

**City of South Lake Tahoe
Transient Occupancy Tax Report**

Revenue Collected in March 2018 for the Month of February 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$192,936.00	\$225,628.97	(\$32,692.97)	-14.49%
Delinquent Motel Payments	\$2,301.27	\$4,445.21	(\$2,143.94)	-48.23%
Property Management VHR	\$197,276.51	\$201,766.73	(\$4,490.22)	-2.23%
Individual Property Owners (VHR)	\$18,296.71	\$30,015.78	(\$11,719.07)	-39.04%
Shared VHRs	\$20.95	\$0.00	\$20.95	100.00%
Campground	\$3,341.91	\$1,386.64	\$1,955.27	141.01%
Promotion 2%	\$138,057.79	\$154,414.44	(\$16,356.65)	-10.59%
TOT Totals	<u>\$552,231.14</u>	<u>\$617,657.77</u>	<u>(\$65,426.63)</u>	<u>-10.59%</u>
Total General Fund TOT	<u>\$552,231.14</u>	<u>\$617,657.77</u>	<u>(\$65,426.63)</u>	<u>-10.59%</u>
City Redevelopment TOT	\$138,057.79	\$154,414.44	(\$16,356.65)	-10.59%
Redevelopment Area TOT	\$567,286.49	\$541,068.22	\$26,218.27	4.85%
Total General Fund Monthly Collections	<u>\$1,257,575.42</u>	<u>\$1,313,140.43</u>	<u>(\$55,565.01)</u>	<u>-4.23%</u>
Restricted Measure P TOT 2%	<u>\$238,490.92</u>	<u>\$244,178.64</u>	<u>(\$5,687.72)</u>	<u>100.00%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$882,102.01	\$1,036,944.14	(\$154,842.13)	-14.93%
Delinquent Motel Payments	\$14,907.14	\$19,157.50	(\$4,250.36)	-22.19%
Property Management VHR	\$843,903.13	\$815,544.27	\$28,358.86	3.48%
Individual Property Owners	\$248,875.24	\$257,682.88	(\$8,807.64)	-3.42%
Shared VHRs	\$3,213.16	\$0.00	\$3,213.16	100.00%
Campground	\$11,327.86	\$5,238.17	\$6,089.69	116.26%
Promotion 2%	\$668,109.54	\$711,522.32	(\$43,412.78)	-6.10%
TOT Totals	<u>\$2,672,438.08</u>	<u>\$2,846,089.28</u>	<u>(\$173,651.20)</u>	<u>-6.10%</u>
Total General Fund TOT	<u>\$2,672,438.08</u>	<u>\$2,846,089.28</u>	<u>(\$173,651.20)</u>	<u>-6.10%</u>
City Redevelopment TOT	\$668,109.54	\$711,522.32	(\$43,412.78)	-6.10%
Redevelopment Area TOT	\$2,381,787.31	\$2,439,277.67	(\$57,490.36)	-2.36%
Total to Date General Fund Collections	<u>\$5,722,334.93</u>	<u>\$5,996,889.27</u>	<u>(\$274,554.34)</u>	<u>-4.58%</u>
Motel and VHR TOT Audit Collections	\$41,008.96			
Total TOT Collections	<u>\$5,763,343.89</u>			
Restricted Measure P TOT 2%	<u>\$1,077,594.84</u>	<u>\$489,867.02</u>	<u>\$587,727.82</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 February 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	\$6,338,416	\$6,194,050	97524	37097	38%	\$171
	2017	\$6,474,794	\$6,366,763	96404	36198	38%	\$179
	Variance	(\$136,378)	(\$172,713)	1120	899	0%	(\$8)
Zone 2	2018	\$1,035,414	\$978,127	31864	8668	27%	\$119
	2017	\$1,011,337	\$978,393	35028	8402	24%	\$120
	Variance	\$24,077	(\$266)	(3164)	266	3%	(\$1)
Zone 3	2018	\$506,271	\$481,716	14896	3660	25%	\$138
	2017	\$532,901	\$508,281	14896	4083	27%	\$131
	Variance	(\$26,630)	(\$26,565)	0	(423)	-2%	\$7
Zone 4	2018	\$214,412	\$98,408	10836	1564	14%	\$137
	2017	\$273,095	\$164,524	10836	2420	22%	\$113
	Variance	(\$58,683)	(\$66,116)	0	(856)	-8%	\$24
Zone 5	2018	\$133,063	\$87,823	6104	785	13%	\$170
	2017	\$162,139	\$135,839	6104	668	11%	\$243
	Variance	(\$29,076)	(\$48,016)	0	117	2%	(\$73)
Total All Zones	2018	\$8,227,576	\$7,840,124	161224	51774	32%	\$159
	2017	\$8,454,266	\$8,153,800	163268	51771	32%	\$163
	Variance	(\$226,690)	(\$313,676)	(2044)	3	0%	(\$4)

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	\$3,547,384.80	26,796	9,045	34%	\$392.19
2017	\$3,510,243.11	26,068	9,643	37%	\$364.02
Variance	\$37,141.69	728	(598)	-3%	\$28.17
	\$37,141.69	\$728.00	(\$598.00)		

City of South Lake Tahoe

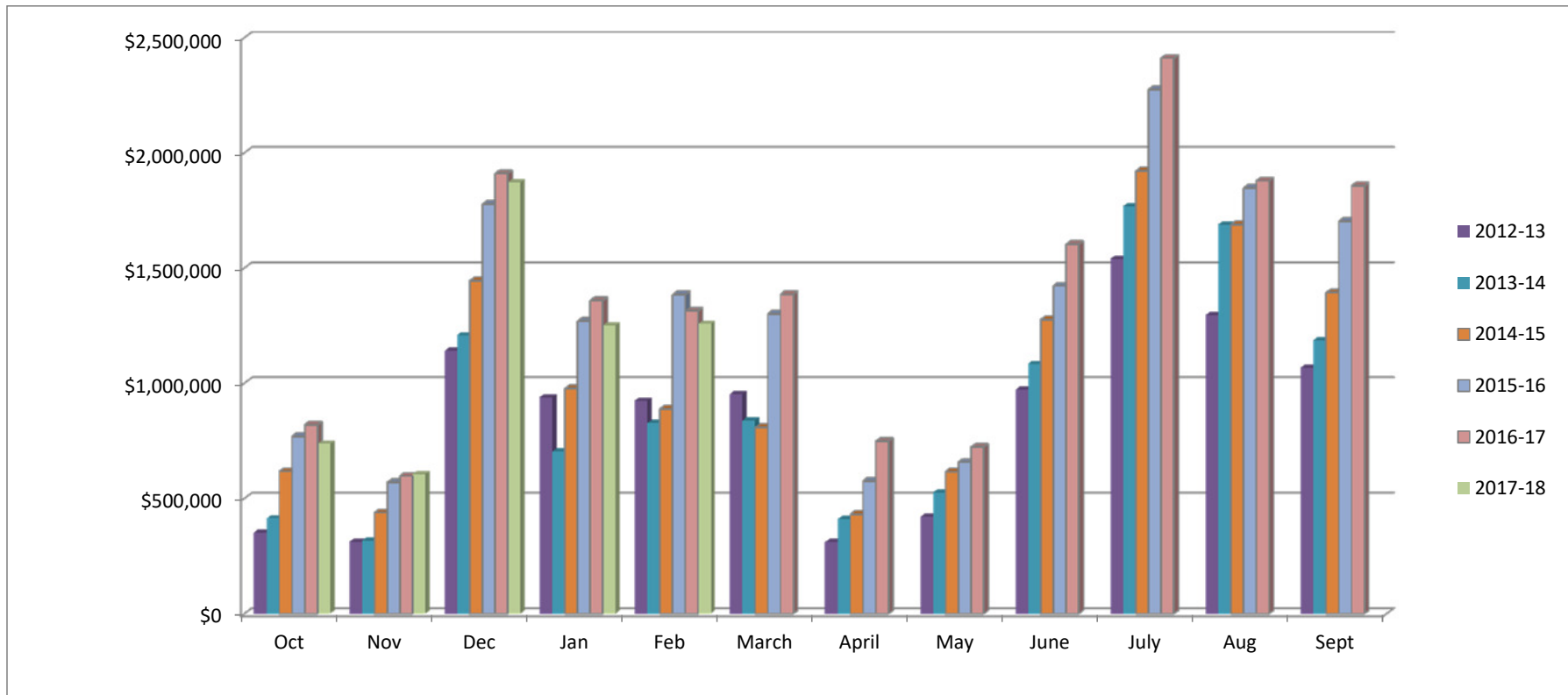
Room Rentals By Unit Size Month of February 2018

		<i>Receipts</i>	<i>Taxable rents</i>	Total Rooms Nights Available	Room Nights Rented	Occupancy Percentage	Average Room Price
		Gross Rentals Reported	Net Rentals Reported				
Units 1-15	2018	\$336,222	\$243,343	9464	1875	20%	\$179
	2017	\$335,147	\$248,841	9296	1488	16%	\$225
	Variance	\$1,075	(\$5,498)	168	387	4%	(\$46)
Units 16-30	2018	\$575,422	\$315,174	22568	2997	13%	\$192
	2017	\$578,866	\$396,004	23156	3583	15%	\$162
	Variance	(\$3,444)	(\$80,830)	(588)	(586)	-2%	\$30
Units 31-50	2018	\$486,191	\$460,001	15568	4132	27%	\$118
	2017	\$485,644	\$471,444	14672	3882	26%	\$125
	Variance	\$547	(\$11,443)	896	250	1%	(\$7)
Units 51-75	2018	\$1,133,347	\$1,130,507	23856	10783	45%	\$105
	2017	\$1,141,469	\$1,130,316	25816	10588	41%	\$108
	Variance	(\$8,122)	\$191	(1960)	195	4%	(\$3)
Units 76-125	2018	\$1,413,831	\$1,413,831	22652	9102	40%	\$155
	2017	\$1,502,594	\$1,502,594	23212	8629	37%	\$174
	Variance	(\$88,763)	(\$88,763)	(560)	473	3%	(\$19)
Units 126+	2018	\$4,282,563	\$4,277,268	67116	22885	34%	\$187
	2017	\$4,410,546	\$4,404,601	67116	23601	35%	\$187
	Variance	(\$127,983)	(\$127,333)	0	(716)	-1%	\$0
Total All Unit Sizes	2018	\$8,227,576	\$7,840,124	161224	51774	32%	\$159
	2017	\$8,454,266	\$8,153,800	163268	51771	32%	\$163
	Variance	(\$226,690)	(\$313,676)	(2044)	3	0%	(\$4)

February 2018 Reports Revised 7/9/18

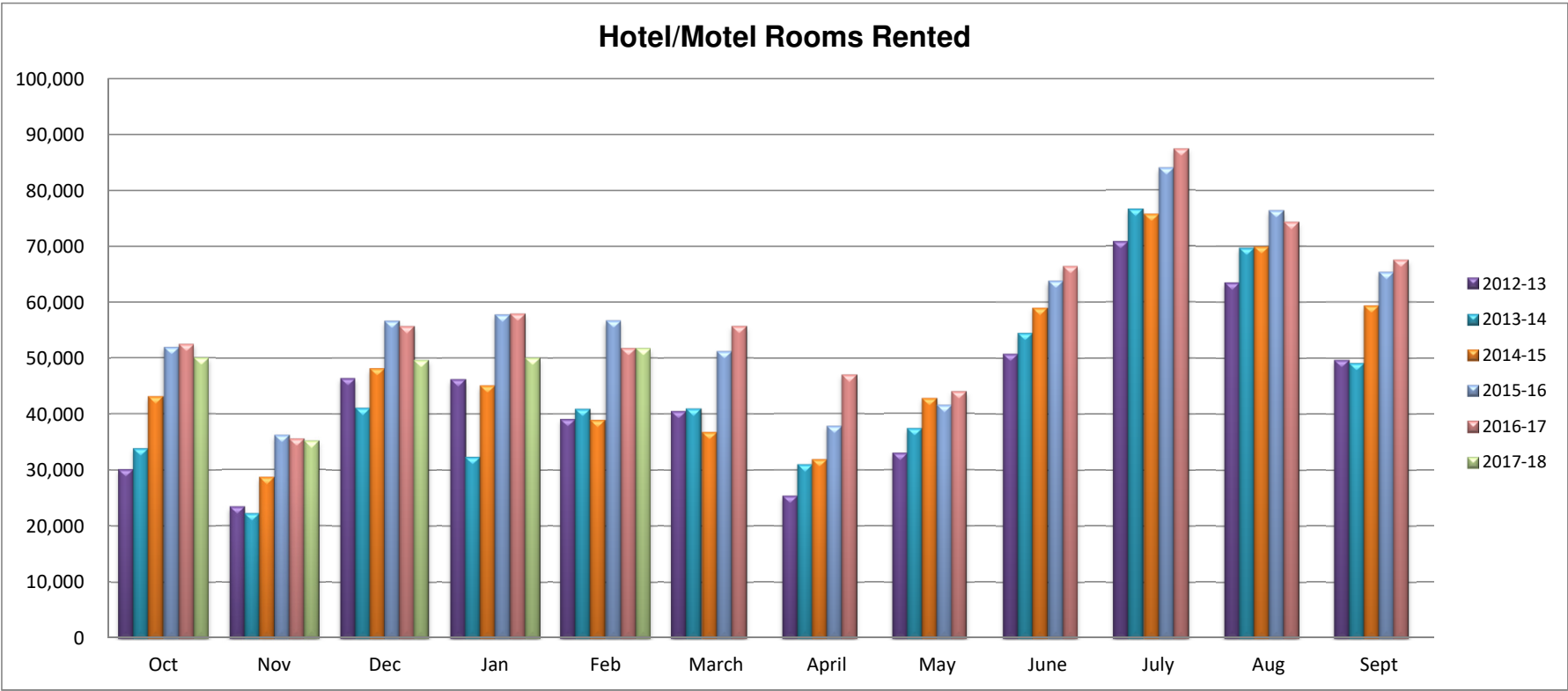
**City of South Lake Tahoe
TOT Collected
(Excluding audit collections and 2% Measure P TOT)**

	<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								\$5,722,335



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								236,684



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