### **D.C. Economic Indicators**

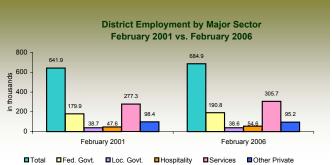
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## **Labor & Industry**

Jobs in D.C. for Feb. 2006 up 8,900 (1.3%) from 1 year ago

District resident employment for Feb. 2006 up 300 (0.1%) from 1 year ago



#### Labor Market ('000s): February 2006a

#### Private Employment ('000s): February 2006

|   |           | <u>D.0</u>                 | C. Metro     |                     | <u>area</u> |                          |       | 1 yr. change |      |
|---|-----------|----------------------------|--------------|---------------------|-------------|--------------------------|-------|--------------|------|
|   |           | Level                      | 1 yr. ch.    | Level               | 1 yr. ch.   |                          | Level | Amt.         | %    |
| Employed residents  |           | 275.8                      | 0.3          | 2807.2 <sup>b</sup> | 74.7        | Manufacturing            | 2.0   | -0.2         | -9.1 |
| Labor force   |           | 291.9                      | -6.4         | 2897.1 <sup>b</sup> | 59.8        | Construction             | 12.1  | -0.5         | -4.0 |
| Total wage and salary e                                     | mployment | 684.9                      | 8.9          | 2,932.5             | 71.6        | Wholesale trade          | 4.6   | 0.0          | 0.0  |
| Federal government  |           | 190.8                      | -1.8         | 335.6               | -2.5        | Retail trade             | 17.5  | 0.4          | 2.3  |
| Local government  |           | 38.6                       | 0.0          | 298.8               | 9.2         | Utilities & transport.   | 5.4   | 0.0          | 0.0  |
| Leisure & hospitality                                       |           | 54.6                       | 3.1          | 243.6               | 9.3         | Publishing & other info. | 23.1  | 0.1          | 0.4  |
| Trade   |           | 22.1                       | 0.4          | 339.8               | 7.6         | Finance & insurance      | 18.8  | -0.1         | -0.5 |
| Services  |           | 305.7                      | 7.4          | 1,140.0             | 39.5        | Real estate              | 11.7  | 0.5          | 4.5  |
| Other private   |           | 73.1                       | -0.2         | 574.7               | 8.5         | Legal services           | 34.7  | 0.5          | 1.5  |
| Unemployed  |           | 16.1                       | -6.7         | 89.9 <sup>b</sup>   | -15.0       | Other profess. serv.     | 66.4  | 2.0          | 3.1  |
| New unempl. claims (state program)                          |           | 1.4 <sup>b</sup>           | 0.0          |                     |             | Empl. Serv. (incl. temp) | 12.8  | 1.0          | 8.5  |
| Sources: U.S. Bureau of Labor Statistics (BLS) & D.C. Dept. |           | ) & D.C. Dept. c           | f Employment | Services (DOES)     |             | Mgmt. & oth. bus serv.   | 35.7  | 0.6          | 1.7  |
| <sup>a</sup> preliminary, not seasonally a                  | djusted   | <sup>b</sup> January, 2006 |              |                     |             | Education                | 44.6  | 1.2          | 2.8  |
|   |           |                            |              |                     |             | Health care              | 53.4  | 2.1          | 4.1  |
| D.C. Hotel Industry <sup>c</sup> A                          |           |                            | Airport F    | Passengers          | d           | Organizations            | 51.4  | 0.2          | 0.4  |
| Jan. 2006   | Amt.      | 1 yr. ch.                  | Jan. 2006    | Amt.('000)          | 1 yr. % ch. | Accommodations           | 15.4  | 0.1          | 0.7  |
| Occupancy Rate  | 52.2%     | -2.3                       | Reagan       | 1,277.5             | 10.0        | Food service             | 32.8  | 2.2          | 7.2  |
| Avg. Daily Room Rate  | \$167.06  | -\$19.25                   | Dulles       | 1,678.8             | -16.4       | Amuse. & recreation 6.4  |       | 0.8          | 14.3 |
| # Available Deems   | 26.201    | 77                         | DWI          | 1 472 0             | 1.2         | Other convices           | 6.7   | 0.0          | 2.0  |

| D.C. Hotel Industry <sup>c</sup> |          | Airport Passengers <sup>a</sup> |           |            | Organizations     | 51.4                | 0.2   | 0.4  |      |
|----------------------------------|----------|---------------------------------|-----------|------------|-------------------|---------------------|-------|------|------|
| Jan. 2006                        | Amt.     | 1 yr. ch.                       | Jan. 2006 | Amt.('000) | 1 yr. % ch.       | Accommodations      | 15.4  | 0.1  | 0.7  |
| Occupancy Rate                   | 52.2%    | -2.3                            | Reagan    | 1,277.5    | 10.0              | Food service        | 32.8  | 2.2  | 7.2  |
| Avg. Daily Room Rate             | \$167.06 | -\$19.25                        | Dulles    | 1,678.8    | -16.4             | Amuse. & recreation | 6.4   | 0.8  | 14.3 |
| # Available Rooms                | 26,391   | 77                              | BWI       | 1,473.9    | 1.3               | Other services      | 6.7   | -0.2 | -2.9 |
| Room Sales (\$M)                 | \$71.4   | -\$11.4                         | Total     | 4,430.2    | -4.2 <sup>e</sup> | Total               | 455.5 | 10.7 | 2.4  |
|                                  |          |                                 |           |            |                   |                     |       |      |      |

<sup>&</sup>lt;sup>c</sup> Source: Smith Travel Research <sup>d</sup> Source: Metropolitan Washington Airports Authority & Maryland Aviation Administration Authority e weighted average

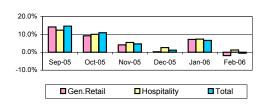
#### Source: BLS. Details may not add to total due to rounding.

### evenue

FY 2006 (Oct. - Feb.) Individual income tax collections up 7.9% from 1 year ago

FY 2006 (Oct. - Feb.) General Sales tax collections up 7.1% from 1 year ago

Sales Tax Collections for the Preceding Six Months (% chg from same period of preceding year)



<sup>&</sup>lt;sup>a</sup> Cash collection growth rates for some taxes may not necessarily reflect annual revenue growth for budget purposes due to accounting adjustments. Growth rates in some taxes reflect legislated changes in tax rates.

#### **Adjusted General Fund** Revenue Collections<sup>a</sup>

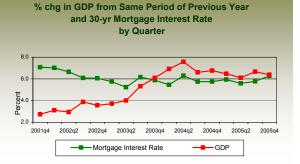
|                               | year-to-date     |                  |  |  |  |
|-------------------------------|------------------|------------------|--|--|--|
|                               | % ch             | ange             |  |  |  |
|                               | FY 2006          | FY 2005          |  |  |  |
|                               | (Oct 05- Feb 06) | (Oct 04- Feb 05) |  |  |  |
| Property Taxes                | ***              | ***              |  |  |  |
| General Sales <sup>b</sup>    | 7.1              | 14.8             |  |  |  |
| Individual Income             | 7.9              | 5.5              |  |  |  |
| Business Income               | ***              | ***              |  |  |  |
| Utilities                     | 0.9              | -1.3             |  |  |  |
| Deed Transfer                 | -3.8             | -10.4            |  |  |  |
| All Other Taxes               | 10.3             | -11.9            |  |  |  |
| <b>Total Tax Collections</b>  | 7.6              | 6.5              |  |  |  |
| Addenda:                      |                  |                  |  |  |  |
| Indiv. Inc. tax withholding   |                  |                  |  |  |  |
| for D.C. residents            | 8.3              | 3.5              |  |  |  |
| Sales tax on hotels and       |                  |                  |  |  |  |
| restaurants allocated         |                  |                  |  |  |  |
| to Convention Center          | 24.6             | 17.3             |  |  |  |
| Source: D.C. Office of Tax ar |                  |                  |  |  |  |
| Office of Rev                 | renue Analysis   |                  |  |  |  |

<sup>&</sup>lt;sup>b</sup> Includes sales taxes allocated to the Convention Center

<sup>\*\*\*</sup> Not meaningful due to payment timing or processing factors

### People & Economy

- D.C. unemployment rate for Feb.: 5.3%, down from 5.4% last month & down from 7.0% 1 yr ago
- Estimated D.C. population for 2005: 550,521, down 0.7% from 2004 & down 3.3% from 2001



| U.S. GDP              | % change               | for yr. ending         | CPI                     | % change for yr. ending |           | D.C. Pop      | ulation       |                 |           |
|-----------------------|------------------------|------------------------|-------------------------|-------------------------|-----------|---------------|---------------|-----------------|-----------|
| Source: BEA           | 4 <sup>th</sup> Q 2005 | 3 <sup>rd</sup> Q 2005 | Source: BLS             | Jan. 2006               | Nov. 2005 | Source: Censu | s             | Level           | 1 yr. ch. |
| Nominal               | 6.4                    | 6.7                    | U.S.                    | 4.0                     | 3.5       | Estimate for: |               |                 |           |
| Real                  | 3.2                    | 3.6                    | D.C./Balt. metro area   | 4.1                     | 3.7       | July 1, 2001  |               | 569,321         | (1,724)   |
|                       |                        |                        |                         |                         |           | July 1, 2002  |               | 564,624         | (4,697)   |
| Personal Income       | 1                      |                        | Unemployment Ra         | ite <sup>c</sup>        |           | July 1, 2003  |               | 557,846         | (6,778)   |
| Source: BEA           | % change               | for yr. ending         | Source: BLS             | Feb. 2006               | Jan. 2006 | July 1, 2004  |               | 554,239         | (3,607)   |
| Total Personal Income | 4 <sup>th</sup> Q 2005 | 3 <sup>rd</sup> Q 2005 | U.S.                    | 4.8                     | 4.7       | July 1, 2005  |               | 550,521         | (3,718)   |
| U.S.                  | 4.7                    | 5.4 <sup>†</sup>       | D.C.                    | 5.3                     | 5.4       | Components o  | f Change froi | m April 1, 2000 |           |
| D.C.                  | 5.9                    | 7.4 <sup>†</sup>       |                         |                         |           | Natural       | Births        | 42,505          | Net       |
| Wage & Salary Portion | of Personal I          | ncome                  | Interest Rates          | National A              | Average   |               | Deaths        | 30,109          | 12,393    |
| U.S.                  | 4.8                    | 6.3 <sup>†</sup>       | Source: Federal Reserve | Feb. 2006               | Jan. 2006 | Net Migr.     | Net Int'l     | 20,618          |           |
| Earned in D.C.        | 5.4                    | 6.4 <sup>†</sup>       | 1-yr. Treasury          | 4.7                     | 4.4       |               | Net Dom.      | (53,550)        | (32,932)  |
| Earned by D.C. res'db | 5.9                    | 7.2 <sup>†</sup>       | Conv. Home Mortgage     | 6.3                     | 6.2       | Net Change    | d             |                 | (21,538)  |

<sup>a</sup> Nominal <sup>b</sup> estimated <sup>c</sup> seasonally adjusted <sup>d</sup> Includes federal resident employee movement (military/civilian) and the statistical residual

# Housing & Office Space

11,257 new condos likely within next 36 months, up 114.7% from 1 year ago





| <b>Housing Sales</b>      |                        |             | D.C. Housing Per            | mits Issued            |           | D.C. Commercial               | Office Space           | )          |
|---------------------------|------------------------|-------------|-----------------------------|------------------------|-----------|-------------------------------|------------------------|------------|
| Source: MRIS <sup>a</sup> |                        |             | Source: U.S. Census Bureau  | 4 Qs ending            |           | Source: Delta Associates      |                        |            |
|                           | 4 Qs ending            | 1 yr. % ch. |                             | 4 <sup>th</sup> Q 2005 | 1 yr. ch. |                               |                        |            |
| Completed contracts       | 4 <sup>th</sup> Q 2005 |             | Total housing units         | 2,294                  | 917       | Vacancy Rate (%)              | 4 <sup>th</sup> Q 2005 | 1 qtr. ch. |
| Single family             | 5,123                  | -11.4       | Single family               | 123                    | -103      | Excl. sublet space            | 5.1                    | -0.1       |
| Condo/Co-op               | 4,413                  | 10.5        | Multifamily (units)         | 2,171                  | 1,020     | Incl. sublet space            | 6.0                    | -0.1       |
|                           |                        |             | Class A Apt.d and           | d Condomin             | ium Units |                               |                        |            |
| Prices (\$000)            | 4 <sup>th</sup> Q 2005 | 1 yr. % ch. | Source: Delta Associates    | 4 <sup>th</sup> Q 2005 | 1 yr. ch. | Inventory Status <sup>e</sup> | 4 <sup>th</sup> Q 2005 | 1 qtr. ch. |
| Single family             |                        |             | Units under construction    |                        |           | Total inventory               | 113.7                  | 0.2        |
| Median <sup>b</sup>       | \$490.0                | 27.6        | Rental apartments           | 1,465                  | -1,627    | Leased space <sup>f</sup>     | 107.9                  | 0.3        |
| Average <sup>c</sup>      | \$619.9                | 21.8        | Condominiums                | 5,243                  | 2,829     | Occupied space <sup>g</sup>   | 106.9                  | 0.3        |
| Condo/Co-op               |                        |             | Other units likely within 3 | 6 months               |           | Under construction            |                        |            |
| Median <sup>b</sup>       | \$375.0                | 15.4        | Rental apartments           | 1,832                  | 654       | or renovation                 | 7.8                    | -0.2       |
| Average <sup>c</sup>      | \$423.7                | 17.8        | Condominiums                | 6,014                  | 3,185     |                               |                        |            |

<sup>&</sup>lt;sup>a</sup> Metropolitan Regional Information System as reported by the Greater Capital Area Association of Realtors <sup>b</sup> Median for Dec. <sup>c</sup> 4<sup>th</sup> quarter average

d Investment grade units, as defined by Delta e In million square feet f Calculated from vac. rate excl. sublet g Calculated from vac. rate excl. sublet