

City of South Lake Tahoe Transient Occupancy Tax Report

Revenue Collected in May 2018 for the Month of April 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$121,577.15	\$124,553.81	(\$2,976.66)	-2.39%
Delinquent Motel Payments	\$2,016.53	\$2,294.29	(\$277.76)	-12.11%
Property Management VHR	\$73,823.77	\$67,634.86	\$6,188.91	9.15%
Individual Property Owners (VHR)	\$9,775.52	\$14,388.29	(\$4,612.77)	-32.06%
Shared VHRs	\$0.00	\$0.00	\$0.00	100.00%
Campground	\$5,072.38	\$5,767.89	(\$695.51)	-12.06%
Promotion 2%	\$70,755.12	\$71,546.38	(\$791.26)	-1.11%
TOT Totals	<u>\$283,020.47</u>	<u>\$286,185.52</u>	<u>(\$3,165.05)</u>	<u>-1.11%</u>
Total General Fund TOT	<u>\$283,020.47</u>	<u>\$286,185.52</u>	<u>(\$3,165.05)</u>	<u>-1.11%</u>
City Redevelopment TOT	\$70,755.12	\$71,546.38	(\$791.26)	-1.11%
Redevelopment Area TOT	<u>\$336,366.70</u>	<u>\$389,446.58</u>	<u>(\$53,079.88)</u>	<u>-13.63%</u>
Total General Fund Monthly Collections	<u>\$690,142.29</u>	<u>\$747,178.48</u>	<u>(\$57,036.19)</u>	<u>-7.63%</u>
Restricted Measure P TOT 2%	<u>\$126,875.37</u>	<u>\$147,307.57</u>	<u>(\$20,432.20)</u>	<u>-13.87%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$1,216,233.68	\$1,343,236.88	(\$127,003.20)	-9.46%
Delinquent Motel Payments	\$19,274.18	\$23,691.81	(\$4,417.63)	-18.65%
Property Management VHR	\$1,064,413.07	\$1,014,825.88	\$49,587.19	4.89%
Individual Property Owners	\$506,108.33	\$470,469.51	\$35,638.82	7.58%
Shared VHRs	\$5,680.11	\$0.00	\$5,680.11	100.00%
Campground	\$19,690.59	\$12,472.50	\$7,218.09	57.87%
Promotion 2%	\$943,800.01	\$955,172.03	(\$11,372.02)	-1.19%
TOT Totals	<u>\$3,775,199.97</u>	<u>\$3,819,868.61</u>	<u>(\$44,668.64)</u>	<u>-1.17%</u>
Total General Fund TOT	<u>\$3,775,199.97</u>	<u>\$3,819,868.61</u>	<u>(\$44,668.64)</u>	<u>-1.17%</u>
City Redevelopment TOT	\$943,800.01	\$955,172.03	(\$11,372.02)	-1.19%
Redevelopment Area TOT	<u>\$3,300,779.54</u>	<u>\$3,354,593.00</u>	<u>(\$53,813.46)</u>	<u>-1.60%</u>
Total to Date General Fund Collections	<u>\$8,019,779.52</u>	<u>\$8,129,633.64</u>	<u>(\$109,854.12)</u>	<u>-1.35%</u>
Motel and VHR TOT Audit Collections	\$43,608.96			
Total TOT Collections	<u>\$8,063,388.48</u>			
Restricted Measure P TOT 2%	<u>\$1,509,733.09</u>	<u>\$893,609.33</u>	<u>\$616,123.76</u>	<u>100.00%</u>

TOT is collected and recorded as revenue in the General Ledger in the month following the actual motel stay.

Motel and VHR TOT Audit Collections are actual amounts collected. Does not include balances owed but not yet paid.

Restricted Measure P TOT 2% was implemented 1/1/2017.

Redevelopment variances are due to Marriott accounting changes.

City of South Lake Tahoe

Room Rentals By Zone Month of April 2018

		<i>Receipts</i>	<i>Taxable Rents</i>	Total Room Nights Available	Room Nights Rented	Occupancy Percentage	Average Room Price
		Gross Rentals Reported	Net Rentals Reported				
Zone 1	2018	\$3,845,125	\$3,648,407	104490	30258	29%	\$127
	2017	\$4,404,058	\$4,270,379	104460	33998	33%	\$130
	Variance	(\$558,933)	(\$621,972)	30	(3740)	-4%	(\$3)
Zone 2	2018	\$567,027	\$536,397	33840	6358	19%	\$89
	2017	\$620,769	\$578,540	39360	7168	18%	\$87
	Variance	(\$53,742)	(\$42,143)	(5520)	(810)	1%	\$2
Zone 3	2018	\$330,420	\$303,775	15960	2945	18%	\$112
	2017	\$366,535	\$352,265	15960	3310	21%	\$111
	Variance	(\$36,115)	(\$48,490)	0	(365)	-3%	\$1
Zone 4	2018	\$144,408	\$51,682	11610	1168	10%	\$124
	2017	\$183,670	\$96,389	11610	1978	17%	\$93
	Variance	(\$39,262)	(\$44,707)	0	(810)	-7%	\$31
Zone 5	2018	\$103,957	\$55,378	6540	586	9%	\$177
	2017	\$82,835	\$52,920	7020	558	8%	\$148
	Variance	\$21,122	\$2,458	(480)	28	1%	\$29
Total All Zones	2018	\$4,990,937	\$4,595,639	172440	41315	24%	\$121
	2017	\$5,657,867	\$5,350,493	178410	47012	26%	\$120
	Variance	(\$666,930)	(\$754,854)	(5970)	(5697)	-2%	\$1

Zone Descriptions:

- Zone 1 Stateline Area
- Zone 2 Ski Run, Heavenly and Bijou Areas
- Zone 3 Al Tahoe Area
- Zone 4 Sierra Tract, East Y Area
- Zone 5 West Y and Emerald Bay Road Areas

Vacation Home Rentals - Managed by Rental Agents

	<i>Taxable Rents</i>	Total Units Available	Total Units Rented	Occupancy Percentage	Average Room Price
	Net Rentals Reported				
2018	\$1,335,452.04	28,740	4,456	16%	\$299.70
2017	\$1,231,271.04	28,530	4,883	17%	\$252.15
Variance	\$104,181.00	210	(427)	-1%	\$47.55

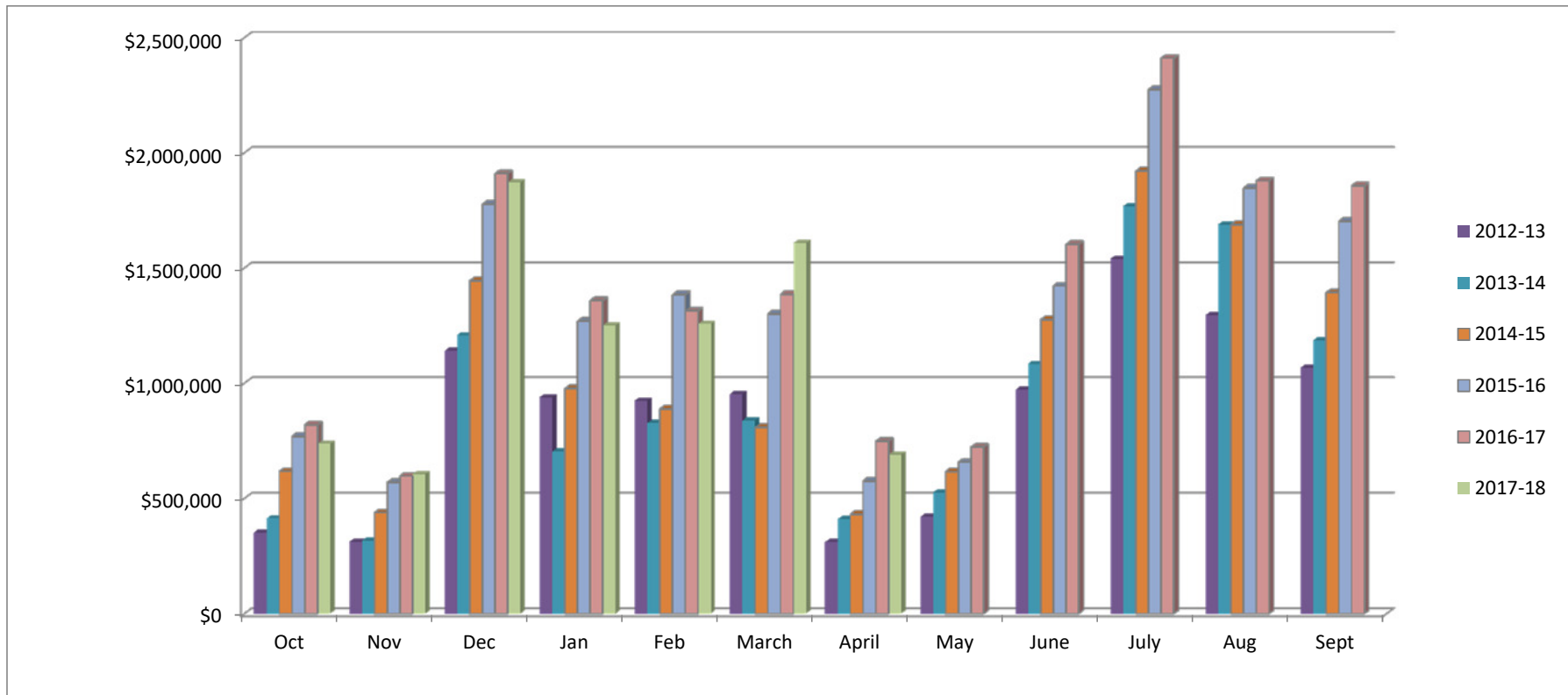
City of South Lake Tahoe

Room Rentals By Unit Size Month of April 2018

		<i>Receipts</i> Gross Rentals Reported	<i>Taxable rents</i> Net Rentals Reported	Total Rooms Nights Available	Room Nights Rented	Occupancy Percentage	Average Room Price
Units 1-15	2018	\$232,025	\$134,599	9840	1273	13%	\$182
	2017	\$218,102	\$125,017	9870	1076	11%	\$203
	Variance	\$13,923	\$9,582	(30)	197	2%	(\$21)
Units 16-30	2018	\$378,078	\$169,780	24180	2080	9%	\$182
	2017	\$386,783	\$212,380	24630	2594	11%	\$149
	Variance	(\$8,705)	(\$42,600)	(450)	(514)	-2%	\$33
Units 31-50	2018	\$302,090	\$275,516	16680	3037	18%	\$99
	2017	\$314,436	\$282,811	16710	3380	20%	\$93
	Variance	(\$12,346)	(\$7,295)	(30)	(343)	-2%	\$6
Units 51-75	2018	\$562,413	\$562,413	25560	7485	29%	\$75
	2017	\$702,174	\$699,208	27660	9364	34%	\$75
	Variance	(\$139,761)	(\$136,795)	(2100)	(1879)	-5%	\$0
Units 76-125	2018	\$901,299	\$838,299	24270	7069	29%	\$128
	2017	\$959,119	\$959,119	27630	8083	29%	\$119
	Variance	(\$57,820)	(\$120,820)	(3360)	(1014)	0%	\$9
Units 126+	2018	\$2,615,032	\$2,615,032	71910	20371	28%	\$128
	2017	\$3,077,253	\$3,071,958	71910	22515	31%	\$137
	Variance	(\$462,221)	(\$456,926)	0	(2144)	-3%	(\$9)
Total All Unit Sizes	2018	\$4,990,937	\$4,595,639	172440	41315	24%	\$121
	2017	\$5,657,867	\$5,350,493	178410	47012	26%	\$120
	Variance	(\$666,930)	(\$754,854)	(5970)	(5697)	-2%	\$1

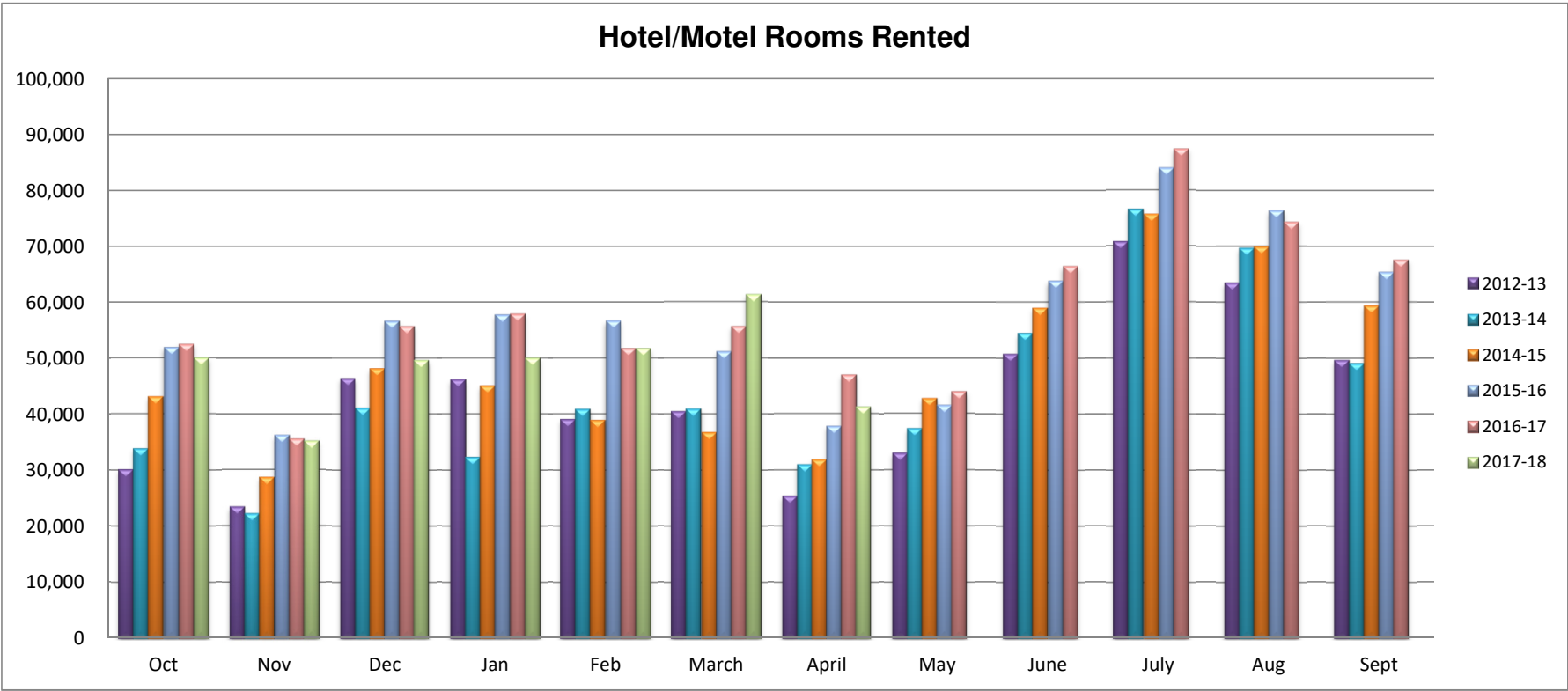
**City of South Lake Tahoe
TOT Collected
(Excluding audit collections and 2% Measure P TOT)**

	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Jan</i>	<i>Feb</i>	<i>March</i>	<i>April</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>Aug</i>	<i>Sept</i>	<i>Year to Date Total</i>
2012-13	\$352,360	\$311,214	\$1,139,117	\$938,361	\$924,117	\$952,435	\$309,956	\$419,142	\$970,739	\$1,539,841	\$1,295,749	\$1,067,658	\$10,220,690
2013-14	\$413,240	\$316,321	\$1,207,678	\$702,471	\$826,225	\$838,573	\$409,738	\$525,592	\$1,083,420	\$1,768,106	\$1,689,276	\$1,187,000	\$10,967,640
2014-15	\$616,901	\$438,053	\$1,443,697	\$975,930	\$888,351	\$807,169	\$431,120	\$615,934	\$1,275,041	\$1,920,591	\$1,688,228	\$1,392,562	\$12,493,577
2015-16	\$768,980	\$568,608	\$1,776,411	\$1,268,767	\$1,384,083	\$1,300,922	\$575,701	\$656,965	\$1,421,739	\$2,274,978	\$1,847,480	\$1,702,865	\$15,547,498
2016-17	\$819,179	\$596,552	\$1,909,793	\$1,358,224	\$1,313,140	\$1,385,566	\$747,178	\$722,225	\$1,602,262	\$2,410,778	\$1,878,524	\$1,856,492	\$16,599,915
2017-18	\$736,201	\$605,917	\$1,872,165	\$1,250,476	\$1,257,575	\$1,607,302	\$690,142						\$8,019,780



City of South Lake Tahoe Rooms Rented

	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Jan</i>	<i>Feb</i>	<i>March</i>	<i>April</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>Aug</i>	<i>Sept</i>	<i>Year to Date Total</i>
2012-13	30,183	23,447	46,442	46,215	39,121	40,558	25,427	33,031	50,836	70,868	63,567	49,721	519,416
2013-14	33,894	22,228	41,156	32,355	40,951	40,994	31,015	37,413	54,548	76,667	69,787	49,168	530,176
2014-15	43,162	28,676	48,200	45,142	38,962	36,820	31,934	42,741	59,041	75,745	70,026	59,448	579,897
2015-16	51,945	36,173	56,669	57,800	56,716	51,247	37,868	41,535	63,855	84,039	76,476	65,463	679,786
2016-17	52,485	35,490	55,715	57,917	51,771	55,719	47,012	43,964	66,485	87,416	74,401	67,608	695,983
2017-18	50,057	35,157	49,640	50,056	51,774	61,383	41,315						339,382



Report Revised for February and March 2018 on 7/9/18.