

## City of South Lake Tahoe Transient Occupancy Tax Report

### Revenue Collected in July 2021 for the Month of June 2021

Monthly Activity:	Collected in This Month 2021	Collected in This Month 2020	Month Variance	% Change
Motels	\$511,294	\$214,064	\$297,230	138.9%
Delinquent Motel Payments	\$2,047	\$830	\$1,217	146.6%
Property Management VHR	\$262,051	\$114,709	\$147,342	128.4%
Individual Property Owners (VHR)	\$173,761	\$50,721	\$123,040	242.6%
Shared VHRs	\$0	\$7,413	(\$7,413)	-100.0%
Campground	\$2,750	\$0	\$2,750	100.0%
Promotion 2%	\$317,301	\$129,246	\$188,055	145.5%
TOT Totals	<u>\$1,269,204</u>	<u>\$516,983</u>	<u>\$752,221</u>	<u>145.5%</u>
Total General Fund TOT	<u>\$1,269,204</u>	<u>\$516,983</u>	<u>\$752,221</u>	<u>145.5%</u>
City Redevelopment TOT	\$317,301	\$129,246	\$188,055	145.5%
Redevelopment Area TOT	<u>\$696,140</u>	<u>\$202,263</u>	<u>\$493,877</u>	<u>244.2%</u>
Total General Fund Monthly Collections	<u>\$2,282,645</u>	<u>\$848,492</u>	<u>\$1,434,153</u>	<u>169.0%</u>
Restricted Measure P TOT 2%	<u>\$440,822</u>	<u>\$167,368</u>	<u>\$273,454</u>	<u>163.4%</u>

Fiscal Year-to-Date:	2020/2021	2019/2020	Fiscal Year Variance	% Change
Motels	\$2,378,864	\$1,342,975	\$1,035,889	77.1%
Delinquent Motel Payments	\$24,403	\$27,301	(\$2,898)	-10.6%
Property Management VHR	\$1,537,742	\$1,064,704	\$473,038	44.4%
Individual Property Owners	\$602,558	\$490,300	\$112,258	22.9%
Shared VHRs	\$17,989	\$49,006	(\$31,017)	-63.3%
Campground	\$13,206	\$13,090	\$116	0.9%
Promotion 2%	\$1,524,921	\$995,792	\$529,129	53.1%
TOT Totals	<u>\$6,099,682</u>	<u>\$3,983,170</u>	<u>\$2,116,512</u>	<u>53.1%</u>
Total General Fund TOT	<u>\$6,099,682</u>	<u>\$3,983,170</u>	<u>\$2,116,512</u>	<u>53.1%</u>
City Redevelopment TOT	\$1,524,921	\$995,792	\$529,129	53.1%
Redevelopment Area TOT	<u>\$4,107,156</u>	<u>\$3,118,780</u>	<u>\$988,376</u>	<u>31.7%</u>
Total to Date General Fund Collections	<u>\$11,731,759</u>	<u>\$8,097,742</u>	<u>\$3,634,017</u>	<u>44.9%</u>
Motel and VHR TOT Audit Collections	\$155,005			
Total TOT Collections	<u>\$11,886,764</u>			
Restricted Measure P TOT 2%	<u>\$2,242,571</u>	<u>\$1,539,001</u>	<u>\$703,570</u>	<u>45.7%</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.

## City of South Lake Tahoe

### Room Rentals By Zone Month of June 2021

		<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				
<b>Zone 1</b>	<b>2021</b>	\$9,793,670	\$9,660,120	104400	45123	43%	\$217
	<b>2020</b>	\$3,614,180	\$3,488,805	103620	23110	22%	\$156
	<b>Variance</b>	\$6,179,490	\$6,171,315	780	22013	21%	\$60
<b>Zone 2</b>	<b>2021</b>	\$2,352,486	\$2,208,092	35970	14145	39%	\$166
	<b>2020</b>	\$905,764	\$800,649	36000	7393	21%	\$123
	<b>Variance</b>	\$1,446,722	\$1,407,443	(30)	6752	19%	\$44
<b>Zone 3</b>	<b>2021</b>	\$1,912,433	\$1,878,577	15960	7913	50%	\$242
	<b>2020</b>	\$853,958	\$824,938	15960	4267	27%	\$200
	<b>Variance</b>	\$1,058,475	\$1,053,639	0	3646	23%	\$42
<b>Zone 4</b>	<b>2021</b>	\$397,281	\$288,007	11910	3397	29%	\$117
	<b>2020</b>	\$138,183	\$36,734	12450	662	5%	\$209
	<b>Variance</b>	\$259,098	\$251,273	(540)	2735	23%	(\$92)
<b>Zone 5</b>	<b>2021</b>	\$280,396	\$224,480	7260	1454	20%	\$193
	<b>2020</b>	\$134,732	\$90,038	8310	896	11%	\$150
	<b>Variance</b>	\$145,664	\$134,442	(1050)	558	9%	\$42
<b>Total All Zones</b>	<b>2021</b>	\$14,736,265	\$14,259,275	175500	72032	41%	\$205
	<b>2020</b>	\$5,646,817	\$5,241,163	176340	36328	21%	\$155
	<b>Variance</b>	\$9,089,448	\$9,018,112	(840)	35704	20%	\$49

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>			Occupancy Percentage	Average Room Price
	Net Rentals Reported	Total Units Available	Total Units Rented		
<b>2021</b>	\$4,660,704	14640	10809	74%	\$431
<b>2020</b>	\$2,026,144	25110	5736	23%	\$353
<b>Variance</b>	\$2,634,560	(10470)	5073	51%	\$78

## City of South Lake Tahoe

### Room Rentals By Unit Size Month of June 2021

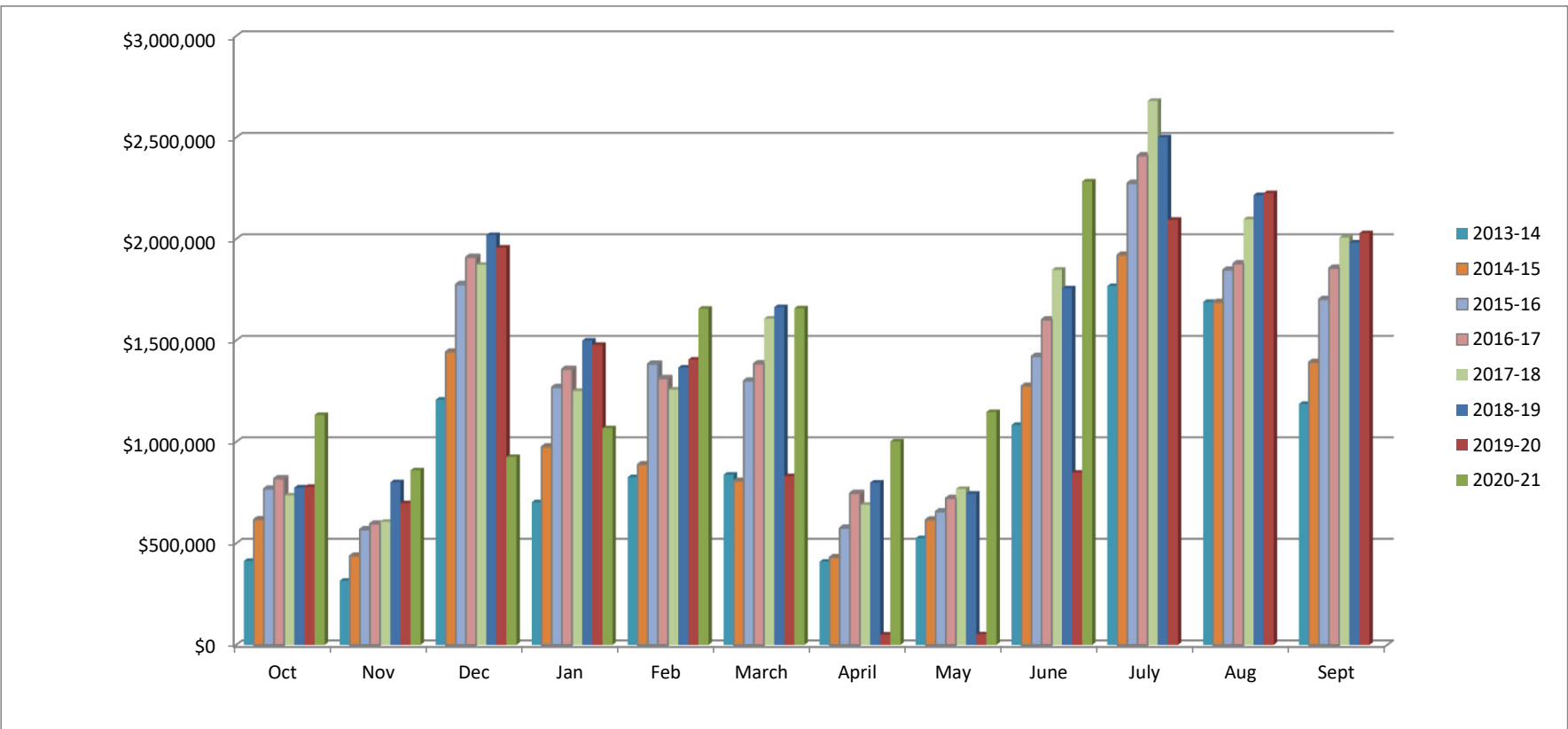
		<i>Receipts</i>	<i>Taxable rents</i>				Average
		Gross Rentals Reported	Net Rentals Reported				Total Rooms Nights Available
<b>Units 1-15</b>	<b>2021</b>	\$637,154	\$498,616	9780	2725	28%	\$234
	<b>2020</b>	\$341,687	\$216,714	10170	1602	16%	\$213
	<b>Variance</b>	\$295,467	\$281,902	(390)	1123	12%	\$21
<b>Units 16-30</b>	<b>2021</b>	\$1,099,670	\$825,050	28050	5327	19%	\$206
	<b>2020</b>	\$651,782	\$419,421	27660	3894	14%	\$167
	<b>Variance</b>	\$447,888	\$405,629	390	1433	5%	\$39
<b>Units 31-50</b>	<b>2021</b>	\$1,232,584	\$1,172,414	16830	7173	43%	\$172
	<b>2020</b>	\$587,031	\$576,611	16680	4846	29%	\$121
	<b>Variance</b>	\$645,553	\$595,803	150	2327	14%	\$51
<b>Units 51-75</b>	<b>2021</b>	\$2,202,285	\$2,202,285	25740	13693	53%	\$161
	<b>2020</b>	\$875,823	\$875,823	25710	7553	29%	\$116
	<b>Variance</b>	\$1,326,462	\$1,326,462	30	6140	24%	\$45
<b>Units 76-125</b>	<b>2021</b>	\$3,336,791	\$3,336,791	23190	13161	57%	\$254
	<b>2020</b>	\$1,265,548	\$1,227,648	24210	5998	25%	\$211
	<b>Variance</b>	\$2,071,243	\$2,109,143	(1020)	7163	32%	\$43
<b>Units 126+</b>	<b>2021</b>	\$6,227,782	\$6,224,120	71910	29953	42%	\$208
	<b>2020</b>	\$1,924,947	\$1,924,947	71910	12435	17%	\$155
	<b>Variance</b>	\$4,302,835	\$4,299,173	0	17518	24%	\$53
<b>Total All Unit Sizes</b>	<b>2021</b>	\$14,736,265	\$14,259,275	175500	72032	41%	\$205
	<b>2020</b>	\$5,646,817	\$5,241,163	176340	36328	21%	\$155
	<b>Variance</b>	\$9,089,448	\$9,018,112	(840)	35704	20%	\$49

Note: Average Room Price based on Gross receipts historically without regard to exemptions.

Note: Occupancy Rate based on total rooms available historically without regard to exemptions.

**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>
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	\$2,096,826	\$2,006,207	\$17,418,476
2018-19	\$775,191	\$800,725	\$2,018,756	\$1,498,862	\$1,365,859	\$1,663,775	\$798,914	\$744,356	\$1,756,308	\$2,500,581	\$2,215,538	\$1,982,001	\$18,120,867
2019-20	\$777,723	\$697,767	\$1,957,152	\$1,477,661	\$1,405,341	\$831,099	\$50,505	\$52,005	\$848,492	\$2,093,731	\$2,225,507	\$2,028,040	\$14,445,021
2020-21	\$1,132,573	\$859,659	\$926,018	\$1,067,270	\$1,655,880	\$1,658,124	\$1,002,577	\$1,147,012	\$2,282,645				\$11,731,759



## 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>
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	78,397	71,955	694,026
2018-19	51,115	43,850	57,807	60,319	51,675	57,424	47,020	41,658	67,046	85,023	82,754	69,244	714,935
2019-20	50,619	36,938	52,338	57,754	53,535	25,684	1,738	3,571	36,328	69,277	71,988	55,306	515,076
2020-21	56,518	38,692	27,451	45,181	60,917	52,912	47,625	54,890	72,032				456,218

