

City of South Lake Tahoe Transient Occupancy Tax Report

Revenue Collected in January 2018 for the Month of December 2017

| Monthly Activity: | Collected in This Month 2018 | Collected in This Month 2017 | Month Variance | % Change |
|--|------------------------------------|------------------------------------|-------------------|----------|
| Motels | \$285,946.94 | \$322,311.48 | (\$36,364.54) | -11.28% |
| Delinquent Motel Payments | \$2,970.71 | \$5,211.58 | (\$2,240.87) | -43.00% |
| Property Management VHR | \$258,723.18 | \$240,170.51 | \$18,552.67 | 7.72% |
| Individual Property Owners (VHR) | \$201,402.17 | \$192,481.94 | \$8,920.23 | 4.63% |
| Shared Home Rentals | \$2,833.27 | \$0.00 | \$2,833.27 | 100.00% |
| Campground | \$2,395.08 | \$1,936.07 | \$459.01 | 23.71% |
| Promotion 2% | \$251,423.79 | \$254,037.19 | (\$2,613.40) | -1.03% |
| TOT Totals | \$1,005,695.14 | \$1,016,148.77 | (\$10,453.63) | -1.03% |
| | | | | |
| Total General Fund TOT | \$1,005,695.14 | \$1,016,148.77 | (\$10,453.63) | -1.03% |
| | | | | |
| City Redevelopment TOT | \$251,423.79 | \$254,037.19 | (\$2,613.40) | -1.03% |
| Redevelopment Area TOT | \$615,046.42 | \$639,607.30 | (\$24,560.88) | -3.84% |
| | | | | |
| Total General Fund Monthly Collections | \$1,872,165.35 | \$1,909,793.26 | (\$37,627.91) | -1.97% |
| | | | | |
| Restricted Measure P TOT 2% | \$347,139.05 | \$0.00 | \$347,139.05 | 100.00% |

| Fiscal Year-to-Date: | 2017/18 | 2016/17 | Fiscal Year Variance | % Change |
|--|----------------|----------------|-------------------------|----------|
| Motels | \$559,460.93 | \$574,036.30 | (\$14,575.37) | -2.54% |
| Delinquent Motel Payments | \$9,359.75 | \$12,051.10 | (\$2,691.35) | -22.33% |
| Property Management VHR | \$409,163.67 | \$381,681.47 | \$27,482.20 | 7.20% |
| Individual Property Owners | \$223,318.79 | \$217,926.68 | \$5,392.11 | 2.47% |
| Shared VHRs | \$2,833.27 | \$0.00 | \$2,833.27 | 100.00% |
| Campground | \$4,761.01 | \$2,614.92 | \$2,146.09 | 82.07% |
| Promotion 2% | \$402,965.82 | \$396,103.49 | \$6,862.33 | 1.73% |
| TOT Totals | \$1,611,863.24 | \$1,584,413.96 | \$27,449.28 | 1.73% |
| | | | | |
| Total General Fund TOT | \$1,611,863.24 | \$1,584,413.96 | \$27,449.28 | 1.73% |
| | | | | |
| City Redevelopment TOT | \$402,965.82 | \$396,103.49 | \$6,862.33 | 1.73% |
| Redevelopment Area TOT | \$1,199,454.40 | \$1,345,007.38 | (\$145,552.98) | -10.82% |
| | | | | |
| Total to Date General Fund Collections | \$3,214,283.46 | \$3,325,524.83 | (\$111,241.37) | -3.35% |
| | | | | |
| Motel and VHR TOT Audit Collections | \$36,966.63 | | | |
| | | | | |
| Total TOT Collections | \$3,251,250.09 | | | |
| | | | | |
| Restricted Measure P TOT 2% | \$603,788.30 | \$0.00 | \$603,788.30 | 100.00% |

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 December 2017

| | | <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 | 2017 | \$7,249,566 | \$7,145,181 | 107973 | 34421 | 32% | \$211 |
| | 2016 | \$8,000,067 | \$7,878,457 | 108810 | 37905 | 35% | \$211 |
| | Variance | (\$750,501) | (\$733,276) | (837) | (3484) | -3% | \$0 |
| Zone 2 | 2017 | \$1,410,280 | \$1,344,894 | 34286 | 8988 | 26% | \$157 |
| | 2016 | \$1,508,849 | \$1,471,105 | 39463 | 10383 | 26% | \$145 |
| | Variance | (\$98,569) | (\$126,211) | (5177) | (1395) | 0% | \$12 |
| Zone 3 | 2017 | \$688,082 | \$680,732 | 16492 | 3533 | 21% | \$195 |
| | 2016 | \$766,573 | \$741,308 | 16492 | 4105 | 25% | \$187 |
| | Variance | (\$78,491) | (\$60,576) | 0 | (572) | -4% | \$8 |
| Zone 4 | 2017 | \$244,195 | \$175,465 | 11284 | 1851 | 16% | \$132 |
| | 2016 | \$370,831 | \$260,516 | 11997 | 2486 | 21% | \$149 |
| | Variance | (\$126,636) | (\$85,051) | (713) | (635) | -5% | (\$17) |
| Zone 5 | 2017 | \$154,527 | \$110,697 | 6758 | 847 | 13% | \$182 |
| | 2016 | \$160,755 | \$138,204 | 7068 | 836 | 12% | \$192 |
| | Variance | (\$6,228) | (\$27,507) | (310) | 11 | 1% | (\$10) |
| Total All Zones | 2017 | \$9,746,650 | \$9,456,969 | 176793 | 49640 | 28% | \$196 |
| | 2016 | \$10,807,075 | \$10,489,590 | 183830 | 55715 | 30% | \$194 |
| | Variance | (\$1,060,425) | (\$1,032,621) | (7037) | (6075) | -2% | \$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 | | | | |
| 2017 | \$4,708,162.77 | 29,946 | 9,630 | 32% | \$488.91 |
| 2016 | \$4,303,688.97 | 28,582 | 9,576 | 34% | \$449.42 |
| Variance | \$404,473.80 | 1,364 | 54 | -2% | \$39.49 |

City of South Lake Tahoe

Room Rentals By Unit Size Month of December 2017

| | | <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 | 2017 | \$373,424 | \$308,099 | 10478 | 1785 | 17% | \$209 |
| | 2016 | \$382,965 | \$294,640 | 10602 | 1661 | 16% | \$231 |
| | Variance | (\$9,541) | \$13,459 | (124) | 124 | 1% | (\$22) |
| Units 16-30 | 2017 | \$655,124 | \$460,088 | 24273 | 3236 | 13% | \$202 |
| | 2016 | \$737,195 | \$562,930 | 24459 | 3739 | 15% | \$197 |
| | Variance | (\$82,071) | (\$102,842) | (186) | (503) | -2% | \$5 |
| Units 31-50 | 2017 | \$661,025 | \$643,200 | 16244 | 4424 | 27% | \$149 |
| | 2016 | \$686,454 | \$651,704 | 18104 | 5606 | 31% | \$122 |
| | Variance | (\$25,429) | (\$8,504) | (1860) | (1182) | -4% | \$27 |
| Units 51-75 | 2017 | \$1,542,521 | \$1,536,321 | 26412 | 10501 | 40% | \$147 |
| | 2016 | \$1,771,231 | \$1,757,831 | 27063 | 12253 | 45% | \$145 |
| | Variance | (\$228,710) | (\$221,510) | (651) | (1752) | -5% | \$2 |
| Units 76-125 | 2017 | \$1,905,846 | \$1,905,846 | 25079 | 8951 | 36% | \$213 |
| | 2016 | \$2,060,967 | \$2,060,967 | 29295 | 9374 | 32% | \$220 |
| | Variance | (\$155,121) | (\$155,121) | (4216) | (423) | 4% | (\$7) |
| Units 126+ | 2017 | \$4,608,710 | \$4,603,415 | 74307 | 20743 | 28% | \$222 |
| | 2016 | \$5,168,263 | \$5,161,518 | 74307 | 23082 | 31% | \$224 |
| | Variance | (\$559,553) | (\$558,103) | 0 | (2339) | -3% | (\$2) |
| Total All Unit Sizes | 2017 | \$9,746,650 | \$9,456,969 | 176793 | 49640 | 28% | \$196 |
| | 2016 | \$10,807,075 | \$10,489,590 | 183830 | 55715 | 30% | \$194 |
| | Variance | (\$1,060,425) | (\$1,032,621) | (7037) | (6075) | -2% | \$2 |

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 | | | | | | | | | | 134,854 |

