

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

Revenue Collected in August 2018 for the Month of July 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$561,526.31	\$478,504.87	\$83,021.44	17.35%
Delinquent Motel Payments	\$1,771.16	\$2,296.48	(\$525.32)	-22.88%
Property Management VHR	\$466,953.83	\$427,127.57	\$39,826.26	9.32%
Individual Property Owners (VHR)	\$7,990.93	\$7,573.64	\$417.29	5.51%
Shared VHRs	\$18.00	\$0.00	\$18.00	100.00%
Campground	\$8,763.79	\$7,477.04	\$1,286.75	17.21%
Promotion 2%	\$349,008.01	\$307,659.86	\$41,348.15	13.44%
TOT Totals	<u>\$1,396,032.03</u>	<u>\$1,230,639.46</u>	<u>\$165,392.57</u>	<u>13.44%</u>
Total General Fund TOT	<u>\$1,396,032.03</u>	<u>\$1,230,639.46</u>	<u>\$165,392.57</u>	<u>13.44%</u>
City Redevelopment TOT	<u>\$349,008.01</u>	<u>\$307,659.86</u>	<u>\$41,348.15</u>	<u>13.44%</u>
Redevelopment Area TOT	<u>\$934,587.94</u>	<u>\$872,479.15</u>	<u>\$62,108.79</u>	<u>7.12%</u>
Total General Fund Monthly Collections	<u>\$2,679,627.98</u>	<u>\$2,410,778.47</u>	<u>\$268,849.51</u>	<u>11.15%</u>
Restricted Measure P TOT 2%	<u>\$513,289.32</u>	<u>\$465,260.94</u>	<u>\$48,028.38</u>	<u>10.32%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$2,268,530.25	\$2,258,858.18	\$9,672.07	0.43%
Delinquent Motel Payments	\$25,081.30	\$31,780.34	(\$6,699.04)	-21.08%
Property Management VHR	\$1,840,069.43	\$1,697,547.25	\$142,522.18	8.40%
Individual Property Owners	\$695,786.91	\$641,396.14	\$54,390.77	8.48%
Shared VHRs	\$8,869.93	\$0.00	\$8,869.93	100.00%
Campground	\$42,441.13	\$37,526.45	\$4,914.68	13.10%
Promotion 2%	\$1,626,926.35	\$1,555,975.96	\$70,950.39	4.56%
TOT Totals	<u>\$6,507,705.30</u>	<u>\$6,223,084.32</u>	<u>\$284,620.98</u>	<u>4.57%</u>
Total General Fund TOT	<u>\$6,507,705.30</u>	<u>\$6,223,084.32</u>	<u>\$284,620.98</u>	<u>4.57%</u>
City Redevelopment TOT	<u>\$1,626,926.35</u>	<u>\$1,555,975.96</u>	<u>\$70,950.39</u>	<u>4.56%</u>
Redevelopment Area TOT	<u>\$5,180,810.69</u>	<u>\$5,085,838.22</u>	<u>\$94,972.47</u>	<u>1.87%</u>
Total to Date General Fund Collections	<u>\$13,315,442.34</u>	<u>\$12,864,898.50</u>	<u>\$450,543.84</u>	<u>3.50%</u>
Motel and VHR TOT Audit Collections	<u>\$172,060.11</u>			
Total TOT Collections	<u>\$13,487,502.45</u>			
Restricted Measure P TOT 2%	<u>\$2,522,311.97</u>	<u>\$1,792,747.40</u>	<u>\$729,564.57</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 July 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	\$11,925,222	\$11,765,790	106733	57395	54%	\$208
	2017	\$11,341,809	\$11,236,411	108004	57813	54%	\$196
	Variance	\$583,413	\$529,379	(1271)	(418)	0%	\$12
Zone 2	2018	\$2,697,864	\$2,587,482	36642	17370	47%	\$155
	2017	\$2,292,889	\$2,235,574	34286	15008	44%	\$153
	Variance	\$404,975	\$351,908	2356	2362	3%	\$2
Zone 3	2018	\$2,013,137	\$1,993,112	16492	8696	53%	\$232
	2017	\$1,837,585	\$1,817,310	16492	8660	53%	\$212
	Variance	\$175,552	\$175,802	0	36	0%	\$20
Zone 4	2018	\$515,565	\$410,066	12617	4176	33%	\$123
	2017	\$509,129	\$389,731	11997	4141	35%	\$123
	Variance	\$6,436	\$20,335	620	35	-2%	\$0
Zone 5	2018	\$253,998	\$214,958	6758	1433	21%	\$177
	2017	\$271,236	\$244,996	6758	1794	27%	\$151
	Variance	(\$17,238)	(\$30,038)	0	(361)	-6%	\$26
Total All Zones	2018	\$17,405,786	\$16,971,408	179242	89070	50%	\$195
	2017	\$16,252,648	\$15,924,022	177537	87416	49%	\$186
	Variance	\$1,153,138	\$1,047,386	1705	1654	1%	\$9

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	\$8,188,436.16	29,450	18,638	63%	\$439.34
2017	\$7,187,051.45	29,450	18,023	61%	\$398.77
Variance	\$1,001,384.71	0	615	2%	\$40.57

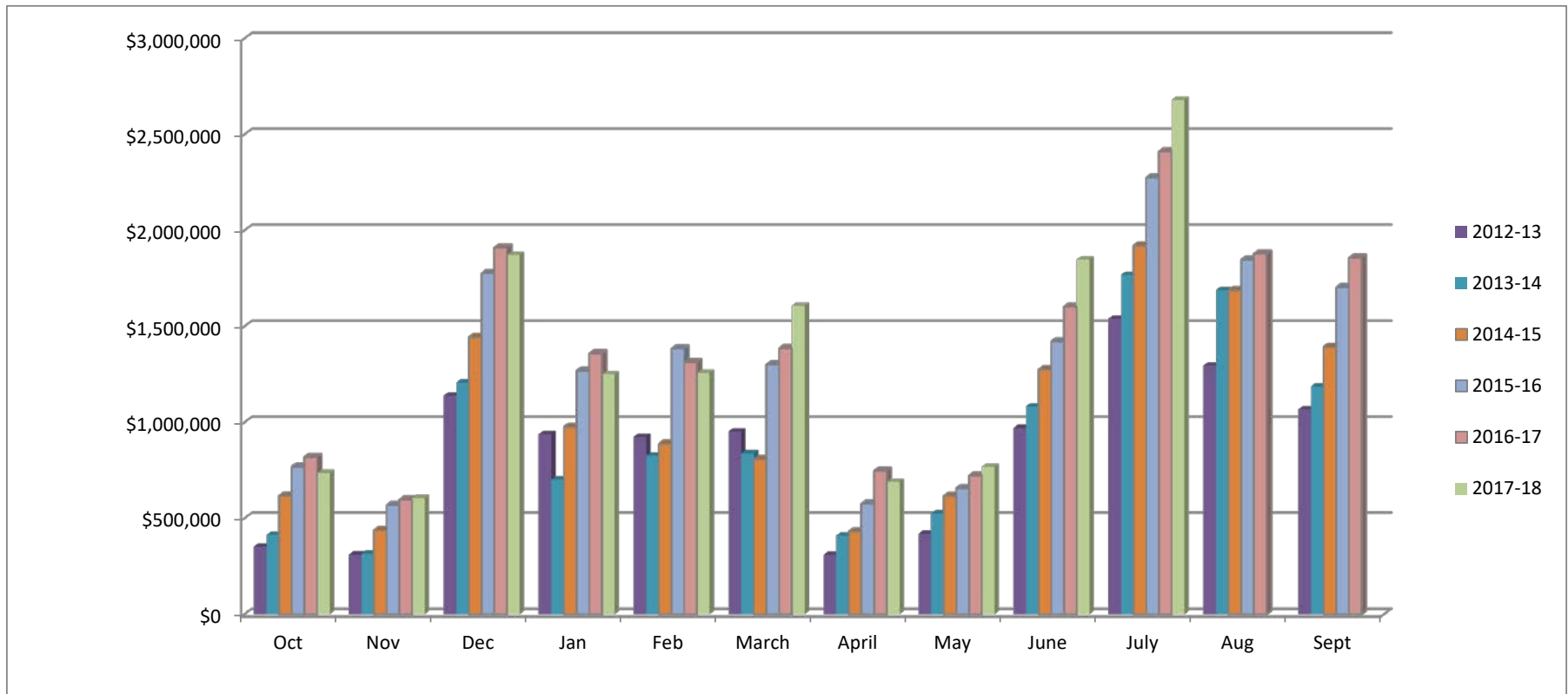
City of South Lake Tahoe

Room Rentals By Unit Size Month of July 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	\$731,816	\$622,620	10168	3543	35%	\$207
	2017	\$661,033	\$578,113	10509	3528	34%	\$187
	Variance	\$70,783	\$44,507	(341)	15	1%	\$20
Units 16-30	2018	\$1,176,958	\$917,801	25606	6500	25%	\$181
	2017	\$1,030,047	\$819,759	24986	5753	23%	\$179
	Variance	\$146,911	\$98,042	620	747	2%	\$2
Units 31-50	2018	\$1,286,957	\$1,277,057	15996	8433	53%	\$153
	2017	\$1,301,449	\$1,284,074	16244	8293	51%	\$157
	Variance	(\$14,492)	(\$7,017)	(248)	140	2%	(\$4)
Units 51-75	2018	\$2,793,170	\$2,793,170	28086	17821	63%	\$157
	2017	\$2,464,504	\$2,450,656	26412	16998	64%	\$145
	Variance	\$328,666	\$342,514	1674	823	-1%	\$12
Units 76-125	2018	\$3,897,807	\$3,861,107	25079	17470	70%	\$223
	2017	\$3,389,103	\$3,389,103	25079	15731	63%	\$215
	Variance	\$508,704	\$472,004	0	1739	7%	\$8
Units 126+	2018	\$7,519,079	\$7,499,654	74307	35303	48%	\$213
	2017	\$7,406,512	\$7,402,317	74307	37113	50%	\$200
	Variance	\$112,567	\$97,337	0	(1810)	-2%	\$13
Total All Unit Sizes	2018	\$17,405,787	\$16,971,409	179242	89070	50%	\$195
	2017	\$16,252,648	\$15,924,022	177537	87416	49%	\$186
	Variance	\$1,153,139	\$1,047,387	1705	1654	1%	\$9

**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	\$767,936	\$1,848,099	\$2,679,628			\$13,315,442



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	45,832	69,390	89,070			543,674

