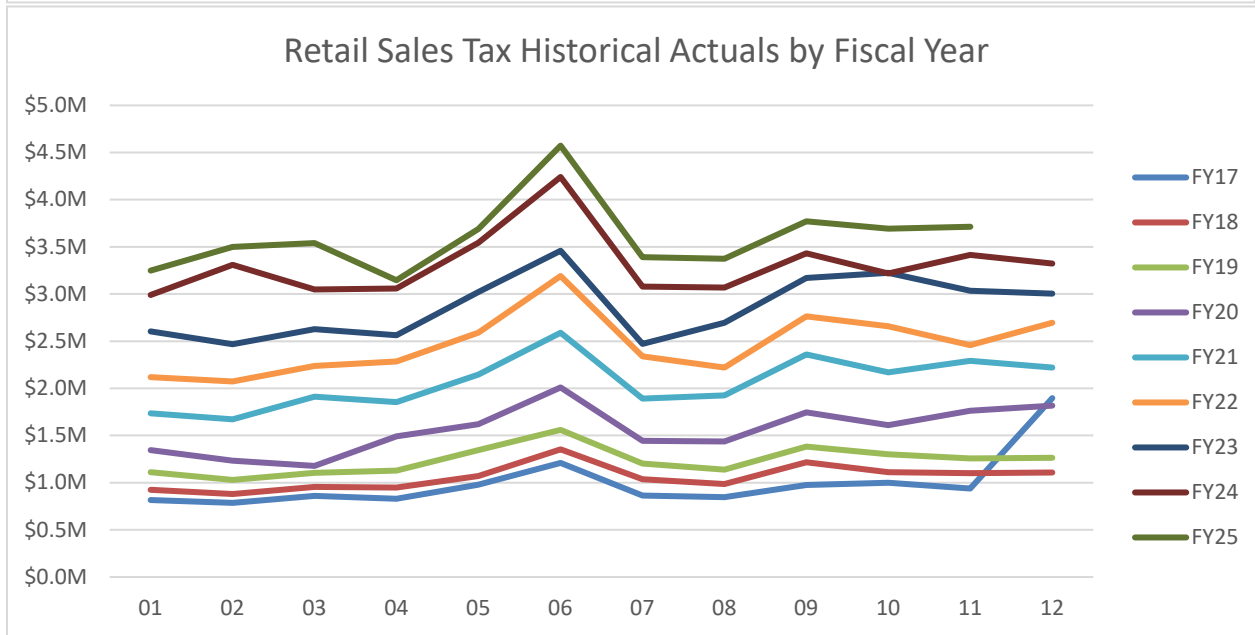
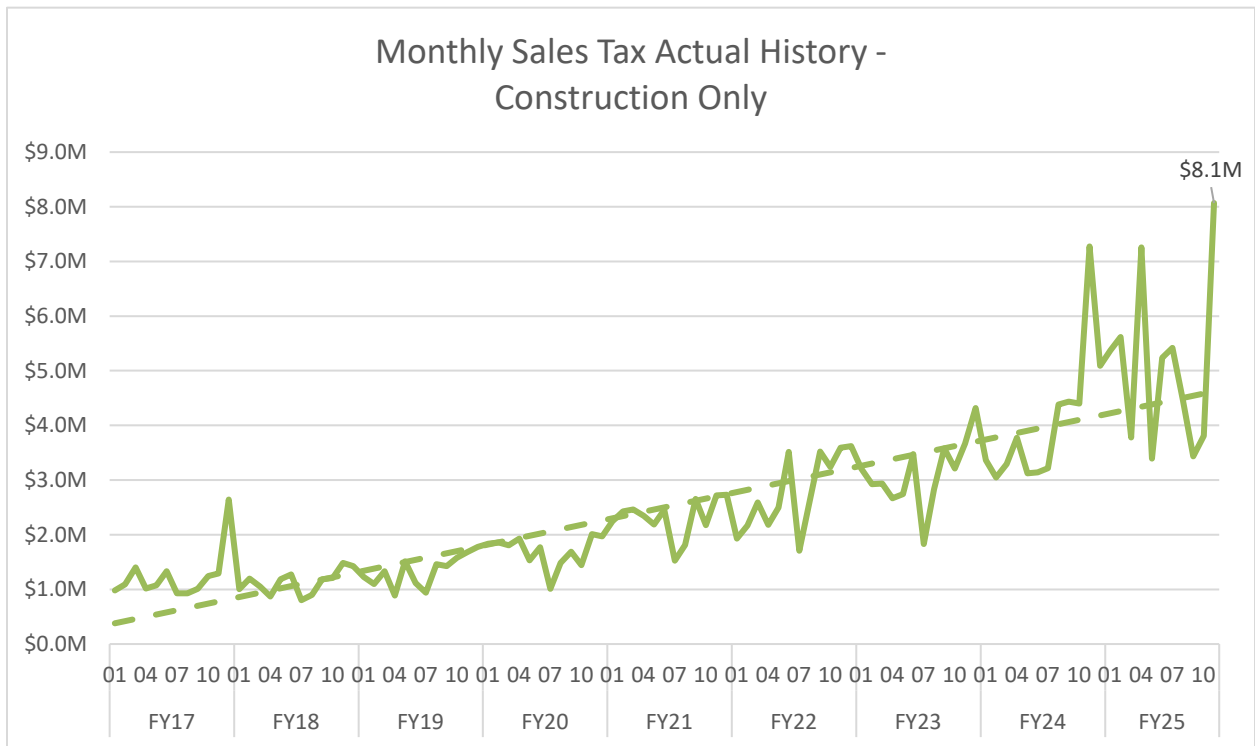
Operating Budget	Jul	Aug	September	October	November	December
General Fund	\$ 6,580,454	\$ 6,914,938	\$ 6,073,876	\$ 7,337,052	\$ 6,012,141	\$ 7,842,811
EMS Fund	\$ 822,557	\$ 864,367	\$ 759,235	\$ 917,132	\$ 751,518	\$ 980,351
Total Operating Budget	\$ 7,403,011	\$ 7,779,305	\$ 6,833,111	\$ 8,254,184	\$ 6,763,659	\$ 8,823,162

Operating Budget	January	February	March	April	May	June	FY24-25 YTD
General Fund	\$ 6,603,583	\$ 6,204,893	\$ 6,199,302	\$ 6,425,268	\$ 8,205,319	-	\$ 74,399,637
EMS Fund	\$ 825,448	\$ 775,612	\$ 774,913	\$ 803,158	\$ 1,025,665	-	\$ 9,299,955
Total Operating Budget	\$ 7,429,031	\$ 6,980,505	\$ 6,974,215	\$ 7,228,426	\$ 9,230,983	-	\$ 83,699,592

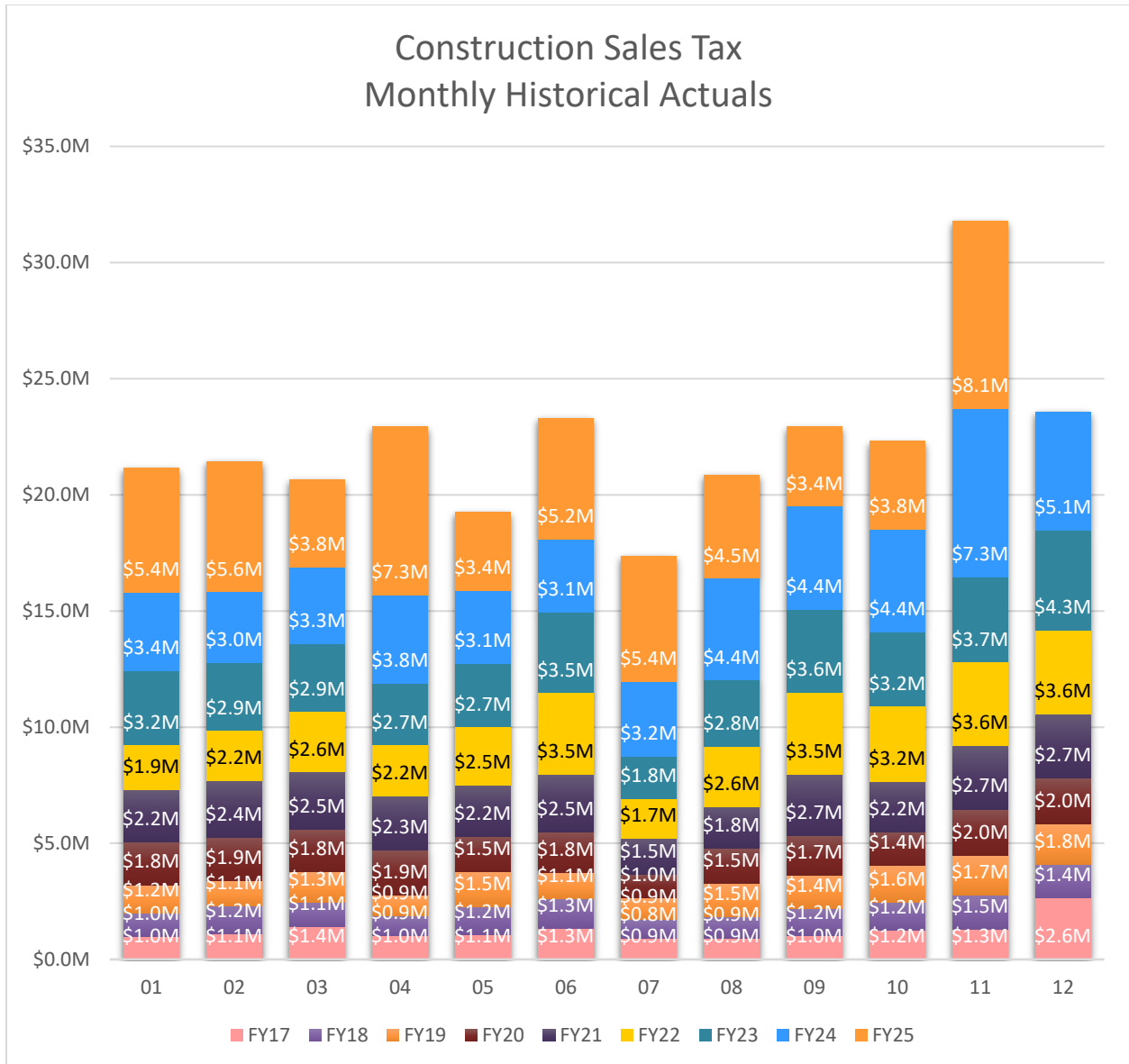
Historical Performance



Appendix 1: Queen Creek Monthly Sales Tax Report



Appendix 1: Queen Creek Monthly Sales Tax Report



Note: In FY 19-20 reporting is revised to reflect ADOR business code categories. Overall TPT revenues are not impacted.

Appendix 1: Queen Creek Monthly Sales Tax Report

TAX RATE CATEGORIES

Town-wide Queen Creek Sales Tax Rates:

BUSINESS CODE CATEGORY	REGION CODE	BUSINESS CODE	TAX RATE	REPORTING CATEGORY
Advertising	QC	018	2.25%	All Others
Amusements	QC	012	2.25%	All Others
Contracting-Prime	QC	015	4.25%	Construction Contracting
Contracting-Speculative Builders	QC	016	4.25%	Construction Contracting
Contracting – Owner Builder	QC	037	4.25%	Construction Contracting
Job Printing	QC	010	2.25%	All Others
Manufactured Buildings	QC	027	2.25%	Construction Contracting
Timbering & Other Extraction	QC	020	0.10%	All Others
Severance – Metal Mining	QC	019	2.25%	All Others
Publication	QC	009	2.25%	All Others
Hotels	QC	044	2.25%	All Others
Hotel/Motel (Additional Tax)	QC	144	3.00%	All Others
Residential Rental, Leasing & Licensing for Use	QC	045	2.25%	Rental, R.E. & Leases
Commercial Rental, Leasing & Licensing for Use	QC	213	2.25%	Rental, R.E. & Leases
Rental, Leasing & Licensing for Use	QC	214	2.25%	Rental, R.E. & Leases
Restaurants & Bars	QC	011	2.25%	Restaurants & Bars
Retail Sales	QC	017	2.25%	Retail Sales
Retail Sales Food for Home	QC	062	2.25%	Retail Sales
MRRA	QC	315	2.25%	All Others
Communications	QC	005	2.25%	Comm. & Utilities
Transporting	QC	006	2.25%	All Others
Utilities	QC	004	2.25%	Comm. & Utilities
Use Tax Purchases	QC	029	2.25%	All Others
Use Tax from Inventory	QC	030	2.25%	All Others
Retail Sales for Remote Sellers	QC	605	2.25%	Retail Sales
Retail Sales Food for Home Consumption Remote Sellers	QC	606	2.25%	Retail Sales
Marijuana Sales	QC	420	2.25%	Retail Sales
Medical Marijuana Sales	QC	203	2.25%	Retail Sales

FitchRatings

Pledged Revenue Analysis

FY 23-24 \$162.M vs FY 24-25 \$176.3M: +\$14.1M, +9%

Town Sales Tax

FY 23-24 \$54.5M vs. FY 24-25 \$59.3M: +\$4.8M, +9%

Overall, non-construction-related sales tax revenues received by the Town of Queen Creek increased by about 9% year over year. Over half of this variance is from retail trade, this category of sales tax is the largest reoccurring sales tax the Town receives. Retail trade within the Town is largely correlated with population growth in the Town and in areas to our north and southeast. On July 1st of FY 23-24 there were an estimated 76,570 residents, which grew into 83,781 in FY 24-25. An increase of almost over 7,000, or 10%. This growth in population coupled with the addition of key businesses helped grow our non-construction sales tax figures.

Additionally, 3 months into FY 24-25 the additional Town Center sales tax was removed by Town Council, going from 2.5% to 2.25%. This decreased the collections from that area by 10%. Rather than seeing an increase of revenues, we saw a decrease of \$1.1M, mainly impacting the retail category. This change however, aligned the Town's tax structure to be consistent within Town boundaries and there is no longer an additional tax in the Town Center area.

Construction Sales Tax

FY 23-24 \$48.5M vs. FY 24-25 \$61.1M: \$12.6M, +26%

Construction-related sales tax revenue has experienced a significant increase over the past fiscal year, rising by \$12.6 million, or approximately 26%. This growth is largely attributable to collections associated with several major industrial projects currently underway within the Town. In addition, the sustained pace of single-family home construction in FY 24-25 continues to contribute meaningfully to this upward trend. Internal reporting indicates an estimated 1,644 certificates of occupancy issued in FY 24-25, an increase from 1,542 in FY 23-24, reflecting continued residential development activity. Typically, these certificates align with the timing of sales tax remittances from homebuilders.

The multifamily sector has also demonstrated notable expansion, with an estimated 1,113 certificates issued in FY 24-25 compared to 609 in FY 23-24. This overall increase, across both residential and industrial sectors underscores the strength and resilience of the Town's construction market and its positive impact on sales tax collections.

Charges for Other Services

FY 23-24 \$24.5M vs. FY 24-25 \$23.0M: -\$1.5M, -6%

Charges for Services are comprised of all general fees charged by the Town for services provided to citizens or other public groups. These fees have correlation between the fee charged and the cost of the service being provided. Fees are charged across the Operating Funds for individual services delivered by most departments with a few examples being: Development Services – Permitting and other Engineering type fees; Parks and Recreation – Classes and Facility Access such as the new Aquatic Center; Fire – Ambulance Billing; Police – Records Requests; and other general governmental services.

The 6% decrease in the overall revenue for this category has two primary drivers. First, the Utility ROI and In Lieu Property Taxes together decreased by \$1.0M, totaling \$0.9 in FY 24-25. This change was related to adjustments to Town policies governing activity between the Town's Water and Wastewater Utilities and Operating Budget. The Utility ROI policy was eliminated and In Lieu Property Tax modified to better reflect the value of the utility assets.

Second, Building and Engineering Revenues, all related to construction within the Town collectively decreased by \$3.1M for FY 24-25 to \$8.7M, from \$11.8M in the prior year. This change is related to the timing and speed of construction for residential and commercial development within Town limits. These fees are also forward looking and align more with expected development timing than projects currently underway.

The decreases noted above were offset by certain increases within the category. The largest of these included: Ambulance Revenue totaling \$1.1M in FY 23-24 which rose to \$2.2M in FY 24-25; Recreation Fees which include all classes and facility fees increased by \$1.1M between FY 23-24 and FY 24-25 finishing the most recent year at \$2.1M; and Horseshoe Park and Equestrian Center with a \$353K increase to finish FY 24-25 at \$1.6M in total revenue.

Franchise Fees

FY 23-24 \$2.5M vs FY 24-25 \$1.9M: -\$0.6M, -24%

Franchise Fees are paid to the Town for access to general government right-of-way during infrastructure related construction, allowing the utility provider to install infrastructure. The franchise fee paid by the Town's water utility was reduced by about \$1M annually due to a change in policy to reflect the appropriate allocation of fees generated from in-Town accounts versus out-of-Town, because the water service area is larger than the Town boundaries. Historically, the fee was charged based on 5% of the revenues from all water customers. However, the policy was adjusted such that the fee is now based on in-Town revenues only, or 65% of total water revenues. The 35% of the utility revenues from out-of-Town customers is no longer included in calculating the franchise fees.

Similarly, there was a change to the agreements with local cable providers and moving forward this category will not have a franchise fee. Instead, through updated agreements, these providers will be paying the normal permitting and plan review fees on an as needed basis, during construction. This results in a portion of the revenue decline in Franchise Fees being offset increases in the Charges for Services category.

The FY 23-24 to FY 24-25 decrease of approximately 25% was related to both changes noted above and will set a new base moving forward and annually increase from there. The largest line in FY 24-25 was \$1.6M represented by the Utility Franchise Fee line.

License and Permits

FY 23-24 \$117K vs. FY 24-25 \$119K: +\$2K, 1%

License and Permit Fees are paid by businesses within the community for the ability to operate, a few examples include Business Licenses and Liquor Licenses. These revenues have consistently and steadily increased each year as the community has grown and continued to see growth. The overall category is related to the strength of growth in the business community, not a single business. The trajectory for this category is steady but increasing into the future. The FY 23-24 to FY 24-25 increase was 1% which was less

than the prior year but also a more sustainable annual increase. The biggest contributor was Business Licenses with \$100K in annual revenue.

State-Shared Revenue

FY 23-24 \$32.1M vs. FY 24-25 \$30.9M, -\$1.2M, -4%

FY 24-25 State-Shared revenues are approximately 4% lower due to a decline in state-shared income tax distributions. The FY 23-24 to FY 24-25 actuals reflect a \$2.4 million reduction in this category, resulting from the state's transition to a flat income tax rate.

Despite this decrease, the overall state economy remains strong, and the Town's rapidly growing population relative to the rest of the state has increased its proportionate share of distributions across all state-shared revenue categories. State-shared sales tax collections rose by approximately \$1 million, or 10%, while revenue from the vehicle license tax experienced more modest growth of approximately \$200,000. These trends indicate that, although certain categories have declined, the Town continues to benefit from its expanding population and a resilient state economy.