

City of South Lake Tahoe Transient Occupancy Tax Report

Revenue Collected in April 2018 for the Month of March 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$212,554.52	\$181,738.93	\$30,815.59	16.96%
Delinquent Motel Payments	\$2,350.51	\$2,240.02	\$110.49	4.93%
Property Management VHR	\$146,686.17	\$131,646.75	\$15,039.42	11.42%
Individual Property Owners (VHR)	\$247,457.57	\$198,398.34	\$49,059.23	24.73%
Shared VHRs	\$2,466.95	\$0.00	\$2,466.95	100.00%
Campground	\$3,290.35	\$1,466.44	\$1,823.91	124.38%
Promotion 2%	\$204,935.35	\$172,103.33	\$32,832.02	19.08%
TOT Totals	<u>\$819,741.42</u>	<u>\$687,593.81</u>	<u>\$132,147.61</u>	<u>19.22%</u>
Total General Fund TOT	<u>\$819,741.42</u>	<u>\$687,593.81</u>	<u>\$132,147.61</u>	<u>19.22%</u>
City Redevelopment TOT	<u>\$204,935.35</u>	<u>\$172,103.33</u>	<u>\$32,832.02</u>	<u>19.08%</u>
Redevelopment Area TOT	<u>\$582,625.53</u>	<u>\$525,868.75</u>	<u>\$56,756.78</u>	<u>10.79%</u>
Total General Fund Monthly Collections	<u>\$1,607,302.30</u>	<u>\$1,385,565.89</u>	<u>\$221,736.41</u>	<u>16.00%</u>
Restricted Measure P TOT 2%	<u>\$305,262.88</u>	<u>\$256,434.74</u>	<u>\$48,828.14</u>	<u>19.04%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$1,094,656.53	\$1,218,683.07	(\$124,026.54)	-10.18%
Delinquent Motel Payments	\$17,257.65	\$21,397.52	(\$4,139.87)	-19.35%
Property Management VHR	\$990,589.30	\$947,191.02	\$43,398.28	4.58%
Individual Property Owners	\$496,332.81	\$456,081.22	\$40,251.59	8.83%
Shared VHRs	\$5,680.11	\$0.00	\$5,680.11	100.00%
Campground	\$14,618.21	\$6,704.61	\$7,913.60	118.03%
Promotion 2%	\$873,044.89	\$883,625.65	(\$10,580.76)	-1.20%
TOT Totals	<u>\$3,492,179.50</u>	<u>\$3,533,683.09</u>	<u>(\$41,503.59)</u>	<u>-1.17%</u>
Total General Fund TOT	<u>\$3,492,179.50</u>	<u>\$3,533,683.09</u>	<u>(\$41,503.59)</u>	<u>-1.17%</u>
City Redevelopment TOT	<u>\$873,044.89</u>	<u>\$883,625.65</u>	<u>(\$10,580.76)</u>	<u>-1.20%</u>
Redevelopment Area TOT	<u>\$2,964,412.84</u>	<u>\$2,965,146.42</u>	<u>(\$733.58)</u>	<u>-0.02%</u>
Total to Date General Fund Collections	<u>\$7,329,637.23</u>	<u>\$7,382,455.16</u>	<u>(\$52,817.93)</u>	<u>-0.72%</u>
Motel and VHR TOT Audit Collections	<u>\$41,608.96</u>			
Total TOT Collections	<u>\$7,371,246.19</u>			
Restricted Measure P TOT 2%	<u>\$1,382,857.72</u>	<u>\$746,301.76</u>	<u>\$636,555.96</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 March 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	\$6,693,532	\$6,565,412	107973	44407	41%	\$151
	2017	\$6,164,943	\$6,051,987	107942	40696	38%	\$151
	Variance	\$528,589	\$513,425	31	3711	3%	\$0
Zone 2	2018	\$1,048,720	\$1,000,433	35650	9440	26%	\$111
	2017	\$805,472	\$761,493	40951	8337	20%	\$97
	Variance	\$243,248	\$238,940	(5301)	1103	6%	\$14
Zone 3	2018	\$521,501	\$506,390	16492	4304	26%	\$121
	2017	\$420,209	\$395,464	16492	3676	22%	\$114
	Variance	\$101,292	\$110,926	0	628	4%	\$7
Zone 4	2018	\$239,540	\$137,978	11997	2298	19%	\$104
	2017	\$229,887	\$126,687	11997	2336	19%	\$98
	Variance	\$9,653	\$11,291	0	(38)	0%	\$6
Zone 5	2018	\$137,496	\$93,956	6758	934	14%	\$147
	2017	\$117,950	\$85,390	6758	674	10%	\$175
	Variance	\$19,546	\$8,566	0	260	4%	(\$28)
Total All Zones	2018	\$8,640,789	\$8,304,169	178870	61383	34%	\$141
	2017	\$7,738,461	\$7,421,021	184140	55719	30%	\$139
	Variance	\$902,328	\$883,148	(5270)	5664	4%	\$2

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	\$2,639,221.37	29,791	7,973	27%	\$331.02
2017	\$2,328,093.20	29,264	6,912	24%	\$336.82
Variance	\$311,128.17	527	1,061	3%	(\$5.80)

\$311,128.17 \$527.00 \$1,061.00

City of South Lake Tahoe

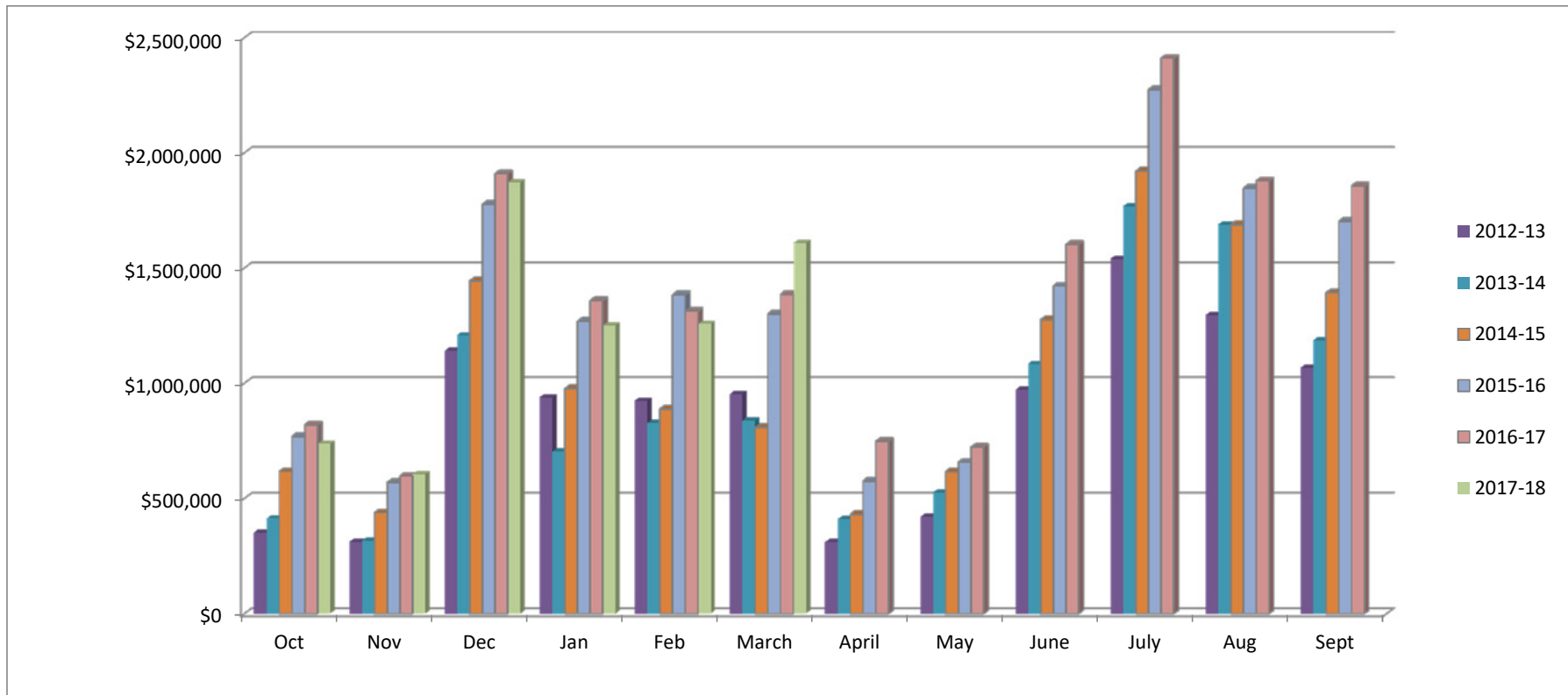
Room Rentals By Unit Size Month of March 2018

		<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	\$386,620	\$306,147	10850	2446	23%	\$158
	2017	\$267,609	\$165,543	10478	1335	13%	\$200
	Variance	\$119,011	\$140,604	372	1111	10%	(\$42)
Units 16-30	2018	\$562,153	\$344,822	24986	3509	14%	\$160
	2017	\$505,434	\$314,615	24955	3197	13%	\$158
	Variance	\$56,719	\$30,207	31	312	1%	\$2
Units 31-50	2018	\$512,341	\$486,141	17236	4689	27%	\$109
	2017	\$408,033	\$394,933	17267	3995	23%	\$102
	Variance	\$104,308	\$91,208	(31)	694	4%	\$7
Units 51-75	2018	\$1,183,901	\$1,175,761	26412	12374	47%	\$96
	2017	\$954,320	\$948,810	28582	10839	38%	\$88
	Variance	\$229,581	\$226,951	(2170)	1535	9%	\$8
Units 76-125	2018	\$1,493,728	\$1,493,728	25079	10416	42%	\$143
	2017	\$1,353,545	\$1,353,545	28551	9641	34%	\$140
	Variance	\$140,183	\$140,183	(3472)	775	8%	\$3
Units 126+	2018	\$4,502,046	\$4,497,570	74307	27949	38%	\$161
	2017	\$4,249,520	\$4,243,575	74307	26712	36%	\$159
	Variance	\$252,526	\$253,995	0	1237	2%	\$2
Total All Unit Sizes	2018	\$8,640,789	\$8,304,169	178870	61383	34%	\$141
	2017	\$7,738,461	\$7,421,021	184140	55719	30%	\$139
	Variance	\$902,328	\$883,148	(5270)	5664	4%	\$2

March 2018 Reports Revised 7/9/18

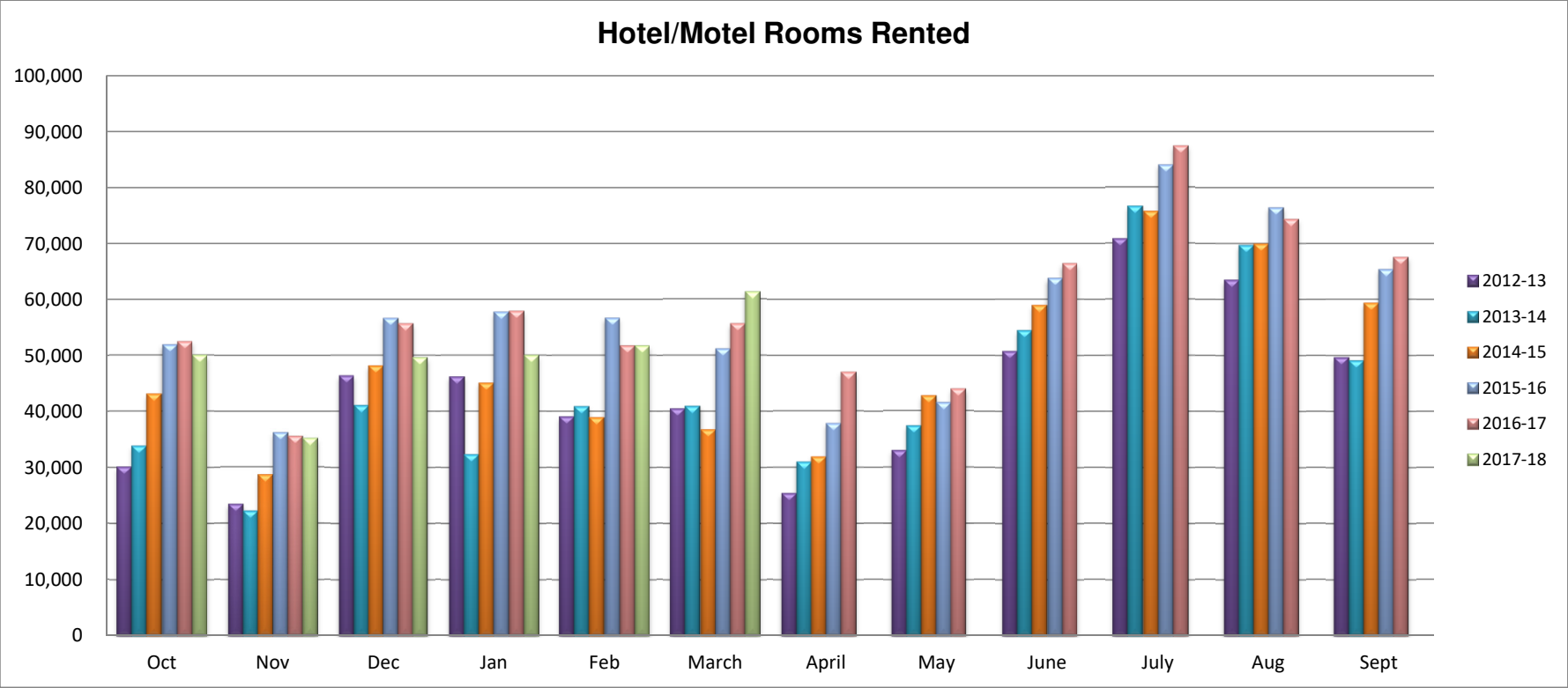
**City of South Lake Tahoe
TOT Collected
(Excluding audit collections and 2% Measure P TOT)**

	<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	\$1,607,302							\$7,329,637



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							298,067



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