

# December Standing Reports

## CUSTOM QUARTERLY RESERVATIONS ACTIVITY REPORT

### North Lake Tahoe

Destination: North Lake Tahoe

Period: Data as of December 31, 2022

### Executive Summary

		(2022/23 FY)	(2021/22 FY)	Year over Year % Diff
<b>a. Last Quarter Performance: Current FY vs. Previous FY</b>				
North Lake Tahoe Occupancy for last quarter changed by (8.0%)	Occupancy Q2	<b>42.9%</b>	<b>39.8%</b>	<b>8.0%</b>
North Lake Tahoe Average Daily Rate for last quarter changed by (-0.3%)	ADR Q2	<b>\$354</b>	<b>\$356</b>	<b>-0.3%</b>
North Lake Tahoe RevPAR for last quarter changed by (7.6%)	RevPAR Q2	<b>\$152</b>	<b>\$141</b>	<b>7.6%</b>
<b>b. Next Quarter Performance: Current FY vs. Previous FY</b>				
North Lake Tahoe Occupancy for next quarter changed by (1.4%)	Occupancy Q3	<b>39.2%</b>	<b>38.7%</b>	<b>1.4%</b>
North Lake Tahoe Average Daily Rate for next quarter changed by (9.9%)	ADR Q3	<b>\$424</b>	<b>\$386</b>	<b>9.9%</b>
North Lake Tahoe RevPAR for next month quarter changed by (11.4%)	RevPAR Q3	<b>\$166</b>	<b>\$149</b>	<b>11.4%</b>
<b>c. Historical Quarters' Actual Performance: Current FY vs. Previous FY</b>				
North Lake Tahoe Occupancy for the historic quarter(s) changed by (13.5%)	Occupancy Q1 & Q2	<b>51.5%</b>	<b>45.4%</b>	<b>13.5%</b>
North Lake Tahoe Average Daily Rate for the historic quarter(s) changed by (-1.2%)	ADR Q1 & Q2	<b>\$436</b>	<b>\$441</b>	<b>-1.2%</b>
North Lake Tahoe RevPAR for the historic quarter(s) changed by (12.1%)	RevPAR Q1 & Q2	<b>\$224</b>	<b>\$200</b>	<b>12.1%</b>

**DESCRIPTION:** The Reservation Activity Outlook Report tracks occupancy, average daily rate (ADR), and revenue per available room (RevPAR); the key metrics most of interest to lodging properties. The report combines the data sets of participating properties into a destination wide view that features three data sets (providing that sufficient information is available) including: i) current YTD occupancy, ii) last YTD occupancy, iii) last season's ending occupancy.

The Reservation Activity Outlook Report is generated on a monthly basis, usually for a 12 month subscription period, and is created from data provided by a group of properties participating in a cooperative manner, and representing a valid set of data as a result.

Report results are provided only to those properties who participate by submitting their data. Additionally, participating properties can order (on an a-la-carte basis) an individual report which shows the reservation activity of their property, measured against an aggregated set of competitive properties that they choose from amongst DestiMetrics's other participants.

As is the case in all DestiMetrics data, all information provided by individual properties is strictly confidential, except when aggregated with other data and indistinguishable as a result.

Quarters are defined as: Quarter 1: July - September, Quarter 2: October - December, Quarter 3: January - March, Quarter 4: April - June

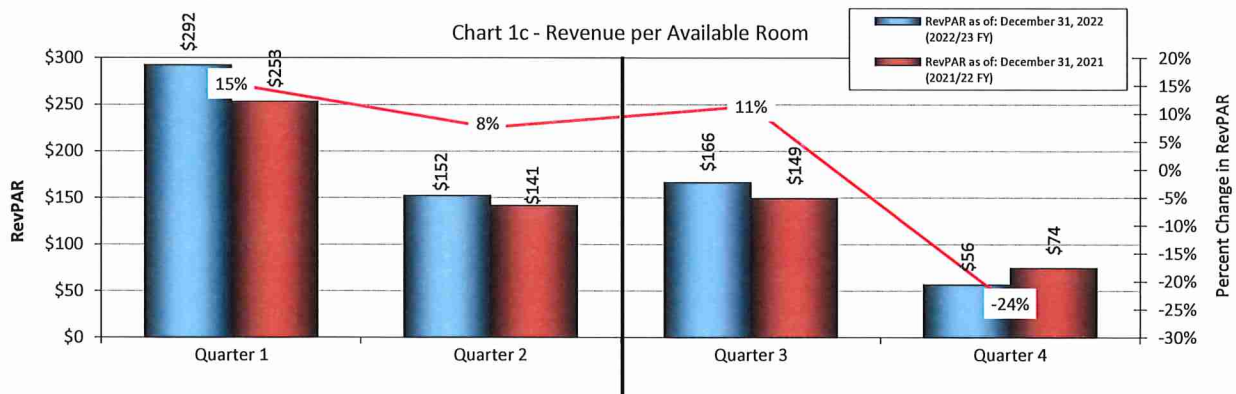
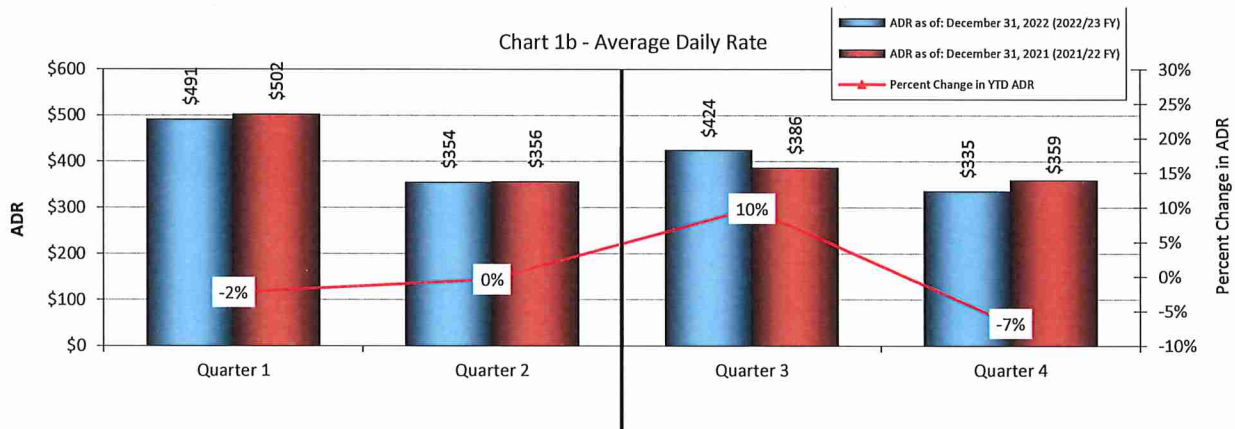
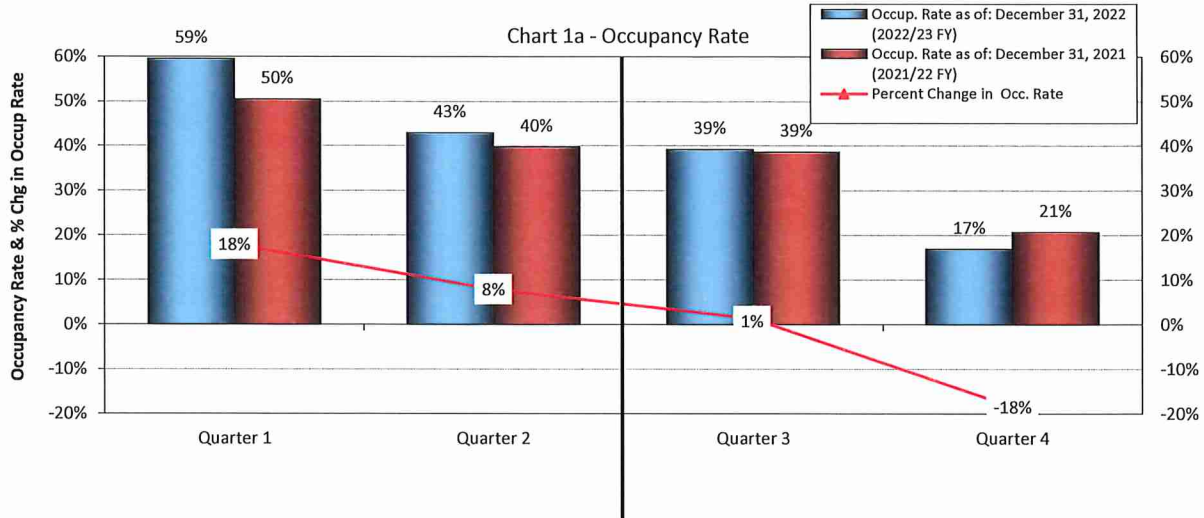
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# NLTRA CUSTOM QUARTERLY RESERVATIONS ACTIVITY REPORT

## SECTION 1: 1 QUARTER STATIC SUMMARY GRAPHS

2022/23 FY (as of December 31, 2022) vs. 2021/22 FY (as of December 31, 2021)

**NOTE:** This is not a forecast of bookings. Data presented in this report represents transactions on the books as of the date noted above



**NLTRA CUSTOM QUARTERLY RESERVATIONS ACTIVITY REPORT**  
**SECTION 2 - SUPPORTING DATA TABLES**  
**Bookings as of December 31, 2022**



OCCUPANCY RATE		<u>OCCUPANCY RATE: FY 2022/23 vs FY 2021/22</u>		
		Occup. Rate as of: December 31, 2022 (2022/23 FY)	Occup. Rate as of: December 31, 2021 (2021/22 FY)	Percent Change in Occ. Rate
Quarter of Occupancy (FY 2022/23)				
Quarter 1		59.5%	50.4%	18.0%
Quarter 2	Historic Actual	42.9%	39.8%	8.0%
Quarter 3	On The Books	39.2%	38.7%	1.37%
Quarter 4	↓	16.9%	20.7%	-18.4%
Grand total		40.1%	37.8%	6.0%
Historic Quarters Total		51.5%	45.4%	13.5%

AVERAGE DAILY RATE		<u>ADR: FY 2022/23 vs FY 2021/22</u>		
		ADR as of: December 31, 2022 (2022/23 FY)	ADR as of: December 31, 2021 (2021/22 FY)	Percent Change in YTD ADR
Quarter of Occupancy (FY 2022/23)				
Quarter 1		\$491	\$502	-2.2%
Quarter 2	Historic Actual	\$354	\$356	-0.3%
Quarter 3	On The Books	\$424	\$386	9.89%
Quarter 4	↓	\$335	\$359	-6.7%
Grand total		\$423	\$417	1.4%
Historic Quarters Total		\$436	\$441	-1.2%

REVENUE PER AVAILABLE ROOM		<u>REVPAR: FY 2022/23 vs FY 2021/22</u>		
		RevPAR as of: December 31, 2022 (2022/23 FY)	RevPAR as of: December 31, 2021 (2021/22 FY)	Percent Change in YTD RevPAR
Quarter of Occupancy (FY 2022/23)				
Quarter 1		\$292	\$253	15.4%
Quarter 2	Historic Actual	\$152	\$141	7.6%
Quarter 3	On The Books	\$166	\$149	11.40%
Quarter 4	↓	\$56	\$74	-23.9%
Grand total		\$169	\$157	7.5%
Historic Quarters Total		\$224	\$200	12.1%



## Monthly Report Dec 2022

### CONFERENCE REVENUE STATISTICS

#### North Shore Properties

#### Year to Date Bookings/Monthly Production Detail FY 22/23

Prepared By: Anna Atwood, Office Manager

	<u>FY 22/23</u>	<u>FY 21/22</u>	<u>Variance</u>
Total Revenue Booked as of 12/31/22:	\$1,332,044	\$1,759,314	-24%
Number of Room Nights:	5,861	8216	-29%
Number of Delegates:	2932	3884	-25%
Annual Revenue Goal:	\$2,000,000	\$2,000,000	0%

Monthly Detail/Activity	<u>December-22</u>	<u>December-21</u>
<u>Number of Groups Booked:</u>	<b>1</b>	<b>1</b>
Revenue Booked:	\$94,540	\$97,428
Room Nights:	295	417
Number of Delegates:	100	300
Booked Group Types:	1 Assoc.	Corp.
Lost Business, # of Groups:	4	22

<u>Arrived in the month</u>	<u>December-22</u>	<u>December-21</u>
Number of Groups:	<b>0</b>	<b>1</b>
Revenue Arrived:	\$0	\$215,135
Room Nights:	0	1382
Number of Delegates:	0	300
Arrived Group Types:	0	Assoc.

Monthly Detail/Activity	<u>November-22</u>	<u>November-21</u>
<u>Number of Groups Booked:</u>	<b>3</b>	<b>0</b>
Revenue Booked:	\$165,987	\$0
Room Nights:	696	0
Number of Delegates:	295	0
	1 Corp., 1 Assoc., 1 Meeting	
Booked Group Types:	Planner	0
Lost Business, # of Groups:	13	7

<u>Arrived in the month</u>	<u>November-22</u>	<u>November-21</u>
Number of Groups:	<b>0</b>	<b>0</b>
Revenue Arrived:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:	0	0

Monthly Detail/Activity	<u>October-22</u>	<u>October-21</u>	
<u>Number of Groups Booked:</u>	<b>4</b>	<b>4</b>	
Revenue Booked:	\$241,848	\$121,383	99%
Room Nights:	1100	579	90%

Number of Delegates:	596	390	53%
	2 Mtg. Planner, 1 Assoc., 1 Non-		
Booked Group Types:	Profit	0	
Lost Business, # of Groups:	13	10	

<b><u>Arrived in the month</u></b>	<b><u>October-22</u></b>	<b><u>October-21</u></b>	
Number of Groups:	4	5	
Revenue Arrived:	\$253,042	\$352,682	-28%
Room Nights:	1071	1144	-6%
Number of Delegates:	431	1047	-59%
	2 Corp, 2	2 Corp., 2	
Arrived Group Types:	Assoc.	Assoc., 1 SMF	

**Monthly Detail/Activity**

	<b><u>September-22</u></b>	<b><u>September-21</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>4</b>	<b>0</b>	
Revenue Booked:	\$127,050	\$0	
Room Nights:	891	0	
Number of Delegates:	430	0	
	1 Corp., 1		
	Assoc., 1 CA		
	Assoc., 1 Non-		
Booked Group Types:	Profit	0	
Lost Business, # of Groups:	13	10	

<b><u>Arrived in the month</u></b>	<b><u>September</u></b>	<b><u>September-22</u></b>	
Number of Groups:	7	4	
Revenue Arrived:	\$200,928	\$111,814	80%
Room Nights:	968	718	35%
Number of Delegates:	590	255	
	4 Corp, 1		
	Assoc., 2 Non-	1 Govt, 1 SMF,	
Arrived Group Types:	Profit	1 Asspc., 1 MP	

**Monthly Detail/Activity**

	<b><u>August-22</u></b>	<b><u>August-21</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>0</b>	
Revenue Booked:	\$91,595	\$0	
Room Nights:	514	0	
Number of Delegates:	425	0	
	1 CA Assoc., 1		
Booked Group Types:	Corp.	0	
Lost Business, # of Groups:	15	0	

<b><u>Arrived in the month</u></b>	<b><u>August-22</u></b>	<b><u>August-21</u></b>	
Number of Groups:	3	2	
Revenue Arrived:	\$116,069	\$208,360	-44%
Room Nights:	286	795	-64%
Number of Delegates:	166	330	
	1 Corp., 1 Mtg.		
Arrived Group Types:	Planner	2 Assoc.	

<b>Monthly Detail/Activity</b>	<b><u>July-22</u></b>	<b><u>July-21</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>1</b>	
Revenue Booked:	\$145,856	\$45,903	218%
Room Nights:	465	100	365%
Number of Delegates:	544	50	
Booked Group Types:	2 CA Assoc.	1 Corp.	
Lost Business, # of Groups:	18	22	
<b><u>Arrived in the month</u></b>	<b><u>July-22</u></b>	<b><u>July-21</u></b>	
Number of Groups:	<b>3</b>	<b>2</b>	
Revenue Arrived:	\$190,117	\$208,360	-9%
Room Nights:	630	795	-21%
Number of Delegates:	455	330	
	1 CA Assoc., 1		
	Mtg. Planner. 1		
Arrived Group Types:	Corp.	2 Assoc.	
	<b><u>Current Numbers</u></b>	<b><u>Goals</u></b>	
For 2023/24:	<b>\$396,385</b>	<b>\$2,000,000</b>	
For 2024/25:	<b>\$190,150</b>	<b>\$2,000,000</b>	

<b>NUMBER OF LEADS Generated as of 12/31/22:</b>	<b>55</b>
YTD 12/31/21:	50
YTD 12/31/20:	37

**Total Number of Leads Generated in Previous Years:**

2021/2022	123
2020/2021	90
2019/2020	252
2018/2019	320
2017/2018	302
2016/2017	244
2015/2016	194
2014/2015	175
2013/2014	172
2012/2013:	171
2011/2012:	119
2010/2011:	92
2009/2010:	107
2008/2009:	151
2007/2008:	209
2006/2007:	205

<b>Lodging Book Now Referrals - 12/1/22-12/31/22</b>	<b>Total Events</b>	<b>Unique Events</b>
Granlibakken Tahoe Ski Area	128	122
Granlibakken Tahoe	117	114
Natural Retreats – North Lake Tahoe	67	66
Cedar Crest Cottages	65	64
Hyatt Regency Lake Tahoe Resort Spa & Casino	64	59
Frog Lake Backcountry Huts	61	57
East West Hospitality at Tahoe	53	25
Northstar California Resort	53	52
Resort at Squaw Creek	52	51
Northstar Lodge by Vacation Club Rentals	48	47
Tahoe Vacation Rentals	40	37
The Village at Palisades Tahoe	40	37
The Ritz-Carlton, Lake Tahoe	37	35
Cedar Glen Lodge	29	29
Tahoe Rental Company	26	25
Tahoma Meadows Cottages	24	24
PlumpJack Inn	22	21
Constellation Residences at Northstar	21	19
West Shore Cafe & Inn	20	17
Brockway Springs Resort	16	15
Mourelatos Lakeshore Resort	16	16
Sunnyside Restaurant & Lodge	16	16
Sun Bear Realty & Vacation Rentals	12	11
Agate Bay Realty Vacation Rentals	11	11
Tahoe Signature Properties	11	11
Tahoe Donner Cross Country Ski Center	10	10
Waters of Tahoe Properties	10	10
PepperTree Inn	9	9
Tahoe Getaways Vacation Rentals	9	8
Hauserman Rental Group	8	7
Incline Vacation Rentals	8	8
Lake Tahoe Accommodations	8	8
Parkside Inn at Incline	8	8
Red Wolf Lodge at Olympic Valley	8	8
Tahoe Luxury Properties	8	8
Tahoe Vistana Inn	8	7
Tahoe Real Estate Group	6	6
Sierra Mountain Properties	5	5
Americas Best Value Inn Tahoe City	4	4
First Accommodations, Inc.	4	4
SellMyTimeShareNow.com	4	4
Vacasa	4	4



Goldfish Properties	3	3
Holiday House	3	3
West Lake Properties at Tahoe	3	3
Firelite Lodge	2	2
Franciscan Lakeside Lodge	2	2
Gar Woods Grill & Pier	2	2
Tahoe Accommodations	2	2
Tahoe Woodside Vacation Rentals	1	1
Vacation Station, Inc.	1	1

<b>Lodging Referrals - 12/1/22-12/31/22</b>	<b>Total Events</b>	<b>Unique Events</b>
Hyatt High Sierra Lodge, A Hyatt Residence Club	79	76
AvantStay	74	68
Basecamp Hotel Tahoe City	64	61
Frog Lake Backcountry Huts	60	60
Granlibakken Tahoe	54	52
Cedar Crest Cottages	48	46
Hyatt Regency Lake Tahoe Resort Spa & Casino	48	46
Natural Retreats – North Lake Tahoe	45	41
Northstar California Resort	35	35
Donner Lake Village	34	33
Cottage Inn at Lake Tahoe	33	32
Tahoe Donner Cross Country Ski Center	32	29
Tahoe Truckee Factory Stores	32	25
East West Hospitality at Tahoe	29	20
The Village at Palisades Tahoe	29	29
The Ritz-Carlton, Lake Tahoe	26	24
Olympic Village Inn	25	24
River Ranch Lodge and Restaurant	24	23
Resort at Squaw Creek	23	23
West Shore Cafe & Inn	23	22
Chaney House	21	20
North Tahoe Rental Company	21	12
Northstar Lodge by Vacation Club Rentals	21	19
The Inn at Boatworks	21	21
Tahoe Luxury Properties	20	17
Cedar Glen Lodge	19	19
Red Wolf Lakeside Lodge	19	19
Tahoe Mountain Properties	19	18
Brockway Springs Resort	18	18
Tahoe North Shore Lodge	18	17
Palisades Tahoe Lodge	17	16
Tahoe Vista Lodge and Cabins	15	14
The Hotel at Sugar Bowl	15	14
Christy Lodge	14	13
Rustic Cottages	14	13
Sunnyside Restaurant & Lodge	14	14
Tahoe Time Vacation Rental	14	14
Constellation Residences at Northstar	13	10
PlumpJack Inn	13	13
Rockwood Lodge	13	12
Tahoma Meadows Cottages	13	13
Crown Motel & Family Resort	12	12

Tahoe Moon Properties	12	12
Stay In Lake Tahoe	11	11
Tahoe Vacation Rentals	11	11
Tahoe Rental Company	10	9
Tahoe Rentals by Wells and Bennett Realtors	10	10
Gar Woods Grill & Pier	9	8
Meeks Bay Resort & Marina	9	9
Mother Natures Inn	9	8
Mourelatos Lakeshore Resort	9	9
Castle Peak Vacation Rentals	8	8
Lake Tahoe Deluxe Vacation Rentals	8	7
Tahoe Vistana Inn	8	5
Donner Summit Rentals	6	6
Goldfish Properties	6	4
Hauserman Rental Group	6	5
Incline Vacation Rentals	6	6
Stevenson's Holliday Inn	6	6
The Border House at Crystal Bay Casino	6	5
Waters of Tahoe Properties	6	6
Lake Tahoe Accommodations	5	4
LakeFrontHouse.com	5	5
Parkside Inn at Incline	5	5
PepperTree Inn	5	5
Sandy's Pub at the Resort at Squaw Creek	5	4
Tahoe Marina Lodge	5	5
Agate Bay Realty Vacation Rentals	4	4
Caliente! Lake Tahoe	4	3
Club Tahoe Resort	4	3
Martis Valley Associates Property Rentals	4	4
Sun Bear Realty & Vacation Rentals	4	4
Tahoe Exclusive Vacation Rentals	4	4
Tahoe Getaways Vacation Rentals	4	4
Americas Best Value Inn Tahoe City	3	2
Pullen Realty Group	3	3
Sierra Mountain Properties	3	3
Tahoe Sands Resort	3	3
Tamarack Lodge	3	3
The Lodge at Obexers	3	3
Vacasa	3	3
BEST. VACATION. EVER... InvitedHome.com	2	2
Chinquapin / Packard Realty	2	2
First Accommodations, Inc.	2	2
Franciscan Lakeside Lodge	2	2

Holiday House	2	2
Martis Valley Vacation Rentals	2	2
Red Wolf Lodge at Olympic Valley	2	2
Tahoe Accommodations	2	2
Tahoe Edgelake Beach Club	2	2
Tahoe Real Estate Group	2	2
Tahoe Signature Properties	2	2
Tahoe Tavern Properties	2	2
Tahoe Woodside Vacation Rentals	2	2
The Cedar House Sport Hotel	2	2
VACAY North Tahoe	2	2
Firelite Lodge	1	1
SellMyTimeShareNow.com	1	1
Tahoe Donner Golf Course	1	1
Vacation Tahoe by O'Neal Brokers	1	1
West Lake Properties at Tahoe	1	1
West Shore Sports	1	1