



north lake tahoe

Chamber | CVB | Resort Association

# April 2018 Standing Reports

### Executive Summary

Data based on a sample of up to 8 properties in the North Lake Tahoe destination, representing up to 1122 Units (DestiMetrics Census\*\*) and 34.75% of 3229 total units in the North Lake Tahoe destination (Destination Census\*\*\*)

Last Month Performance: Current YTD vs. Previous YTD	2017/18	2016/17	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Mar) changed by (2.1%)	49.2%	48.2%	2.1%
North Lake Tahoe ADR for last month (Mar) changed by (-1.8%)	\$ 282	\$ 288	-1.8%
North Lake Tahoe RevPAR for last month (Mar) changed by (0.3%)	\$ 139	\$ 139	0.3%
<b>Next Month Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for next month (Apr) changed by (-11.8%)	33.9%	38.4%	-11.8%
North Lake Tahoe ADR for next month (Apr) changed by (1.5%)	\$ 219	\$ 216	1.5%
North Lake Tahoe RevPAR for next month (Apr) changed by (-10.5%)	\$ 74	\$ 83	-10.5%
<b>Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for the past 6 months changed by (-5.4%)	42.4%	44.9%	-5.4%
North Lake Tahoe ADR for the past 6 months changed by (-4.6%)	\$ 305	\$ 320	-4.6%
North Lake Tahoe RevPAR for the past 6 months changed by (-9.8%)	\$ 129	\$ 143	-9.8%
<b>Future 6 Month On The Books Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for the future 6 months changed by (2.1%)	30.2%	29.6%	2.1%
North Lake Tahoe ADR for the future 6 months changed by (-4.0%)	\$ 318	\$ 331	-4.0%
North Lake Tahoe RevPAR for the future 6 months changed by (-2.0%)	\$ 96	\$ 98	-2.0%
<b>Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Mar 31, 2018 vs. Previous Year</b>			
Rooms Booked during last month (Mar,18) compared to Rooms Booked during the same period last year (Mar,17) for all arrival dates has changed by (26.1%)	Booking Pace (Mar)	8.6%	26.1%

\* Inntopia Census: Total number of rooms reported by participating inntopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. \*\* Destination Census: The total number of rooms available for rental within the community as established by the and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

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

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**Monthly Report March 2018**  
**CONFERENCE REVENUE STATISTICS**

**North Shore Properties**

**Year to Date Bookings/Monthly Production Detail FY 17/18**

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 17/18</u>	<u>FY 16/17</u>	<u>Variance</u>
Total Revenue Booked as of 3/31/18:	\$2,109,818	\$2,991,657	-29%
Forecasted Commission for this Revenue:	\$55,984	\$104,148	-46%
Number of Room Nights:	12175	16552	-26%
Number of Delegates:	59649	18108	229%
Annual Revenue Goal:	\$2,500,000	\$3,000,000	-17%
Annual Commission Goal:	\$70,000	\$135,000	-48%

<u>Monthly Detail/Activity</u>	<u>March-18</u>	<u>March-17</u>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>3</b>	
Revenue Booked:	\$55,650	\$20,234	175%
Projected Commission:	\$0	\$450	-100%
Room Nights:	350	136	157%
Number of Delegates:	70	64	9%
		1 Assoc., 1 Corp, 1 Non-Profit	
Booked Group Types:	1 Assoc.		
Lost Business, # of Groups:	2	6	-67%

<u>Arrived in the month</u>	<u>March-18</u>	<u>*Est.</u>	<u>March-17</u>	
Number of Groups:	3		2	
Revenue Arrived:	\$25,893		\$15,734	65%
Projected Commission:	\$0		\$0	
Room Nights:	108		116	-7%
Number of Delegates:	100		50	100%
			1 Corp., 1 Assoc.	
Arrived Group Types:	1 Corp., 2 SMF			

<u>Monthly Detail/Activity</u>	<u>February-18</u>	<u>February-17</u>	
<b><u>Number of Groups Booked:</u></b>	<b>4</b>	<b>0</b>	
Revenue Booked:	\$133,480	\$0	
Projected Commission:	\$2,569	\$0	
Room Nights:	957	0	
Number of Delegates:	10315	0	
	1 Smf, 1 Film Crew, 2 Corp.		
Booked Group Types:			
Lost Business, # of Groups:	0		

<u>Arrived in the month</u>	<u>February-18</u>	<u>*Est.</u>	<u>February-17</u>	
Number of Groups:	5		1	
Revenue Arrived:	\$147,151		\$104,490	41%
Projected Commission:	\$2,569		\$0	
Room Nights:	1016		900	13%

Number of Delegates:	291	250	16%
	4 Corp., 1 Film		
Arrived Group Types:	Crew	1 Assoc.	

**Monthly Detail/Activity**

	<u>January-18</u>	<u>January-17</u>	
<b><u>Number of Groups Booked:</u></b>	<b>13</b>	<b>2</b>	
Revenue Booked:	\$518,936	\$178,405	191%
Projected Commission:	\$2,146	\$0	
Room Nights:	2845	845	237%
Number of Delegates:	1153	1600	-28%
	7 Corp, 6	1 Corp., 1 non-profit	
Booked Group Types:	Assoc.		
Lost Business, # of Groups:	0	8	

**Arrived in the month**

	<u>January-18</u>	<u>January-17</u>
Number of Groups:	3	0
Revenue Arrived:	\$86,645	\$0
Projected Commission:	\$0	\$0
Room Nights:	275	0
Number of Delegates:	89	0
	1 Corp, 2	
Arrived Group Types:	Assoc.	

**Monthly Detail/Activity**

	<u>December-17</u>	<u>December-16</u>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>4</b>	
Revenue Booked:	\$4,500	\$142,936	-97%
Projected Commission:	\$0	\$6,683	-100%
Room Nights:	28	837	-97%
Number of Delegates:	30	358	-92%
		2 Corp., 2	
Booked Group Types:	1 Smerf	Assoc..	
Lost Business, # of Groups:	4	0	

**Arrived in the month**

	<u>December-17</u>	<u>December-16</u>
Number of Groups:	0	2
Revenue Arrived:	\$0	\$137,651
Projected Commission:	\$0	\$5,818
Room Nights:	0	562
Number of Delegates:	0	1125
		1 Corp., 1
Arrived Group Types:		Assoc.

**Monthly Detail/Activity**

	<u>November-17</u>	<u>November-16</u>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>1</b>	
Revenue Booked:	\$13,868	\$2,862	385%
Projected Commission:	\$551	\$0	
Room Nights:	76	14	443%
Number of Delegates:	34	14	143%
	1 Corp, 1 CA		
Booked Group Types:	Assoc.	1 Corp.	
Lost Business, # of Groups:	10	6	

<u>Arrived in the month</u>	<u>November-17</u>	<u>November-16</u>	
Number of Groups:	0	5	
Revenue Arrived:	\$0	\$130,205	-100%
Projected Commission:	\$0	\$6,139	-100%
Room Nights:	0	990	-100%
Number of Delegates:	0	1264	-100%
Arrived Group Types:		3 Corp, 1 Smf, 1 Assoc.	

<u>Monthly Detail/Activity</u>	<u>October-17</u>	<u>October-16</u>	
<u>Number of Groups Booked:</u>	5	6	
Revenue Booked:	\$221,137	\$557,045	-60%
Projected Commission:	\$5,257	\$2,245	134%
Room Nights:	1099	2716	-60%
Number of Delegates:	437	11999	-96%
Booked Group Types:	2 Corp, 1 Assoc, 2 Smf	3 Corp, 1 Smt, 1 Non-Profit, 1	
Lost Business, # of Groups:	12	6	

<u>Arrived in the month</u>	<u>October-17</u>	<u>October-16</u>	
Number of Groups:	6	5	
Revenue Arrived:	\$531,593	\$187,132	184%
Projected Commission:	\$15,631	\$6,209	152%
Room Nights:	1586	978	62%
Number of Delegates:	597	10110	-94%
Arrived Group Types:	2 Corp, 3 Assoc, 1 Govt.	4 Corp, 1 Smf	

<u>Monthly Detail/Activity</u>	<u>September-17</u>	<u>September-16</u>	
<u>Number of Groups Booked:</u>	5	3	
Revenue Booked:	\$45,964	\$113,630	-60%
Projected Commission:	\$2,568	\$2,245	14%
Room Nights:	307	962	-68%
Number of Delegates:	139	987	-86%
Booked Group Types:	3 Corp, 1 Smf, 1 Film Crew	1 Corp, 1 Assoc, 1 Smf	
Lost Business, # of Groups:	6	3	

<u>Arrived in the month</u>	<u>September-17</u>	<u>September-16</u>	
Number of Groups:	7	10	
Revenue Arrived:	\$200,332	\$788,598	-75%
Projected Commission:	\$5,673	\$6,209	-9%
Room Nights:	650	4148	-84%
Number of Delegates:	438	1757	-75%
Arrived Group Types:	4 Corp, 1 Assoc, 1 Smf, 1 Film Crew	4 Corp, 3 Assoc., 3 Smf	

<u>Monthly Detail/Activity</u>	<u>August-17</u>	<u>August-16</u>	
<u>Number of Groups Booked:</u>	2	4	
Revenue Booked:	\$58,220	\$112,497	-48%

Projected Commission:	\$2,560	\$892	187%
Room Nights:	409	715	-43%
Number of Delegates:	165	275	-40%
	1 Corp, 1	2 Assoc, 1	
Booked Group Types:	Assoc.	Corp, 1 Govt.	
Lost Business, # of Groups:	6	0	

<b><u>Arrived in the month</u></b>	<b><u>August-17</u></b>	<b><u>August-16</u></b>	
Number of Groups:	4	6	
Revenue Arrived:	\$59,921	\$223,487	-73%
Projected Commission:	\$1,068	\$16,620	-94%
Room Nights:	274	1052	-74%
Number of Delegates:	152	257	-41%
Arrived Group Types:	2 Corp, 1	4 Corp, 1	

**Monthly Detail/Activity**

<b><u>Number of Groups Booked:</u></b>	<b><u>July-17</u></b>	<b><u>July-16</u></b>	
Number of Groups:	7	2	
Revenue Booked:	\$638,565	\$84,736	654%
Projected Commission:	\$20,074	\$0	
Room Nights:	3689	655	463%
Number of Delegates:	4680	425	1001%
	4 Corp, 2		
Booked Group Types:	Assoc, 1 SMF	1 Corp. 1 Govt.	
Lost Business, # of Groups:	1	3	

<b><u>Arrived in the month</u></b>	<b><u>July-17</u></b>	<b><u>July-16</u></b>	
Number of Groups:	4	5	
Revenue Arrived:	\$294,470	\$712,929	-59%
Projected Commission:	\$13,840	\$39,282	
Room Nights:	1299	3175	-59%
Number of Delegates:	645	1551	-58%
		2 Assoc, 1	
Arrived Group Types:	4 Corp.	Govt, 1 Corp and 1 Seminar	

	<b><u>Current Numbers</u></b>	<b><u>Goals</u></b>
For 2018/19:	<b>\$997,726</b>	<b>\$750,000</b>
For 2019/20:	<b>\$276,406</b>	<b>\$250,000</b>

<b>NUMBER OF LEADS Generated as of 3/31/18:</b>	<b>223</b>
YTD 3/31/17:	198
YTD 3/31/16:	143

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

2016/2017	244
2015/2016	194
2014/2015	175

## Monthly Report March 2018

### CONFERENCE REVENUE STATISTICS

#### South Lake Tahoe

#### Year to Date Bookings/Monthly Production Detail FY 17/18

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>17/18</u>	<u>16/17</u>	<u>Variance</u>
Total Revenue Booked as of 3/31/18:	\$375,131	\$391,436	-4%
Forecasted Commission for this Revenue:	\$6,182	\$12,524	-51%
Number of Room Nights:	2790	3218	-13%
Number of Delegates:	1310	1106	18%
Annual Commission Projection:	\$10,000	\$15,000	-33%

  

<u>Monthly Detail/Activity</u>	<u>March-18</u>	<u>March-17</u>	
<u>Number of Groups Booked:</u>	1	3	
Revenue Booked:	\$12,935	\$15,968	-19%
Projected Commission:	\$647	\$2,201	-71%
Room Nights:	72	145	-50%
Number of Delegates:	50	65	-23%
Booked Group Types:	1 Corp.	3 Corp.	
 <u>Arrived in the month</u>	 <u>March-18</u>	 <u>* Est. March-17</u>	
Number of Groups:	2	4	
Revenue Arrived:	\$18,850	\$162,262	-88%
Projected Commission:	\$547	\$2,751	-80%
Room Nights:	153	890	-83%
Number of Delegates:	65	225	-71%
Booked Group Types:	1 Smf, 1 Corp.	4 Corp.	

  

<u>Monthly Detail/Activity</u>	<u>February-18</u>	<u>February-17</u>	
<u>Number of Groups Booked:</u>	4	1	
Revenue Booked:	\$75,687	\$12,000	531%
Projected Commission:	\$547	\$648	-16%
Room Nights:	755	40	1788%
Number of Delegates:	435	20	2075%
Booked Group Types:	1 Corp, 2 Assoc.	1 Corp.	
 <u>Arrived in the month</u>	 <u>February-18</u>	 <u>* Est. February-17</u>	
Number of Groups:	2	3	-33%
Revenue Arrived:	\$9,870	\$37,687	-74%
Projected Commission:	\$0	\$1,040	
Room Nights:	156	324	-52%
Number of Delegates:	80	178	-55%
Booked Group Types:	2 Corp.		

  

<u>Monthly Detail/Activity</u>	<u>January-18</u>	<u>January-17</u>	
<u>Number of Groups Booked:</u>	8	4	

Revenue Booked:	\$253,116	\$107,412	136%
Projected Commission:	\$8,928	\$5,370	66%
Room Nights:	1304	606	115%
Number of Delegates:	603	228	164%
Booked Group Types:	2 Smf, 4 Corp, 2 Assoc.	3 Corp, 1 Assoc.	

<b><u>Arrived in the month</u></b>	<b><u>January-18</u></b>	<b>* Est.</b>	<b><u>January-17</u></b>
Number of Groups:	1		0
Revenue Arrived:	\$16,020		\$0
Projected Commission:	\$2,403		\$0
Room Nights:	240		0
Number of Delegates:	80		0
Booked Group Types:	1 Smf		

<b>Monthly Detail/Activity</b>	<b><u>December-17</u></b>	<b><u>December-16</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>2</b>	
Revenue Booked:	\$9,240	\$177,828	-95%
Projected Commission:	\$0	\$0	
Room Nights:	60	866	-93%
Number of Delegates:	250	240	4%
Booked Group Types:	1 Wedding	1 Corp., 1 Assoc.	

<b><u>Arrived in the month</u></b>	<b><u>December-17</u></b>	<b><u>December-16</u></b>
Number of Groups:	1	0
Revenue Arrived:	\$1,580	\$0
Projected Commission:	\$79	\$0
Room Nights:	20	0
Number of Delegates:	12	0
Booked Group Types:	1 Govt.	

<b>Monthly Detail/Activity</b>	<b><u>November-17</u></b>	<b><u>November-16</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>1</b>	
Revenue Booked:	\$47,480	\$2,228	2031%
Projected Commission:	\$2,374	\$334	611%
Room Nights:	196	12	1533%
Number of Delegates:	162	6	2600%
Booked Group Types:	1 Corp, 1 Govt.	1 Corp.	

<b><u>Arrived in the month</u></b>	<b><u>November-17</u></b>	<b><u>November-16</u></b>
Number of Groups:	0	2
Revenue Arrived:	\$0	\$33,553
Projected Commission:	\$0	\$563
Room Nights:	0	347
Number of Delegates:	0	132
Booked Group Types:		1 Corp., 1 Smf

<b>Monthly Detail/Activity</b>	<b><u>October-17</u></b>	<b><u>October-16</u></b>
<b><u>Number of Groups Booked:</u></b>	<b>0</b>	<b>1</b>
Revenue Booked:	\$0	\$5,547
Projected Commission:	\$0	\$0
Room Nights:	0	45
Number of Delegates:	0	45



Booked Group Types: 0 1 Assoc.

<u>Arrived in the month</u>	<u>October-17</u>	<u>October-16</u>
Number of Groups:	2	1
Revenue Arrived:	\$53,520	\$10,842
Projected Commission:	\$0	\$0
Room Nights:	611	78
Number of Delegates:	380	25
Booked Group Types:	1 Assoc., 1 Govt.	1 Corp.

<u>Monthly Detail/Activity</u>	<u>September-17</u>	<u>September-16</u>	
<u>Number of Groups Booked:</u>	<u>1</u>	<u>1</u>	
Revenue Booked:	\$38,000	\$45,255	-16%
Projected Commission:	\$5,700	\$0	
Room Nights:	380	420	-10%
Number of Delegates:	200	160	25%
Booked Group Types:	1 Assoc.	1 Corp.	

<u>Arrived in the month</u>	<u>September-17</u>	<u>September-16</u>	
Number of Groups:	1	2	
Revenue Arrived:	\$32,371	\$47,420	-32%
Projected Commission:	\$0	\$2,263	
Room Nights:	146	416	-65%
Number of Delegates:	70	160	-56%
Booked Group Types:	1 Assoc.	1 Corp., 1 Smf	

<u>Monthly Detail/Activity</u>	<u>August-17</u>	<u>August-16</u>	
<u>Number of Groups Booked:</u>	<u>1</u>	<u>1</u>	
Revenue Booked:	\$50,490	\$7,209	600%
Projected Commission:	\$0	\$1,081	
Room Nights:	488	70	597%
Number of Delegates:	175	35	400%
Booked Group Types:	1 Assoc.	1 Corp.	

<u>Arrived in the month</u>	<u>August-17</u>	<u>August-16</u>	
Number of Groups:	1	0	
Revenue Arrived:	\$32,350	\$0	
Projected Commission:	\$1,617	\$0	
Room Nights:	82	0	
Number of Delegates:	20	0	
Booked Group Types:	1 Corp.	0	

<u>Monthly Detail/Activity</u>	<u>July-17</u>	<u>July-16</u>	
<u>Number of Groups Booked:</u>	<u>0</u>	<u>2</u>	
Revenue Booked:	\$0	\$26,320	
Projected Commission:	\$0	\$3,948	
Room Nights:	0	244	
Number of Delegates:	0	529	
Booked Group Types:		2 Corp.	

<u>Arrived in the month</u>	<u>July-17</u>	<u>July-16</u>	
Number of Groups:	0	1	

Revenue Arrived:	\$0	\$19,384
Projected Commission:	\$0	\$0
Room Nights:	0	48
Number of Delegates:	0	30
Booked Group Types:		1 Corp.

<b>Lodging Book Now Referrals - 3/1/18-3/31/18</b>	<b>Total Lodging Book Now</b>	<b>Unique Lodging Book Now</b>
Hyatt Regency Lake Tahoe Resort Spa & Casino	66	63
The Village at Squaw Valley	46	45
Northstar California Resort	37	34
PlumpJack Squaw Valley Inn	35	31
Cedar Glen Lodge	33	31
The Ritz-Carlton, Lake Tahoe	29	23
Cottage Inn at Lake Tahoe	28	24
Mourelatos Lakeshore Resort	25	24
Resort at Squaw Creek	25	25
The Lodge at Sugar Bowl	25	24
Tahoe Biltmore Lodge & Casino	23	16
Tahoe Mountain Lodging	23	22
Tahoma Meadows Cottages	23	21
Cedar Crest Cottages	21	19
West Shore Cafe & Inn	20	19
Northstar Lodge by Welk Resorts	19	18
Sunnyside Restaurant & Lodge	19	19
Brockway Springs Resort	16	16
Squaw Valley Lodge	16	16
Meeks Bay Resort & Marina	15	15
Constellation Residences at Northstar	13	12
Basecamp Hotel Tahoe City	11	9
Tahoe Vistana Inn	11	10
Vacation Station, Inc.	11	7
Tahoe City Inn	10	9
Tahoe Getaways Vacation Rentals	10	10
Tahoe Rentals by Wells and Bennett Realtors	10	8
Vacasa	10	10
Hauserman Rental Group	9	9
Sun Bear Realty & Vacation Rentals	9	8
Tahoe Luxury Properties	9	9
Tahoe Moon Properties	9	9
VACAY North Tahoe	9	8
Granlibakken Tahoe	8	7
Holiday House	8	7
Incline Vacation Rentals	8	8
Parkside Inn at Incline	8	7
Tamarack Lodge	8	7
Americas Best Value Inn Tahoe City	7	5
Kingswood Village Vacation Rentals	7	7

PepperTree Inn	7	6
Stay In Lake Tahoe	7	7
Waters of Tahoe Properties	7	7
Agate Bay Realty Vacation Rentals	6	6
Chaney House	6	6
Goldfish Properties	6	6
Red Wolf Lakeside Lodge	6	6
Red Wolf Lodge at Squaw Valley	6	6
Sierra Vacations by Natural Retreats	6	6
Ferrari's Crown Resort	5	5
First Accommodations, Inc.	5	5
North Tahoe Rental Company	5	5
Tahoe Signature Properties	5	4
The Border House at Crystal Bay Casino	5	5
The Lodge at Obexers	5	4
West Lake Properties at Tahoe	5	5
Chalet de Huttlinger	4	4
Tahoe Time Vacation Rental	4	4
Vacation Tahoe by O'Neal Brokers	4	4
Firelite Lodge	3	3
Lake Tahoe Accommodations Incline Village	3	3
Tahoe Rental Company	3	3
Tahoe Vacation Rentals	3	3
Tahoe Woodside Vacation Rentals	3	3
Alpine Rental Group	2	1
Lake Tahoe Accommodations Tahoe City	2	2
Tahoe Exclusive Vacation Rentals	2	2
SellMyTimeShareNow.com	1	1
Sierra Mountain Properties	1	1
Tahoe Marina Lodge	1	1
Tahoe Real Estate Group	1	1
<b>GRAND TOTAL</b>	<b>858</b>	<b>796</b>

<b>Lodging Referrals - 3/1/18-3/31/18</b>	<b>Total Lodging Listing Site</b>	<b>Unique Lodging Listing Site</b>
Hyatt Regency Lake Tahoe Resort Spa & Casino	189	177
Tahoe Biltmore Lodge & Casino	68	61
Hyatt High Sierra Lodge, A Hyatt Residence Club	61	59
Northstar California Resort	57	52
The Village at Squaw Valley	57	52
Cottage Inn at Lake Tahoe	56	54
The Ritz-Carlton, Lake Tahoe	56	54
Cedar Glen Lodge	54	53
Meeks Bay Resort & Marina	54	53
Hostel Tahoe in Kings Beach	53	20
Tahoe Luxury Properties	51	46
Mourelatos Lakeshore Resort	48	44
Sunnyside Restaurant & Lodge	47	45
Tahoe Rentals by Wells and Bennett Realtors	46	40
Tahoma Meadows Cottages	45	42
Tahoe Mountain Lodging	43	41
West Shore Cafe & Inn	43	42
Cedar Crest Cottages	42	39
Brockway Springs Resort	40	39
The Lodge at Sugar Bowl	39	36
Northstar Lodge by Welk Resorts	38	34
Olympic Village Inn	35	32
Rustic Cottages	35	33
River Ranch Lodge and Restaurant	34	30
Tahoe Getaways Vacation Rentals	34	31
Tahoe Truckee Factory Stores	34	26
Kingswood Village Vacation Rentals	33	31
Tahoe Vista Lodge and Cabins	33	28
Lake Tahoe Deluxe Vacation Rentals	32	27
Fox Den Cottages	29	17
North Tahoe Rental Company	29	26
Marmot Vacation Rentals	28	25
Franciscan Lakeside Lodge	26	26
Tahoe Moon Properties	25	25
Big 7 Motel	24	18
LakeFrontHouse.com	23	22
Rockwood Lodge	23	23
Sun Bear Realty & Vacation Rentals	23	22
Tahoe Signature Properties	23	21
The Border House at Crystal Bay Casino	23	21

Waters of Tahoe Properties	23	21
Stay In Lake Tahoe	22	21
Stevenson's Holliday Inn	22	20
VACAY North Tahoe	22	21
Basecamp Hotel Tahoe City	21	20
Hauserman Rental Group	21	21
Incline Vacation Rentals	21	21
PlumpJack Squaw Valley Inn	21	21
Granlibakken Tahoe	20	19
Vacation Station, Inc.	20	20
Mother Natures Inn	19	19
Parkside Inn at Incline	19	17
Red Wolf Lakeside Lodge	19	18
Resort at Squaw Creek	19	18
Americas Best Value Inn Tahoe City	18	16
Tahoe Vistana Inn	17	17
Pullen Realty Group	16	8
Tahoe Rental Company	16	13
Tamarack Lodge	16	15
Agate Bay Realty Vacation Rentals	15	12
Constellation Residences at Northstar	15	14
Donner Summit Rentals	15	14
Lake Tahoe Accommodations Incline Village	15	15
Northwood Pines Motel	15	9
Sierra Vacations by Natural Retreats	15	13
Tahoe Woodside Vacation Rentals	15	14
Christy Lodge	14	14
Cobblestone Center Shopping Mall	14	14
Tahoe Time Vacation Rental	14	14
Club Tahoe Resort	13	12
First Accommodations, Inc.	13	11
Squaw Valley Lodge	12	11
Tahoe Vacation Rentals	12	12
Goldfish Properties	11	11
Martis Valley Associates Property Rentals	11	10
Martis Valley Vacation Rentals	11	7
PepperTree Inn	11	9
Ta-Tel Lodge	11	7
Tahoe Edgelake Beach Club	11	9
Tahoe Exclusive Vacation Rentals	11	8
Vacasa	11	10
Chalet de Huttlinger	10	10
Chaney House	10	10

Sierra Mountain Properties	10	10
Tahoe Mountain Properties	10	8
Tahoma Lodge	9	9
Alpine Rental Group	8	8
Castle Peak Vacation Rentals	8	8
Firelite Lodge	8	7
Lake Tahoe Accommodations Tahoe City	8	6
Holiday House	7	7
Tahoe City Inn	7	7
Vacation Tahoe by O'Neal Brokers	7	7
Tahoe Marina Lodge	6	6
Tahoe Tavern Properties	6	6
West Lake Properties at Tahoe	6	6
7-Pines Motel	5	5
Chinquapin / Packard Realty	5	5
Dockside 700 Bar & Grill	5	5
Red Wolf Lodge at Squaw Valley	5	5
Tahoe Real Estate Group	5	5
Ferrari's Crown Resort	4	4
Tahoe North Shore Lodge	3	3
Tahoe Sands Resort	3	3
The Cedar House Sport Hotel	3	2
The Lodge at Obexers	3	3
Sandy's Pub at the Resort at Squaw Creek	2	2
West Shore Sports	2	2
BEST. VACATION. EVER... InvitedHome.com	1	1
<b>GRAND TOTAL</b>	<b>2556</b>	<b>2323</b>