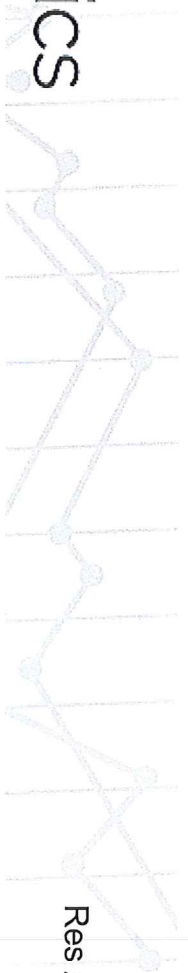

May Standing Reports

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Awaken
Celebrate
Relax
Experience

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Executive Summary

Res Activity Outlook as of May 31, 2019

Executive Summary

Data based on a sample of up to 10 properties in the North Lake Tahoe destination, representing up to 1209 Units ('DestiMetrics Census**) and 37.44% of 3229 total units in the North Lake Tahoe destination ('Destination Census***)

Last Month Performance: Current YTD vs. Previous YTD	2018/19	2017/18	Year over Year % Variance
North Lake Tahoe Occupancy for last month (May) changed by (-10.5%)	Occupancy (May) : 35.7%	39.9%	-10.5%
North Lake Tahoe ADR for last month (May) changed by (14.0%)	ADR (May) : \$ 217	\$ 191	14.0%
North Lake Tahoe RevPAR for last month (May) changed by (2.1%)	RevPAR (May) : \$ 78	\$ 76	2.1%
Next Month Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for next month (Jun) changed by (-9.7%)	Occupancy (Jun) : 43.6%	48.3%	-9.7%
North Lake Tahoe ADR for next month (Jun) changed by (6.6%)	ADR (Jun) : \$ 322	\$ 303	6.6%
North Lake Tahoe RevPAR for next month (Jun) changed by (-3.7%)	RevPAR (Jun) : \$ 141	\$ 146	-3.7%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the past 6 months changed by (11.6%)	Occupancy 50.3%	45.1%	11.6%
North Lake Tahoe ADR for the past 6 months changed by (2.7%)	ADR \$ 309	\$ 301	2.7%
North Lake Tahoe RevPAR for the past 6 months changed by (14.6%)	RevPAR \$ 155	\$ 135	14.6%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the future 6 months changed by (-1.8%)	Occupancy 29.5%	30.0%	-1.8%
North Lake Tahoe ADR for the future 6 months changed by (3.1%)	ADR \$ 361	\$ 350	3.1%
North Lake Tahoe RevPAR for the future 6 months changed by (1.2%)	RevPAR \$ 106	\$ 105	1.2%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: May 31, 2019 vs. Previous Year			
Rooms Booked during last month (May, 19) compared to Rooms Booked during the same period last year (May, 18) for all arrival dates has changed by (15.5%)	Booking Pace (May) 4.7%	4.1%	15.5%

* Intopia Census: Total number of rooms reported by participating Intopia 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 opt-out 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 Intopia's other participants. As is the case in all Intopia 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 May 2019

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 18/19

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 18/19</u>	<u>FY 17/18</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/19:	\$2,160,205	\$2,067,143	5%
Forecasted Commission for this Revenue:	\$48,938	\$54,842	-11%
Number of Room Nights:	11,892	12140	-2%
Number of Delegates:	14763	59604	-75%
Annual Revenue Goal:	\$2,500,000	\$2,500,000	0%
Annual Commission Goal:	\$50,000	\$70,000	-29%

<u>Monthly Detail/Activity</u>	<u>May-19</u>	<u>May-18</u>	
<u>Number of Groups Booked:</u>	2	2	
Revenue Booked:	\$54,667	\$37,360	46%
Projected Commission:	\$0	\$0	
Room Nights:	445	165	170%
Number of Delegates:	365	45	711%
	1 Corp., 1		
Booked Group Types:	Assoc.	2 Corp.	
Lost Business, # of Groups:	6	12	-50%
 <u>Arrived in the month</u>	 <u>May-19</u>	 <u>May-18</u>	
Number of Groups:	3	1	
Revenue Arrived:	\$71,961	\$93,408	-23%
Projected Commission:	\$0	\$0	
Room Nights:	394	220	79%
Number of Delegates:	220	120	83%
Arrived Group Types:	2 Corp.	1 Smf	

<u>Monthly Detail/Activity</u>	<u>April-19</u>	<u>April-18</u>	
<u>Number of Groups Booked:</u>	3	1	
Revenue Booked:	\$34,057	\$9,639	253%
Projected Commission:	\$0	\$0	
Room Nights:	505	52	871%
Number of Delegates:	269	90	199%
	2 Corp., 1		
Booked Group Types:	Assoc.	1 Corp.	
Lost Business, # of Groups:	20	6	233%
 <u>Arrived in the month</u>	 <u>April-19</u>	 <u>April-18</u>	
Number of Groups:	1	1	
Revenue Arrived:	\$98,680	\$93,408	6%
Projected Commission:	\$9,868	\$0	
Room Nights:	505	220	130%
Number of Delegates:	269	120	124%
Arrived Group Types:	1 Corp.	1 Smf	

Monthly Detail/Activity	<u>March-19</u>	<u>March-18</u>	
<u>Number of Groups Booked:</u>	3	1	
Revenue Booked:	\$157,345	\$55,650	183%
Projected Commission:	\$9,853	\$0	
Room Nights:	717	350	105%
Number of Delegates:	350	70	400%
Booked Group Types:	2 Assoc. 1 Corp	1 Assoc.	
Lost Business, # of Groups:	8	2	

<u>Arrived in the month</u>	<u>March-19</u>	<u>March-18</u>	
Number of Groups:	2	3	
Revenue Arrived:	\$57,149	\$25,893	121%
Projected Commission:	\$0	\$0	
Room Nights:	221	108	105%
Number of Delegates:	142	100	42%
Arrived Group Types:	1 Corp.1 Assoc.	1 Corp., 2 SMF	

Monthly Detail/Activity	<u>February-19</u>	<u>February-18</u>	
<u>Number of Groups Booked:</u>	5	4	
Revenue Booked:	\$387,531	\$133,480	190%
Projected Commission:	\$2,849	\$2,569	11%
Room Nights:	2099	957	119%
Number of Delegates:	939	10315	-91%
Booked Group Types:	3 Corp., 2 Assoc.	1 Smf, 1 Film, 2 Corp.	
Lost Business, # of Groups:	12	0	

<u>Arrived in the month</u>	<u>February-19</u>	<u>February-18</u>	
Number of Groups:	1	5	
Revenue Arrived:	\$5,491	\$147,151	-96%
Projected Commission:	\$549	\$2,569	
Room Nights:	23	1016	-98%
Number of Delegates:	13	291	-96%
Arrived Group Types:	1 Corp.	4 Corp., 1 Film	

Monthly Detail/Activity	<u>January-19</u>	<u>January-18</u>	
<u>Number of Groups Booked:</u>	6	13	
Revenue Booked:	\$728,273	\$518,936	40%
Projected Commission:	\$2,100	\$2,146	-2%
Room Nights:	2998	2845	5%
Number of Delegates:	3033	1153	163%
Booked Group Types:	3 Corp., 3 Assoc.	7 Corp., 6 Assoc.	
Lost Business, # of Groups:	0	4	

<u>Arrived in the month</u>	<u>January-19</u>	<u>January-18</u>	
Number of Groups:	1	3	
Revenue Arrived:	\$33,378	\$57,116	-42%

Projected Commission:	\$0	\$0	
Room Nights:	78	244	-68%
Number of Delegates:	60	89	-33%
		1 Corp., 2	
Arrived Group Types:	1 Corp.	Assoc.	

Monthly Detail/Activity	<u>December-18</u>	<u>December-17</u>	
<u>Number of Groups Booked:</u>	7	1	
Revenue Booked:	\$357,079	\$4,500	7835%
Projected Commission:	\$6,635	\$0	
Room Nights:	1994	28	7021%
Number of Delegates:	1145	30	3717%
	5 Corp, 2		
Booked Group Types:	Assoc.	1 SMF	
Lost Business, # of Groups:	6	4	

<u>Arrived in the month</u>	<u>December-18</u>	<u>December-17</u>	
Number of Groups:	0	2	
Revenue Arrived:	\$0	\$45,377	
Projected Commission:	\$0	\$0	
Room Nights:	0	153	
Number of Delegates:	0	64	
		1 Corp, 1	
Arrived Group Types:		Assoc.	

Monthly Detail/Activity	<u>November-18</u>	<u>November-17</u>	
<u>Number of Groups Booked:</u>	3	2	
Revenue Booked:	\$133,642	\$13,868	864%
Projected Commission:	\$7,252	\$551	1216%
Room Nights:	846	76	1013%
Number of Delegates:	355	34	944%
		1 Corp, 1	
Booked Group Types:	3 Corp.	Assoc.	
Lost Business, # of Groups:	9	10	

<u>Arrived in the month</u>	<u>November-18</u>	<u>November-17</u>	
Number of Groups:	2	0	
Revenue Arrived:	\$240,580	\$0	
Projected Commission:	\$0	\$0	
Room Nights:	1396	0	
Number of Delegates:	470	0	
	1 Corp., 1		
Arrived Group Types:	Assoc.		

Monthly Detail/Activity	<u>October-18</u>	<u>October-17</u>	
<u>Number of Groups Booked:</u>	4	5	
Revenue Booked:	\$124,184	\$221,137	-44%
Projected Commission:	\$0	\$5,257	-100%
Room Nights:	586	1099	-47%
Number of Delegates:	190	437	-57%
Booked Group Types:	2 Corp, 1 Smf,	2 Corp, 1	

Lost Business, # of Groups:	21	12	
<u>Arrived in the month</u>	<u>October-18</u>	<u>October-17</u>	
Number of Groups:	4	6	
Revenue Arrived:	\$211,162	\$531,593	-60%
Projected Commission:	\$8,600	\$15,631	-45%
Room Nights:	1228	1586	-23%
Number of Delegates:	500	597	-16%
Arrived Group Types:	4 Corp, 3 Assoc.	2 Corp, 3 Assoc, 1 Govt.	

Monthly Detail/Activity	<u>September-18</u>	<u>September-17</u>	
<u>Number of Groups Booked:</u>	4	5	
Revenue Booked:	\$124,184	\$45,964	170%
Projected Commission:	\$0	\$2,568	-100%
Room Nights:	586	307	91%
Number of Delegates:	190	139	37%
Booked Group Types:	2 Corp, 1 Smf, 1 Semiar/Educ.	3 Corp, 1 Smf, 1 Film Crew	
Lost Business, # of Groups:	21	6	

<u>Arrived in the month</u>	<u>September-18</u>	<u>September-17</u>	
Number of Groups:	7	6	
Revenue Arrived:	\$221,430	\$175,816	26%
Projected Commission:	\$3,863	\$4,434	-13%
Room Nights:	1140	957	19%
Number of Delegates:	506	388	30%
Arrived Group Types:	4 Corp, 3	3 Corp, 1	

Monthly Detail/Activity	<u>August-18</u>	<u>August-17</u>	
<u>Number of Groups Booked:</u>	4	2	
Revenue Booked:	\$248,395	\$58,220	327%
Projected Commission:	\$66	\$2,560	-97%
Room Nights:	1147	409	180%
Number of Delegates:	307	165	86%
Booked Group Types:	3 Corp., 1 SMF	1 Corp., 1 Assoc.	
Lost Business, # of Groups:	14	6	

<u>Arrived in the month</u>	<u>August-18</u>	<u>August-17</u>	
Number of Groups:	8	4	
Revenue Arrived:	\$154,661	\$55,514	179%
Projected Commission:	\$66	\$1,101	-94%
Room Nights:	876	234	274%
Number of Delegates:	374	152	146%
Arrived Group Types:	5 Corp, 1 Assoc., 2 SMF	2 Corp, 1 Assoc., 1 Non-Profit	

Monthly Detail/Activity	<u>July-18</u>	<u>July-17</u>	
<u>Number of Groups Booked:</u>	6	7	
Revenue Booked:	\$755,251	\$638,565	18%

Projected Commission:	\$6,861	\$20,074	-66%
Room Nights:	3526	3689	-4%
Number of Delegates:	1075	4680	-77%
	2 Corp, 3	4 Corp, 2	
Booked Group Types:	Assoc., 1 SMF	Assoc., 1 SMF	
Lost Business, # of Groups:	5	1	

<u>Arrived in the month</u>	<u>July-18</u>	<u>July-17</u>	
Number of Groups:	8	5	
Revenue Arrived:	\$497,793	\$319,142	56%
Projected Commission:	\$12,999	\$13,840	-6%
Room Nights:	3963	1368	190%
Number of Delegates:	4370	645	578%
	5 Corp, 3	4 Corp, 1	
Arrived Group Types:	Assoc.	Assoc.	

	<u>Current Numbers</u>	<u>Goals</u>
For 2019/20:	\$2,542,222	\$750,000
For 2020/21:	\$404,643	\$500,000

NUMBER OF LEADS Generated as of 5/31/19:	321
YTD 5/31/18:	275
YTD 5/31/17:	231

Total Number of Leads Generated in Previous Years:

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

	Total Lodging Listing Site	Unique Lodging Listing Site
Lodging Referrals - 5/1/19 - 5/31/19		
Hyatt Regency Lake Tahoe Resort Spa & Casino	150	142
Hyatt High Sierra Lodge, A Hyatt Residence Club	81	77
Cottage Inn at Lake Tahoe	53	51
Tahoe Biltmore Lodge & Casino	53	50
The Ritz-Carlton, Lake Tahoe	53	49
Mourelatos Lakeshore Resort	51	48
Meeks Bay Resort & Marina	50	47
Cedar Crest Cottages	48	43
Tahoe Truckee Factory Stores	45	31
Cedar Glen Lodge	42	38
Sunnyside Restaurant & Lodge	42	38
Tahoe Luxury Properties	42	40
Brockway Springs Resort	40	37
Tahoe Mountain Lodging	39	35
Northstar California Resort	38	38
West Shore Cafe & Inn	38	37
Franciscan Lakeside Lodge	36	30
Red Wolf Lakeside Lodge	36	35
Rockwood Lodge	36	31
Resort at Squaw Creek	34	32
Lake Tahoe Deluxe Vacation Rentals	33	31
Sun Bear Realty & Vacation Rentals	32	25
Tahoe Rentals by Wells and Bennett Realtors	32	28
Tahoe Vista Lodge and Cabins	30	29
Hauserman Rental Group	28	28
Rustic Cottages	28	28
Waters of Tahoe Properties	28	28
Tahoe Moon Properties	27	24
River Ranch Lodge and Restaurant	26	25
The Village at Squaw Valley	26	26
Incline Vacation Rentals	25	24
Tahoe Signature Properties	25	23
Tahoma Meadows Cottages	25	22
Basecamp Hotel Tahoe City	23	21
Cobblestone Center Shopping Mall	23	21
Granlibakken Tahoe	23	22
Holiday House	23	22
Olympic Village Inn	22	21
Tahoe Getaways Vacation Rentals	22	19
Tahoe Exclusive Vacation Rentals	20	19

VACAY North Tahoe	20	19
LakeFrontHouse.com	19	19
Stevenson's Holliday Inn	19	16
Donner Lake Village	18	17
Northstar Lodge by Welk Resorts	18	15
Agate Bay Realty Vacation Rentals	17	15
Stay In Lake Tahoe	17	17
Tahoe Edgelake Beach Club	17	17
Goldfish Properties	16	15
Tahoe Marina Lodge	16	16
Tahoe Rental Company	16	14
Tahoe Time Vacation Rental	16	15
Hostel Tahoe in Kings Beach	15	11
North Tahoe Rental Company	14	13
Parkside Inn at Incline	14	13
Tahoe Vacation Rentals	14	14
Tahoe Vistana Inn	14	13
Tahoma Lodge	14	13
West Lake Properties at Tahoe	14	14
Chinquapin / Packard Realty	13	13
Club Tahoe Resort	13	12
First Accommodations, Inc.	13	12
Lake Tahoe Accommodations-Incline Village	13	13
Tahoe Woodside Vacation Rentals	13	11
The Lodge at Sugar Bowl	13	12
Sierra Vacations by Natural Retreats	12	11
Tahoe Mountain Properties	12	11
Castle Peak Vacation Rentals	11	11
Firelite Lodge	11	11
PepperTree Inn	11	8
Squaw Valley Lodge	11	10
The Border House at Crystal Bay Casino	11	10
Vacation Station, Inc.	11	10
Chaney House	10	10
PlumpJack Squaw Valley Inn	10	9
Tahoe Sands Resort	10	10
Dockside 700 Bar & Grill	9	9
Vacasa	9	9
Vacation Tahoe by O'Neal Brokers	9	9
Constellation Residences at Northstar	8	7
Mother Natures Inn	7	6
Sierra Mountain Properties	7	7
Tahoe North Shore Lodge	7	7

Tahoe Real Estate Group	7	7
Tahoe Tavern Properties	7	7
Tamarack Lodge	7	6
Christy Lodge	6	6
Lake Tahoe Accommodations – Tahoe City	6	6
Martis Valley Vacation Rentals	6	5
Pullen Realty Group	6	6
SellMyTimeShareNow.com	6	6
The Lodge at Obexers	6	4
Americas Best Value Inn Tahoe City	5	5
Tahoe City Inn	5	5
The Cedar House Sport Hotel	5	3
Chalet de Huttlinger	4	4
Donner Summit Rentals	4	4
Martis Valley Associates Property Rentals	4	4
West Shore Sports	4	4
BEST. VACATION. EVER... InvitedHome.com	3	3
Ferrari's Crown Resort	3	3
Red Wolf Lodge at Squaw Valley	3	3
Tahoe Accommodations	2	2
Alquileres de vacaciones en Tahoe Woodside	1	1
Lake Tahoe Accommodations	1	1
Total	2191	2034

Lodging Book Now Referrals - 5/1/19 - 5/31/19	Total Lodging Book Now	Unique Lodging Book Now
Hyatt Regency Lake Tahoe Resort Spa & Casino	36	35
The Village at Squaw Valley	33	25
Mourelatos Lakeshore Resort	27	25
The Ritz-Carlton, Lake Tahoe	27	26
Cedar Glen Lodge	24	24
Cedar Crest Cottages	23	23
Hyatt Regency Lake Tahoe Resort Spa &...	22	21
Northstar California Resort	22	22
Red Wolf Lakeside Lodge	22	18
Meeks Bay Resort & Marina	21	17
Northstar Lodge by Welk Resorts	20	18
Brockway Springs Resort	19	19
Cottage Inn at Lake Tahoe	18	17
Tahoe Luxury Properties	17	17
Tahoe Mountain Lodging	17	17
Tahoma Meadows Cottages	17	16
Resort at Squaw Creek	16	16
PlumpJack Squaw Valley Inn	15	14
Sunnyside Restaurant & Lodge	15	14
Holiday House	14	10
Constellation Residences at Northstar	12	12
Squaw Valley Lodge	12	12
Incline Vacation Rentals	11	10
Tahoe Biltmore Lodge & Casino	11	11
Basecamp Hotel Tahoe City	10	8
Chaney House	10	9
Granlibakken Tahoe	9	8
Olympic Village Inn	9	8
Waters of Tahoe Properties	9	8
Parkside Inn at Incline	8	8
Stay In Lake Tahoe	8	8
Tahoe Getaways Vacation Rentals	8	8
Tahoe Sands Resort	8	8
Goldfish Properties	7	7
Tahoe Time Vacation Rental	7	7
West Shore Cafe & Inn	7	6
Tahoe Moon Properties	6	6
Tahoe Signature Properties	6	6
Tahoe Vistana Inn	6	6
Tamarack Lodge	6	5

Vacation Station, Inc.	6	6
Americas Best Value Inn Tahoe City	5	5
Ferrari's Crown Resort	5	5
Hauserman Rental Group	5	5
Sun Bear Realty & Vacation Rentals	5	5
Tahoe Exclusive Vacation Rentals	5	5
Tahoe Rental Company	5	4
Tahoe Rentals by Wells and Bennett Realtors	5	5
The Lodge at Sugar Bowl	5	5
VACAY North Tahoe	5	5
Firelite Lodge	4	4
Red Wolf Lodge at Squaw Valley	4	4
Sierra Vacations by Natural Retreats	4	4
Tahoe City Inn	4	4
Tahoe Vacation Rentals	4	4
The Border House at Crystal Bay Casino	4	4
Vacasa	4	4
Vacation Tahoe by O'Neal Brokers	4	4
Agate Bay Realty Vacation Rentals	3	3
First Accommodations, Inc.	3	3
North Tahoe Rental Company	3	3
Tahoe Real Estate Group	3	3
West Lake Properties at Tahoe	3	3
Chalet de Huttlinger	2	2
Lake Tahoe Accommodations – Tahoe City	2	2
Lake Tahoe Accommodations-Incline Village	2	2
Tahoe Marina Lodge	2	2
The Lodge at Obexers	2	2
PepperTree Inn	1	1
SellMyTimeShareNow.com	1	1
Sierra Mountain Properties	1	1
Tahoe Woodside Vacation Rentals	1	1
Total	707	666