

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

**Revenue Collected in October 2018 for the Month of September 2018**

<b>Monthly Activity:</b>	<b>Collected in This Month 2018</b>	<b>Collected in This Month 2017</b>	<b>Month Variance</b>	<b>% Change</b>
Motels	\$325,169.41	\$292,820.01	\$32,349.40	11.05%
Delinquent Motel Payments	\$2,276.90	\$7,958.27	(\$5,681.37)	-71.39%
Property Management VHR	\$164,227.21	\$159,486.72	\$4,740.49	2.97%
Individual Property Owners (VHR)	\$360,301.57	\$329,194.71	\$31,106.86	9.45%
Shared VHRs	\$7,278.15	\$1,048.99	\$6,229.16	593.82%
Campground	\$2,515.97	\$2,181.16	\$334.81	15.35%
Promotion 2%	\$287,256.40	\$264,229.95	\$23,026.45	8.71%
TOT Totals	<u>\$1,149,025.61</u>	<u>\$1,056,919.81</u>	<u>\$92,105.80</u>	<u>8.71%</u>
Total General Fund TOT	<u>\$1,149,025.61</u>	<u>\$1,056,919.81</u>	<u>\$92,105.80</u>	<u>8.71%</u>
City Redevelopment TOT	\$287,256.40	\$264,229.95	\$23,026.45	8.71%
Redevelopment Area TOT	<u>\$569,925.36</u>	<u>\$535,342.66</u>	<u>\$34,582.70</u>	<u>6.46%</u>
Total General Fund Monthly Collections	<u>\$2,006,207.37</u>	<u>\$1,856,492.42</u>	<u>\$149,714.95</u>	<u>8.06%</u>
Restricted Measure P TOT 2%	<u>\$383,958.89</u>	<u>\$356,965.96</u>	<u>\$26,992.93</u>	<u>7.56%</u>

<b>Fiscal Year-to-Date:</b>	<b>2017/18</b>	<b>2016/17</b>	<b>Fiscal Year Variance</b>	<b>% Change</b>
Motels	\$3,041,216.44	\$2,977,492.40	\$63,724.04	2.14%
Delinquent Motel Payments	\$28,040.05	\$44,835.99	(\$16,795.94)	-37.46%
Property Management VHR	\$2,338,056.32	\$2,138,558.61	\$199,497.71	9.33%
Individual Property Owners	\$1,074,249.78	\$987,899.38	\$86,350.40	8.74%
Shared VHRs	\$16,148.08	\$1,211.45	\$14,936.63	1232.95%
Campground	\$50,159.94	\$44,415.31	\$5,744.63	12.93%
Promotion 2%	\$2,182,623.57	\$2,065,077.55	\$117,546.02	5.69%
TOT Totals	<u>\$8,730,494.18</u>	<u>\$8,259,490.69</u>	<u>\$471,003.49</u>	<u>5.70%</u>
Total General Fund TOT	<u>\$8,730,494.18</u>	<u>\$8,259,490.69</u>	<u>\$471,003.49</u>	<u>5.70%</u>
City Redevelopment TOT	\$2,182,623.57	\$2,065,077.55	\$117,546.02	5.69%
Redevelopment Area TOT	<u>\$6,505,357.79</u>	<u>\$6,275,346.29</u>	<u>\$230,011.50</u>	<u>3.67%</u>
Total to Date General Fund Collections	<u>\$17,418,475.54</u>	<u>\$16,599,914.53</u>	<u>\$818,561.01</u>	<u>4.93%</u>
Motel and VHR TOT Audit Collections	\$192,838.60			
Total TOT Collections	<u>\$17,611,314.14</u>			
Restricted Measure P TOT 2%	<u>\$3,307,932.95</u>	<u>\$2,507,718.81</u>	<u>\$800,214.14</u>	<u>31.91%</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 September 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				
<b>Zone 1</b>	2018	\$7,427,832	\$7,294,181	104490	49827	48%	\$149
	2017	\$7,030,397	\$6,869,581	104490	45858	44%	\$153
	<b>Variance</b>	\$397,435	\$424,600	0	3969	4%	(\$4)
<b>Zone 2</b>	2018	\$1,521,650	\$1,441,038	34140	11908	35%	\$128
	2017	\$1,335,332	\$1,283,947	33870	10707	32%	\$125
	<b>Variance</b>	\$186,318	\$157,091	270	1201	3%	\$3
<b>Zone 3</b>	2018	\$1,077,605	\$1,064,440	15960	6166	39%	\$175
	2017	\$1,077,046	\$1,050,791	15960	6908	43%	\$156
	<b>Variance</b>	\$559	\$13,649	0	(742)	-4%	\$19
<b>Zone 4</b>	2018	\$308,601	\$217,844	11610	3038	26%	\$102
	2017	\$315,567	\$211,884	11610	3041	26%	\$104
	<b>Variance</b>	(\$6,966)	\$5,960	0	(3)	0%	(\$2)
<b>Zone 5</b>	2018	\$152,332	\$122,465	6090	1016	17%	\$150
	2017	\$154,190	\$128,170	6060	1094	18%	\$141
	<b>Variance</b>	(\$1,858)	(\$5,705)	30	(78)	-1%	\$9
<b>Total All Zones</b>	2018	\$10,488,020	\$10,139,968	172290	71955	42%	\$146
	2017	\$9,912,532	\$9,544,373	171990	67608	39%	\$147
	<b>Variance</b>	\$575,488	\$595,595	300	4347	3%	(\$1)

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	\$2,910,250.33	28,560	9,130	32%	\$318.76
2017	\$2,769,802.74	28,740	9,121	32%	\$303.67
<b>Variance</b>	\$140,447.59	(180)	9	0%	\$15.09

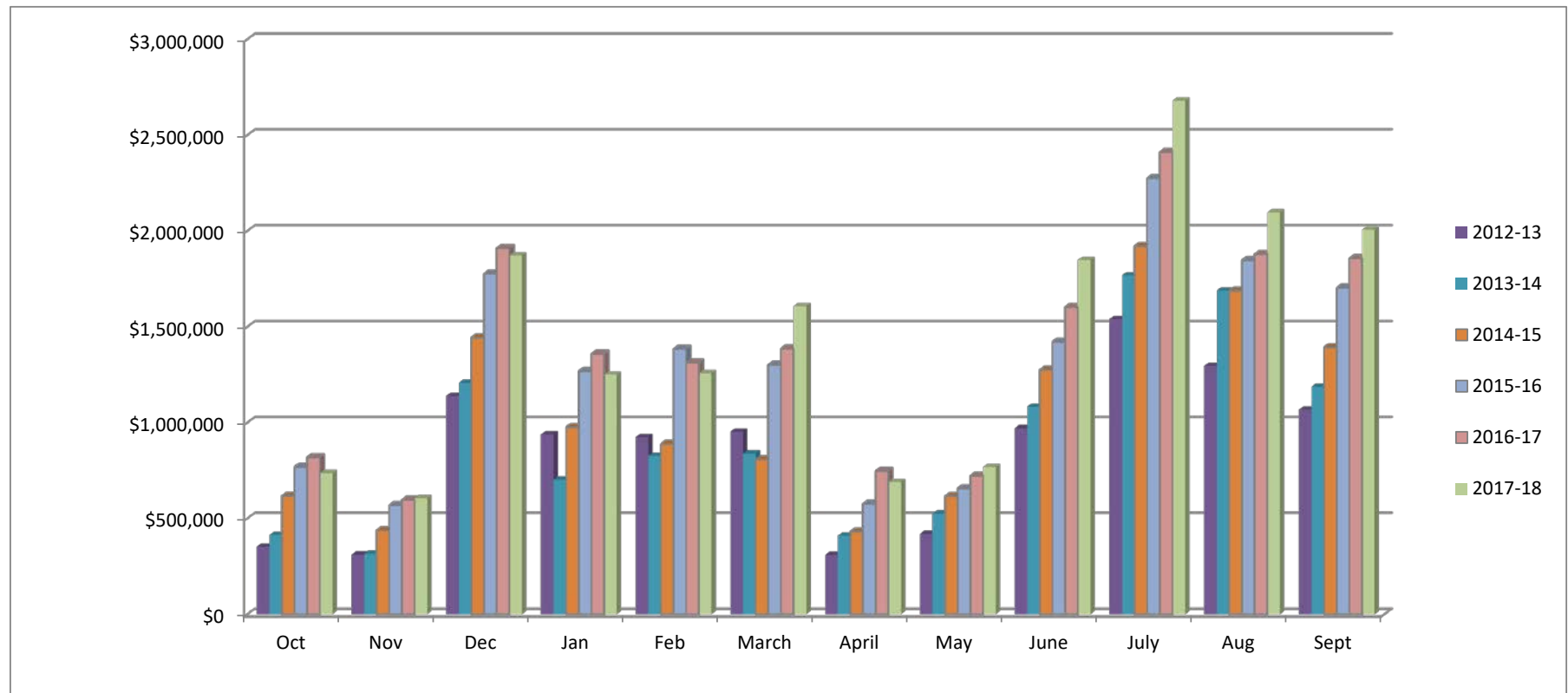
## City of South Lake Tahoe

### Room Rentals By Unit Size Month of September 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
<b>Units 1-15</b>	2018	\$398,588	\$305,578	9030	2364	26%	\$169
	2017	\$467,318	\$374,262	10140	2884	28%	\$162
	<b>Variance</b>	<b>(\$68,730)</b>	<b>(\$68,684)</b>	<b>(1110)</b>	<b>(520)</b>	<b>-2%</b>	<b>\$7</b>
<b>Units 16-30</b>	2018	\$807,035	\$603,318	24840	4994	20%	\$162
	2017	\$606,544	\$414,753	24390	3375	14%	\$180
	<b>Variance</b>	<b>\$200,491</b>	<b>\$188,565</b>	<b>450</b>	<b>1619</b>	<b>6%</b>	<b>(\$18)</b>
<b>Units 31-50</b>	2018	\$781,913	\$756,513	16680	5906	35%	\$132
	2017	\$745,474	\$727,949	15720	6035	38%	\$124
	<b>Variance</b>	<b>\$36,439</b>	<b>\$28,564</b>	<b>960</b>	<b>(129)</b>	<b>-3%</b>	<b>\$8</b>
<b>Units 51-75</b>	2018	\$1,515,593	\$1,515,593	25560	13033	51%	\$116
	2017	\$1,423,181	\$1,411,979	25560	12424	49%	\$115
	<b>Variance</b>	<b>\$92,412</b>	<b>\$103,614</b>	<b>0</b>	<b>609</b>	<b>2%</b>	<b>\$1</b>
<b>Units 76-125</b>	2018	\$2,340,125	\$2,320,675	24270	13405	55%	\$175
	2017	\$2,056,126	\$2,005,936	24270	12429	51%	\$165
	<b>Variance</b>	<b>\$283,999</b>	<b>\$314,739</b>	<b>0</b>	<b>976</b>	<b>4%</b>	<b>\$10</b>
<b>Units 126+</b>	2018	\$4,644,766	\$4,638,291	71910	32253	45%	\$144
	2017	\$4,613,889	\$4,609,494	71910	30461	42%	\$151
	<b>Variance</b>	<b>\$30,877</b>	<b>\$28,797</b>	<b>0</b>	<b>1792</b>	<b>3%</b>	<b>(\$7)</b>
<b>Total All Unit Sizes</b>	2018	\$10,488,020	\$10,139,968	172290	71955	42%	\$146
	2017	\$9,912,532	\$9,544,373	171990	67608	39%	\$147
	<b>Variance</b>	<b>\$575,488</b>	<b>\$595,595</b>	<b>300</b>	<b>4347</b>	<b>3%</b>	<b>(\$1)</b>

**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	\$2,006,207	\$17,418,476



## 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	71,955	694,026

