

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

Revenue Collected in February 2018 for the Month of January 2018

Monthly Activity:	Collected in This Month 2018	Collected in This Month 2017	Month Variance	% Change
Motels	\$129,705.08	\$237,278.87	(\$107,573.79)	-45.34%
Delinquent Motel Payments	\$3,246.12	\$2,661.19	\$584.93	21.98%
Property Management VHR	\$237,462.95	\$232,096.07	\$5,366.88	2.31%
Individual Property Owners (VHR)	\$7,259.74	\$9,740.42	(\$2,480.68)	-25.47%
Shared VHRs	\$358.94	\$0.00	\$358.94	100.00%
Campground	\$3,224.94	\$1,236.61	\$1,988.33	160.79%
Promotion 2%	\$127,085.93	\$161,004.39	(\$33,918.46)	-21.07%
TOT Totals	<u>\$508,343.70</u>	<u>\$644,017.55</u>	<u>(\$135,673.85)</u>	<u>-21.07%</u>
Total General Fund TOT	<u>\$508,343.70</u>	<u>\$644,017.55</u>	<u>(\$135,673.85)</u>	<u>-21.07%</u>
City Redevelopment TOT	\$127,085.93	\$161,004.39	(\$33,918.46)	-21.07%
Redevelopment Area TOT	\$615,046.42	\$553,202.07	\$61,844.35	11.18%
Total General Fund Monthly Collections	<u>\$1,250,476.05</u>	<u>\$1,358,224.01</u>	<u>(\$107,747.96)</u>	<u>-7.93%</u>
Restricted Measure P TOT 2%	<u>\$235,315.62</u>	<u>\$245,688.38</u>	<u>(\$10,372.76)</u>	<u>100.00%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$689,166.01	\$811,315.17	(\$122,149.16)	-15.06%
Delinquent Motel Payments	\$12,605.87	\$14,712.29	(\$2,106.42)	-14.32%
Property Management VHR	\$646,626.62	\$613,777.54	\$32,849.08	5.35%
Individual Property Owners	\$230,578.53	\$227,667.10	\$2,911.43	1.28%
Shared VHRs	\$3,192.21	\$0.00	\$3,192.21	100.00%
Campground	\$7,985.95	\$3,851.53	\$4,134.42	107.34%
Promotion 2%	\$530,051.75	\$557,107.88	(\$27,056.13)	-4.86%
TOT Totals	<u>\$2,120,206.94</u>	<u>\$2,228,431.51</u>	<u>(\$108,224.57)</u>	<u>-4.86%</u>
Total General Fund TOT	<u>\$2,120,206.94</u>	<u>\$2,228,431.51</u>	<u>(\$108,224.57)</u>	<u>-4.86%</u>
City Redevelopment TOT	\$530,051.75	\$557,107.88	(\$27,056.13)	-4.86%
Redevelopment Area TOT	\$1,814,500.82	\$1,898,209.45	(\$83,708.63)	-4.41%
Total to Date General Fund Collections	<u>\$4,464,759.51</u>	<u>\$4,683,748.84</u>	<u>(\$218,989.33)</u>	<u>-4.68%</u>
Motel and VHR TOT Audit Collections	\$40,008.96			
Total TOT Collections	<u>\$4,504,768.47</u>			
Restricted Measure P TOT 2%	<u>\$839,103.92</u>	<u>\$245,688.38</u>	<u>\$593,415.54</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 January 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	\$6,024,157	\$5,921,672	107973	35991	33%	\$167
	2017	\$6,769,191	\$6,645,209	110329	39460	36%	\$172
	Variance	(\$745,034)	(\$723,537)	(2356)	(3469)	-3%	(\$5)
Zone 2	2018	\$933,987	\$871,831	34286	8144	24%	\$115
	2017	\$1,132,207	\$1,094,338	38099	10318	27%	\$110
	Variance	(\$198,220)	(\$222,507)	(3813)	(2174)	-3%	\$5
Zone 3	2018	\$421,397	\$402,497	16492	3192	19%	\$132
	2017	\$547,574	\$523,609	16492	4241	26%	\$129
	Variance	(\$126,177)	(\$121,112)	0	(1049)	-7%	\$3
Zone 4	2018	\$184,302	\$111,180	11284	1882	17%	\$98
	2017	\$303,591	\$197,059	11997	3154	26%	\$96
	Variance	(\$119,289)	(\$85,879)	(713)	(1272)	-9%	\$2
Zone 5	2018	\$96,180	\$81,600	6758	847	13%	\$114
	2017	\$128,727	\$106,622	6758	744	11%	\$173
	Variance	(\$32,547)	(\$25,022)	0	103	2%	(\$59)
Total All Zones	2018	\$7,660,023	\$7,388,780	176793	50056	28%	\$153
	2017	\$8,881,290	\$8,566,837	183675	57917	32%	\$153
	Variance	(\$1,221,267)	(\$1,178,057)	(6882)	(7861)	-4%	\$0

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	\$4,089,994.16	30,008	10,158	34%	\$402.64
2017	\$3,998,848.03	28,830	10,335	36%	\$386.92
Variance	\$91,146.13	1,178	(177)	-2%	\$15.72

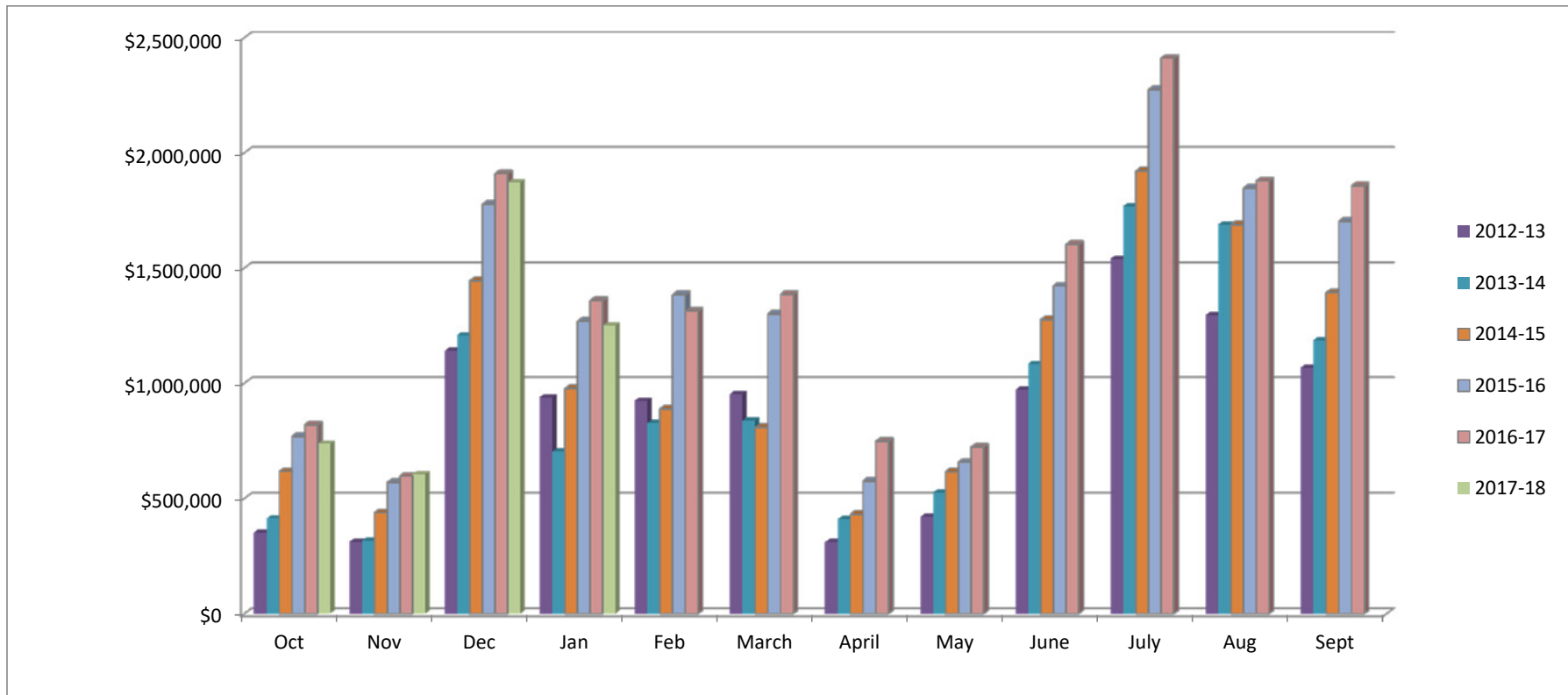
City of South Lake Tahoe

Room Rentals By Unit Size Month of January 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	\$321,391	\$229,902	10478	1813	17%	\$177
	2017	\$308,595	\$220,588	10292	1544	15%	\$200
	Variance	\$12,796	\$9,314	186	269	2%	(\$23)
Units 16-30	2018	\$450,008	\$292,574	24273	2794	12%	\$161
	2017	\$602,860	\$410,012	24955	4462	18%	\$135
	Variance	(\$152,852)	(\$117,438)	(682)	(1668)	-6%	\$26
Units 31-50	2018	\$483,458	\$465,633	16244	3936	24%	\$123
	2017	\$566,804	\$551,104	16244	4576	28%	\$124
	Variance	(\$83,346)	(\$85,471)	0	(640)	-4%	(\$1)
Units 51-75	2018	\$1,037,390	\$1,037,390	26412	10244	39%	\$101
	2017	\$1,186,371	\$1,175,218	28582	11605	41%	\$102
	Variance	(\$148,981)	(\$137,828)	(2170)	(1361)	-2%	(\$1)
Units 76-125	2018	\$1,393,492	\$1,393,492	25079	9079	36%	\$153
	2017	\$1,715,894	\$1,715,894	29295	10902	37%	\$157
	Variance	(\$322,402)	(\$322,402)	(4216)	(1823)	-1%	(\$4)
Units 126+	2018	\$3,974,284	\$3,969,789	74307	22190	30%	\$179
	2017	\$4,500,766	\$4,494,021	74307	24828	33%	\$181
	Variance	(\$526,482)	(\$524,232)	0	(2638)	-3%	(\$2)
Total All Unit Sizes	2018	\$7,660,023	\$7,388,780	176793	50056	28%	\$153
	2017	\$8,881,290	\$8,566,837	183675	57917	32%	\$153
	Variance	(\$1,221,267)	(\$1,178,057)	(6882)	(7861)	-4%	\$0

**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									\$4,464,760



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									184,910

