



north lake tahoe

Chamber | CVB | Resort Association

February 2018 Standing Reports

Executive Summary

Data based on a sample of up to 8 properties in the North Lake Tahoe destination, representing up to 1125 Units (DestiMetrics Census**) and 34.83% 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 (Feb) changed by (-15.7%)	Occupancy (Feb) : 49.8%	59.1%	-15.7%
North Lake Tahoe ADR for last month (Feb) changed by (-1.4%)	ADR (Feb) : \$ 362	\$ 368	-1.4%
North Lake Tahoe RevPAR for last month (Feb) changed by (-16.9%)	RevPAR (Feb) : \$ 181	\$ 217	-16.9%
Next Month Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for next month (Mar) changed by (-14.6%)	Occupancy (Mar) : 34.0%	39.8%	-14.6%
North Lake Tahoe ADR for next month (Mar) changed by (5.2%)	ADR (Mar) : \$ 289	\$ 275	5.2%
North Lake Tahoe RevPAR for next month (Mar) changed by (-10.2%)	RevPAR (Mar) : \$ 98	\$ 110	-10.2%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the past 6 months changed by (-7.8%)	Occupancy : 42.5%	46.1%	-7.8%
North Lake Tahoe ADR for the past 6 months changed by (-2.3%)	ADR : \$ 306	\$ 313	-2.3%
North Lake Tahoe RevPAR for the past 6 months changed by (-9.9%)	RevPAR : \$ 130	\$ 144	-9.9%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the future 6 months changed by (-5.1%)	Occupancy : 26.3%	27.7%	-5.1%
North Lake Tahoe ADR for the future 6 months changed by (2.3%)	ADR : \$ 339	\$ 332	2.3%
North Lake Tahoe RevPAR for the future 6 months changed by (-2.9%)	RevPAR : \$ 89	\$ 92	-2.9%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Feb 28, 2018 vs. Previous Year			
Rooms Booked during last month (Feb, 18) compared to Rooms Booked during the same period last year (Feb, 17) for all arrival dates has changed by (-32.6%)	Booking Pace (Feb)	6.6%	-32.6%

* 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 February 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 2/28/18:	\$2,052,995	\$2,975,823	-31%
Forecasted Commission for this Revenue:	\$56,008	\$96,391	-42%
Number of Room Nights:	11825	16436	-28%
Number of Delegates:	59579	18058	230%
Annual Revenue Goal:	\$2,500,000	\$3,000,000	-17%
Annual Commission Goal:	\$70,000	\$135,000	-48%

<u>Monthly Detail/Activity</u>	<u>February-18</u>	<u>February-17</u>
<u>Number of Groups Booked:</u>	4	0
Revenue Booked:	\$133,480	\$0
Projected Commission:	\$2,569	\$0
Room Nights:	957	0
Number of Delegates:	10315	0
	1 Smf, 1 Film	
Booked Group Types:	Crew, 2 Corp.	
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
Projected Commission:	\$2,569		\$0
Room Nights:	1016		900
Number of Delegates:	291		250
	4 Corp., 1 Film		
Arrived Group Types:	Crew		1 Assoc.

<u>Monthly Detail/Activity</u>	<u>January-18</u>	<u>January-17</u>	
<u>Number of Groups Booked:</u>	13	2	
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	

<u>Arrived in the month</u>	<u>January-18</u>	<u>*Est.</u>	<u>January-17</u>
Number of Groups:	3		0
Revenue Arrived:	\$57,116		\$0
Projected Commission:	\$0		\$0
Room Nights:	244		0
Number of Delegates:	89		0

Arrived Group Types: 1 Corp, 2 Assoc.

Monthly Detail/Activity

	<u>December-17</u>	<u>December-16</u>	
<u>Number of Groups Booked:</u>	1	4	
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 Assoc..	
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 Assoc.	
Arrived Group Types:		Assoc.	

Monthly Detail/Activity

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

Arrived in the month

	<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%
		3 Corp, 1 Smf, 1 Assoc.	
Arrived Group Types:		1 Assoc.	

Monthly Detail/Activity

	<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%
	2 Corp, 1 Assoc, 2 Smf	3 Corp, 1 Smf, 1 Non-Profit, 1 Incentive	
Booked Group Types:	Assoc, 2 Smf	Incentive	
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%
Booked Group Types:	1 Corp, 1 Assoc.	2 Assoc, 1 Corp, 1 Govt.	
Lost Business, # of Groups:	6	0	

<u>Arrived in the month</u>	<u>August-17</u>	<u>August-16</u>	
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 Assoc, 1 Non- profit	4 Corp, 1 Assoc, 1 Film Crew	

<u>Monthly Detail/Activity</u>	<u>July-17</u>	<u>July-16</u>	
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<u>Number of Groups Booked:</u>	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	

<u>Arrived in the month</u>	<u>July-17</u>	<u>July-16</u>	
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%
Arrived Group Types:	4 Corp.	2 Assoc, 1	

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

NUMBER OF LEADS Generated as of 2/28/18:	203
YTD 2/28/17:	176
YTD 2/28/16:	125

Total Number of Leads Generated in Previous Years:

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

Monthly Report February 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 2/28/18:	\$374,491	\$380,581	-2%
Forecasted Commission for this Revenue:	\$5,535	\$11,403	-51%
Number of Room Nights:	2718	3127	-13%
Number of Delegates:	1310	991	32%
Annual Commission Projection:	\$10,000	\$15,000	-33%

<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.</u>	<u>February-17</u>
Number of Groups:	2		3
Revenue Arrived:	\$9,870		\$37,687
Projected Commission:	\$0		\$1,040
Room Nights:	156		324
Number of Delegates:	80		178
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.	

<u>Arrived in the month</u>	<u>January-18</u>	<u>* Est.</u>	<u>January-17</u>
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		

<u>Monthly Detail/Activity</u>	<u>December-17</u>		<u>December-16</u>	
<u>Number of Groups Booked:</u>	1		2	
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.	

<u>Arrived in the month</u>	<u>December-17</u>	<u>December-16</u>	
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.		

Monthly Detail/Activity	<u>November-17</u>	<u>November-16</u>	
<u>Number of Groups Booked:</u>	2	1	
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.	

<u>Arrived in the month</u>	<u>November-17</u>	<u>November-16</u>	
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	

Monthly Detail/Activity	<u>October-17</u>	<u>October-16</u>	
<u>Number of Groups Booked:</u>	0	1	
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.	

Monthly Detail/Activity	<u>September-17</u>	<u>September-16</u>	
<u>Number of Groups Booked:</u>	1	1	
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	

Monthly Detail/Activity	<u>August-17</u>	<u>August-16</u>	
<u>Number of Groups Booked:</u>	1	1	
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	

Monthly Detail/Activity	<u>July-17</u>	<u>July-16</u>	
<u>Number of Groups Booked:</u>	0	2	
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.	

Lodging Referrals - 2/1/18-2/28/18	Total Lodging Listing Site	Unique Lodging Listing Site
Hyatt Regency Lake Tahoe Resort Spa & Casino	185	172
The Ritz-Carlton, Lake Tahoe	82	76
Tahoe Biltmore Lodge & Casino	76	74
Hyatt High Sierra Lodge, A Hyatt Residence Club	72	67
Northstar California Resort	71	69
The Village at Squaw Valley	69	68
Tahoe Luxury Properties	59	57
Meeks Bay Resort & Marina	57	56
Cedar Glen Lodge	56	53
West Shore Cafe & Inn	56	52
Fox Den Cottages	54	26
Tahoe Mountain Lodging	50	44
Mourelatos Lakeshore Resort	49	48
Cedar Crest Cottages	45	43
Cottage Inn at Lake Tahoe	44	42
Hostel Tahoe in Kings Beach	44	22
Tahoe Moon Properties	41	39
Tahoe Getaways Vacation Rentals	39	34
Tahoe Rentals by Wells and Bennett Realtors	39	36
Big 7 Motel	38	24
Resort at Squaw Creek	37	37
Sunnyside Restaurant & Lodge	36	36
Waters of Tahoe Properties	36	34
Tahoma Meadows Cottages	35	33
Incline Vacation Rentals	34	31
Kingswood Village Vacation Rentals	34	30
Tahoe Signature Properties	34	33
Brockway Springs Resort	33	33
Hauserman Rental Group	33	31
Tahoe Truckee Factory Stores	33	23
Olympic Village Inn	32	29
Marmot Vacation Rentals	30	26
North Tahoe Rental Company	29	22
Rustic Cottages	27	27
VACAY North Tahoe	27	25
Sun Bear Realty & Vacation Rentals	26	24
The Border House at Crystal Bay Casino	26	25
Tahoe Vista Lodge and Cabins	25	23
Red Wolf Lakeside Lodge	24	23
River Ranch Lodge and Restaurant	24	24

Constellation Residences at Northstar	23	22
Lake Tahoe Deluxe Vacation Rentals	23	21
Tahoe Mountain Properties	23	22
Northstar Lodge by Welk Resorts	22	21
Basecamp Hotel Tahoe City	21	19
Granlibakken Tahoe	21	18
Parkside Inn at Incline	21	18
PlumpJack Squaw Valley Inn	21	21
Tahoe Exclusive Vacation Rentals	21	20
Franciscan Lakeside Lodge	20	20
Squaw Valley Lodge	20	20
Stay In Lake Tahoe	20	19
The Lodge at Sugar Bowl	20	19
Ferrari's Crown Resort	19	17
Goldfish Properties	19	18
Chaney House	18	16
Tahoe Vacation Rentals	18	17
Rockwood Lodge	17	17
Lake Tahoe Accommodations Incline Village	16	14
Sierra Mountain Properties	16	15
Sierra Vacations by Natural Retreats	16	14
Vacasa	16	15
7-Pines Motel	15	15
Club Tahoe Resort	15	15
Northwood Pines Motel	15	9
Tahoe Time Vacation Rental	15	15
Holiday House	13	13
LakeFrontHouse.com	13	13
Tahoe Rental Company	13	12
Vacation Station, Inc.	13	13
Agate Bay Realty Vacation Rentals	11	11
Alpine Rental Group	11	11
Cobblestone Center Shopping Mall	11	11
Donner Summit Rentals	11	11
PepperTree Inn	11	9
Stevenson's Holliday Inn	11	10
Ta-Tel Lodge	11	8
Tahoe Edgelake Beach Club	11	10
Tahoe Marina Lodge	11	11
Tamarack Lodge	11	11
Chalet de Huttlinger	10	10
Chinquapin / Packard Realty	10	10
First Accommodations, Inc.	10	10

Martis Valley Vacation Rentals	10	7
Tahoe Woodside Vacation Rentals	10	10
Tahoma Lodge	10	10
Castle Peak Vacation Rentals	9	9
Dockside 700 Bar & Grill	9	7
Tahoe Real Estate Group	9	9
Vacation Tahoe by O'Neal Brokers	9	9
Martis Valley Associates Property Rentals	8	8
Mother Natures Inn	8	8
Tahoe Sands Resort	8	8
West Lake Properties at Tahoe	8	8
Christy Lodge	7	6
Firelite Lodge	7	7
Lake Tahoe Accommodations Tahoe City	7	5
Tahoe Vistana Inn	7	7
Red Wolf Lodge at Squaw Valley	6	6
Tahoe Tavern Properties	6	6
Tahoe North Shore Lodge	4	4
The Lodge at Obexers	4	4
Americas Best Value Inn Tahoe City	3	3
Pullen Realty Group	3	3
BEST. VACATION. EVER... InvitedHome.com	2	2
Sandy's Pub at the Resort at Squaw Creek	2	2
SellMyTimeShareNow.com	2	2
Tahoe City Inn	2	2
West Shore Sports	2	2
GRAND TOTAL	2686	2466

Lodging Book Now Referrals - 2/1/18-2/28/18	Total Lodging Book Now	Unique Lodging Book Now
Hyatt Regency Lake Tahoe Resort Spa & Casino	87	83
The Village at Squaw Valley	42	35
Resort at Squaw Creek	36	32
Northstar California Resort	35	28
Tahoe Mountain Lodging	30	22
The Ritz-Carlton, Lake Tahoe	29	28
Cedar Crest Cottages	24	22
West Shore Cafe & Inn	22	19
Cottage Inn at Lake Tahoe	20	18
Mourelatos Lakeshore Resort	20	19
PlumpJack Squaw Valley Inn	20	19
Cedar Glen Lodge	17	16
Squaw Valley Lodge	17	15
Brockway Springs Resort	16	16
Tahoma Meadows Cottages	16	16
Sunnyside Restaurant & Lodge	15	15
Tahoe Biltmore Lodge & Casino	14	14
Tahoe Luxury Properties	14	14
Constellation Residences at Northstar	13	12
Kingswood Village Vacation Rentals	13	13
Sun Bear Realty & Vacation Rentals	13	10
Meeks Bay Resort & Marina	12	8
Parkside Inn at Incline	12	9
Stay In Lake Tahoe	12	11
Tahoe Moon Properties	12	8
Red Wolf Lakeside Lodge	11	10
Tahoe Rental Company	11	9
The Lodge at Sugar Bowl	11	11
Granlibakken Tahoe	10	10
Holiday House	10	10
Tahoe Signature Properties	10	8
Basecamp Hotel Tahoe City	9	8
Goldfish Properties	9	3
Incline Vacation Rentals	9	8
Northstar Lodge by Welk Resorts	9	9
The Border House at Crystal Bay Casino	8	8
First Accommodations, Inc.	7	5
Hauserman Rental Group	7	7
Sierra Vacations by Natural Retreats	7	7
North Tahoe Rental Company	6	6

Red Wolf Lodge at Squaw Valley	6	6
Tahoe Vacation Rentals	6	6
Chaney House	5	5
Ferrari's Crown Resort	5	4
Tahoe Exclusive Vacation Rentals	5	5
Vacation Station, Inc.	5	5
VACAY North Tahoe	5	5
Waters of Tahoe Properties	5	5
Americas Best Value Inn Tahoe City	4	4
Lake Tahoe Accommodations Incline Village	4	4
PepperTree Inn	4	4
Tahoe Getaways Vacation Rentals	4	4
Tamarack Lodge	4	4
Vacasa	4	4
Agate Bay Realty Vacation Rentals	3	2
Chalet de Huttlinger	3	3
Firelite Lodge	3	3
Tahoe Real Estate Group	3	3
Tahoe Rentals by Wells and Bennett Realtors	3	3
Tahoe Sands Resort	3	3
Tahoe Vistana Inn	3	3
Tahoe Woodside Vacation Rentals	3	3
The Lodge at Obexers	3	3
SellMyTimeShareNow.com	2	2
Tahoe City Inn	2	2
Tahoe Marina Lodge	2	2
Alpine Rental Group	1	1
Lake Tahoe Accommodations Tahoe City	1	1
Tahoe Time Vacation Rental	1	1
West Lake Properties at Tahoe	1	1
GRAND TOTAL	798	722