

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

Revenue Collected in July 2018 for the Month of June 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$333,027.58	\$282,381.21	\$50,646.37	17.94%
Delinquent Motel Payments	\$1,816.07	\$2,962.25	(\$1,146.18)	-38.69%
Property Management VHR	\$225,742.10	\$189,588.75	\$36,153.35	19.07%
Individual Property Owners (VHR)	\$170,668.67	\$149,944.42	\$20,724.25	13.82%
Shared VHRs	\$3,171.82	\$0.00	\$3,171.82	100.00%
Campground	\$9,340.79	\$10,124.66	(\$783.87)	-7.74%
Promotion 2%	\$247,922.35	\$211,667.10	\$36,255.25	17.13%
TOT Totals	<u>\$991,689.38</u>	<u>\$846,668.39</u>	<u>\$145,020.99</u>	<u>17.13%</u>
Total General Fund TOT	<u>\$991,689.38</u>	<u>\$846,668.39</u>	<u>\$145,020.99</u>	<u>17.13%</u>
City Redevelopment TOT	\$247,922.35	\$211,667.10	\$36,255.25	17.13%
Redevelopment Area TOT	\$608,487.33	\$543,926.35	\$64,560.98	11.87%
Total General Fund Monthly Collections	<u>\$1,848,099.06</u>	<u>\$1,602,261.84</u>	<u>\$245,837.22</u>	<u>15.34%</u>
Restricted Measure P TOT 2%	<u>\$353,879.56</u>	<u>\$301,427.69</u>	<u>\$52,451.87</u>	<u>17.40%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$1,707,003.94	\$1,780,353.31	(\$73,349.37)	-4.12%
Delinquent Motel Payments	\$23,310.14	\$29,483.86	(\$6,173.72)	-20.94%
Property Management VHR	\$1,373,115.60	\$1,270,419.68	\$102,695.92	8.08%
Individual Property Owners	\$687,795.98	\$633,822.50	\$53,973.48	8.52%
Shared VHRs	\$8,851.93	\$0.00	\$8,851.93	100.00%
Campground	\$33,677.34	\$30,049.41	\$3,627.93	12.07%
Promotion 2%	\$1,277,918.34	\$1,248,316.10	\$29,602.24	2.37%
TOT Totals	<u>\$5,111,673.27</u>	<u>\$4,992,444.86</u>	<u>\$119,228.41</u>	<u>2.39%</u>
Total General Fund TOT	<u>\$5,111,673.27</u>	<u>\$4,992,444.86</u>	<u>\$119,228.41</u>	<u>2.39%</u>
City Redevelopment TOT	\$1,277,918.34	\$1,248,316.10	\$29,602.24	2.37%
Redevelopment Area TOT	\$4,246,222.75	\$4,213,359.07	\$32,863.68	0.78%
Total to Date General Fund Collections	<u>\$10,635,814.36</u>	<u>\$10,454,120.03</u>	<u>\$181,694.33</u>	<u>1.74%</u>
Motel and VHR TOT Audit Collections	\$100,603.98			
Total TOT Collections	<u>\$10,736,418.34</u>			
Restricted Measure P TOT 2%	<u>\$2,009,022.65</u>	<u>\$1,327,486.46</u>	<u>\$681,536.19</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 June 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	\$7,503,776	\$7,391,118	103290	46568	45%	\$161
	2017	\$6,800,708	\$6,674,268	104880	45711	44%	\$149
	Variance	\$703,068	\$716,850	(1590)	857	1%	\$12
Zone 2	2018	\$1,583,393	\$1,513,418	33840	12063	36%	\$131
	2017	\$1,282,715	\$1,235,525	33180	10571	32%	\$121
	Variance	\$300,678	\$277,893	660	1492	4%	\$10
Zone 3	2018	\$1,227,077	\$1,200,267	15960	6486	41%	\$189
	2017	\$1,009,074	\$982,994	15960	6043	38%	\$167
	Variance	\$218,003	\$217,273	0	443	3%	\$22
Zone 4	2018	\$307,027	\$216,981	12210	3084	25%	\$100
	2017	\$298,698	\$182,023	11610	3050	26%	\$98
	Variance	\$8,329	\$34,958	600	34	-1%	\$2
Zone 5	2018	\$194,376	\$155,421	6540	1189	18%	\$163
	2017	\$155,995	\$131,755	6540	1110	17%	\$141
	Variance	\$38,381	\$23,666	0	79	1%	\$22
Total All Zones	2018	\$10,815,649	\$10,477,205	171840	69390	40%	\$156
	2017	\$9,547,190	\$9,206,565	172170	66485	39%	\$144
	Variance	\$1,268,459	\$1,270,640	(330)	2905	1%	\$12

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	\$3,980,471.04	28,500	10,894	38%	\$365.38
2017	\$3,374,815.64	28,860	10,399	36%	\$324.53
Variance	\$605,655.40	(360)	495	2%	\$40.85

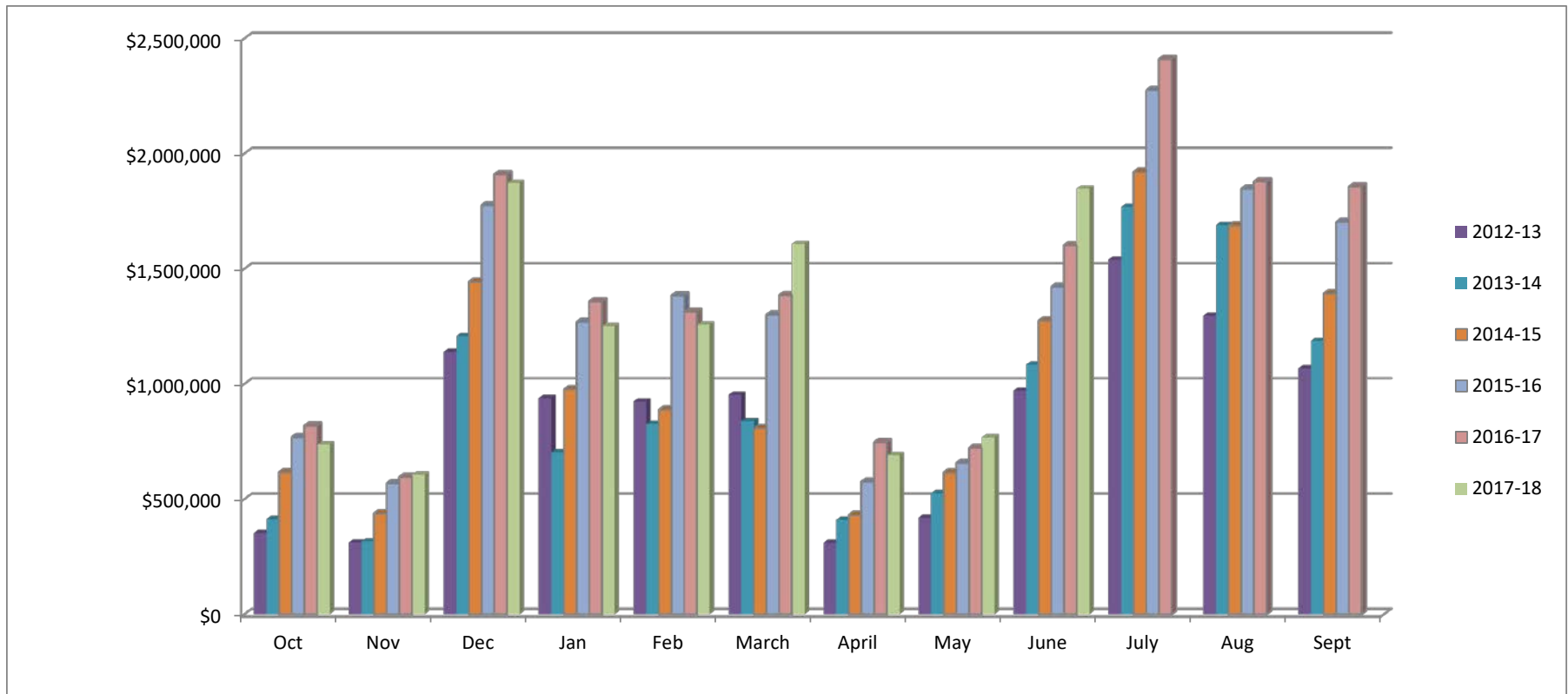
City of South Lake Tahoe

Room Rentals By Unit Size Month of June 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	\$523,265	\$411,588	9840	2620	27%	\$200
	2017	\$425,349	\$327,424	10530	2365	22%	\$180
	Variance	\$97,916	\$84,164	(690)	255	5%	\$20
Units 16-30	2018	\$670,284	\$502,568	24780	4428	18%	\$151
	2017	\$627,544	\$420,364	24180	3752	16%	\$167
	Variance	\$42,740	\$82,204	600	676	2%	(\$16)
Units 31-50	2018	\$691,234	\$681,359	15480	5479	35%	\$126
	2017	\$671,906	\$654,581	15720	5576	35%	\$120
	Variance	\$19,328	\$26,778	(240)	(97)	0%	\$6
Units 51-75	2018	\$1,522,612	\$1,522,612	25560	13007	51%	\$117
	2017	\$1,346,371	\$1,333,471	25560	13228	52%	\$102
	Variance	\$176,241	\$189,141	0	(221)	-1%	\$15
Units 76-125	2018	\$2,263,814	\$2,228,114	24270	13513	56%	\$168
	2017	\$1,890,024	\$1,890,024	24270	12028	50%	\$157
	Variance	\$373,790	\$338,090	0	1485	6%	\$11
Units 126+	2018	\$5,144,439	\$5,130,964	71910	30343	42%	\$170
	2017	\$4,585,996	\$4,580,701	71910	29536	41%	\$155
	Variance	\$558,443	\$550,263	0	807	1%	\$15
Total All Unit Sizes	2018	\$10,815,649	\$10,477,205	171840	69390	40%	\$156
	2017	\$9,547,190	\$9,206,565	172170	66485	39%	\$144
	Variance	\$1,268,459	\$1,270,640	(330)	2905	1%	\$12

**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				\$10,635,814



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				454,604

