

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

Revenue Collected in September 2018 for the Month of August 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$447,516.78	\$425,814.21	\$21,702.57	5.10%
Delinquent Motel Payments	\$681.85	\$5,097.38	(\$4,415.53)	-86.62%
Property Management VHR	\$333,759.68	\$281,524.64	\$52,235.04	18.55%
Individual Property Owners (VHR)	\$18,161.30	\$17,308.53	\$852.77	4.93%
Shared VHRs	\$0.00	\$162.46	(\$162.46)	-100.00%
Campground	\$5,202.84	\$4,707.70	\$495.14	10.52%
Promotion 2%	\$268,440.82	\$244,871.64	\$23,569.18	9.63%
TOT Totals	<u>\$1,073,763.27</u>	<u>\$979,486.56</u>	<u>\$94,276.71</u>	<u>9.63%</u>
Total General Fund TOT	<u>\$1,073,763.27</u>	<u>\$979,486.56</u>	<u>\$94,276.71</u>	<u>9.63%</u>
City Redevelopment TOT	\$268,440.82	\$244,871.64	\$23,569.18	9.63%
Redevelopment Area TOT	<u>\$754,621.74</u>	<u>\$654,165.41</u>	<u>\$100,456.33</u>	<u>15.36%</u>
Total General Fund Monthly Collections	<u>\$2,096,825.83</u>	<u>\$1,878,523.61</u>	<u>\$218,302.22</u>	<u>11.62%</u>
Restricted Measure P TOT 2%	<u>\$401,662.09</u>	<u>\$358,005.45</u>	<u>\$43,656.64</u>	<u>12.19%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$2,716,047.03	\$2,684,672.39	\$31,374.64	1.17%
Delinquent Motel Payments	\$25,763.15	\$36,877.72	(\$11,114.57)	-30.14%
Property Management VHR	\$2,173,829.11	\$1,979,071.89	\$194,757.22	9.84%
Individual Property Owners	\$713,948.21	\$658,704.67	\$55,243.54	8.39%
Shared VHRs	\$8,869.93	\$162.46	\$8,707.47	5359.76%
Campground	\$47,643.97	\$42,234.15	\$5,409.82	12.81%
Promotion 2%	\$1,895,367.17	\$1,800,847.60	\$94,519.57	5.25%
TOT Totals	<u>\$7,581,468.57</u>	<u>\$7,202,570.88</u>	<u>\$378,897.69</u>	<u>5.26%</u>
Total General Fund TOT	<u>\$7,581,468.57</u>	<u>\$7,202,570.88</u>	<u>\$378,897.69</u>	<u>5.26%</u>
City Redevelopment TOT	\$1,895,367.17	\$1,800,847.60	\$94,519.57	5.25%
Redevelopment Area TOT	<u>\$5,935,432.43</u>	<u>\$5,740,003.63</u>	<u>\$195,428.80</u>	<u>3.40%</u>
Total to Date General Fund Collections	<u>\$15,412,268.17</u>	<u>\$14,743,422.11</u>	<u>\$668,846.06</u>	<u>4.54%</u>
Motel and VHR TOT Audit Collections	\$174,652.42			
Total TOT Collections	<u>\$15,586,920.59</u>			
Restricted Measure P TOT 2%	<u>\$2,923,974.06</u>	<u>\$2,150,752.85</u>	<u>\$773,221.21</u>	<u>35.95%</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 August 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	\$9,795,870	\$9,642,828	107973	51984	48%	\$188
	2017	\$8,616,984	\$8,484,701	108159	48794	45%	\$177
	Variance	\$1,178,886	\$1,158,127	(186)	3190	3%	\$11
Zone 2	2018	\$2,085,426	\$1,994,117	35278	13780	39%	\$151
	2017	\$1,756,679	\$1,701,332	34999	12973	37%	\$135
	Variance	\$328,747	\$292,785	279	807	2%	\$16
Zone 3	2018	\$1,682,722	\$1,668,832	16492	7881	48%	\$214
	2017	\$1,375,282	\$1,349,752	16492	7438	45%	\$185
	Variance	\$307,440	\$319,080	0	443	3%	\$29
Zone 4	2018	\$408,296	\$301,614	11997	3541	30%	\$115
	2017	\$405,378	\$289,693	11997	3880	32%	\$104
	Variance	\$2,918	\$11,921	0	(339)	-2%	\$11
Zone 5	2018	\$203,129	\$157,657	6293	1211	19%	\$168
	2017	\$190,819	\$162,149	6262	1316	21%	\$145
	Variance	\$12,310	(\$4,492)	31	(105)	-2%	\$23
Total All Zones	2018	\$14,175,443	\$13,765,048	178033	78397	44%	\$181
	2017	\$12,345,142	\$11,987,627	177909	74401	42%	\$166
	Variance	\$1,830,301	\$1,777,421	124	3996	2%	\$15

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		
2018	\$5,824,626.25	29,264	14,362	49%	\$405.56
2017	\$4,996,382.12	29,512	13,718	46%	\$364.22
Variance	\$828,244.13	(248)	644	3%	\$41.34

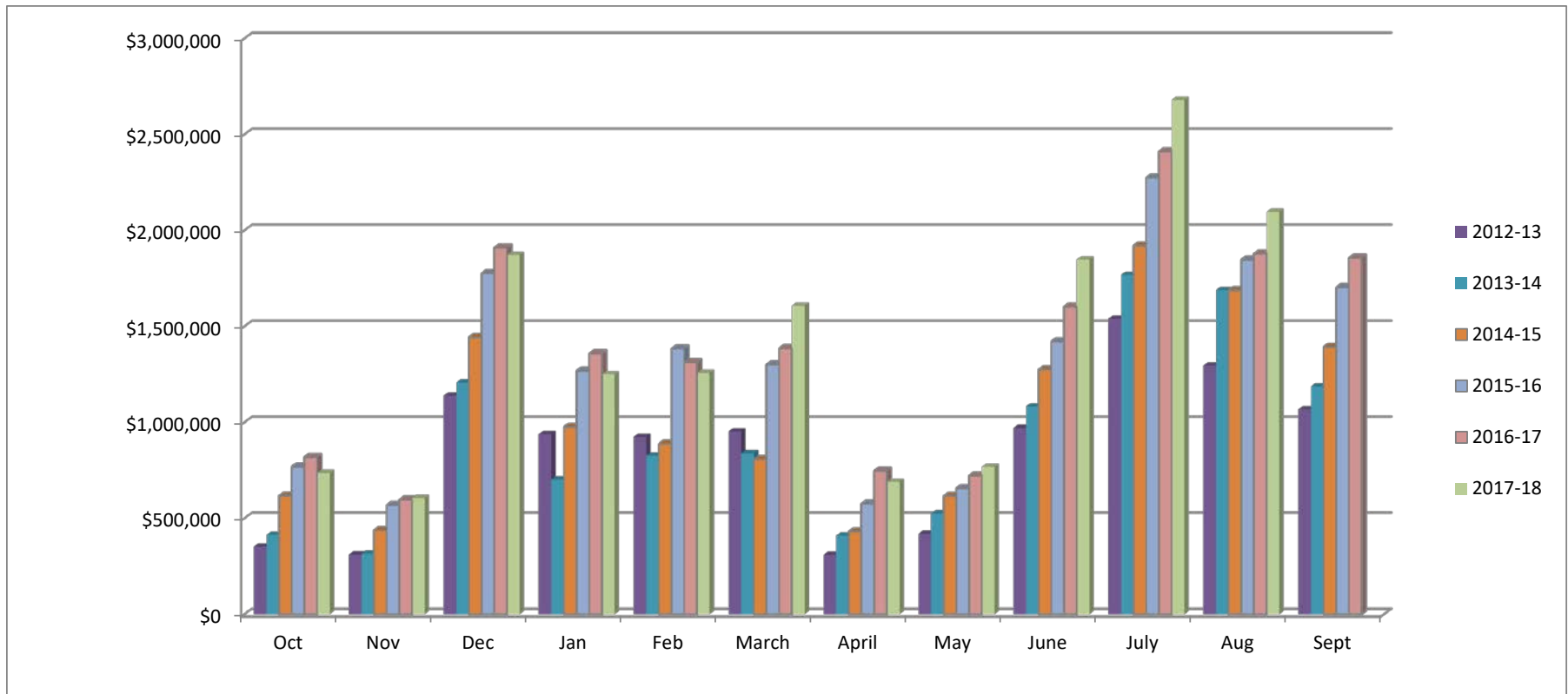
City of South Lake Tahoe

Room Rentals By Unit Size Month of August 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	\$493,103	\$388,682	9331	2741	29%	\$180
	2017	\$524,309	\$439,194	10664	2968	28%	\$177
	Variance	(\$31,206)	(\$50,512)	(1333)	(227)	1%	\$3
Units 16-30	2018	\$1,007,792	\$779,543	25668	5691	22%	\$177
	2017	\$805,310	\$583,730	25203	4748	19%	\$170
	Variance	\$202,482	\$195,813	465	943	3%	\$7
Units 31-50	2018	\$1,066,665	\$1,039,415	17236	7132	41%	\$150
	2017	\$1,008,106	\$973,081	16244	7026	43%	\$143
	Variance	\$58,559	\$66,334	992	106	-2%	\$7
Units 51-75	2018	\$2,104,319	\$2,104,319	26412	14492	55%	\$145
	2017	\$1,735,983	\$1,723,683	26412	13902	53%	\$125
	Variance	\$368,336	\$380,636	0	590	2%	\$20
Units 76-125	2018	\$3,163,234	\$3,126,234	25079	15156	60%	\$209
	2017	\$2,610,428	\$2,610,428	25079	13900	55%	\$188
	Variance	\$552,806	\$515,806	0	1256	5%	\$21
Units 126+	2018	\$6,340,331	\$6,326,856	74307	33185	45%	\$191
	2017	\$5,661,006	\$5,657,511	74307	31857	43%	\$178
	Variance	\$679,325	\$669,345	0	1328	2%	\$13
Total All Unit Sizes	2018	\$14,175,444	\$13,765,049	178033	78397	44%	\$181
	2017	\$12,345,142	\$11,987,627	177909	74401	42%	\$166
	Variance	\$1,830,302	\$1,777,422	124	3996	2%	\$15

**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	\$2,096,826		\$15,412,268



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	78,397		622,071

