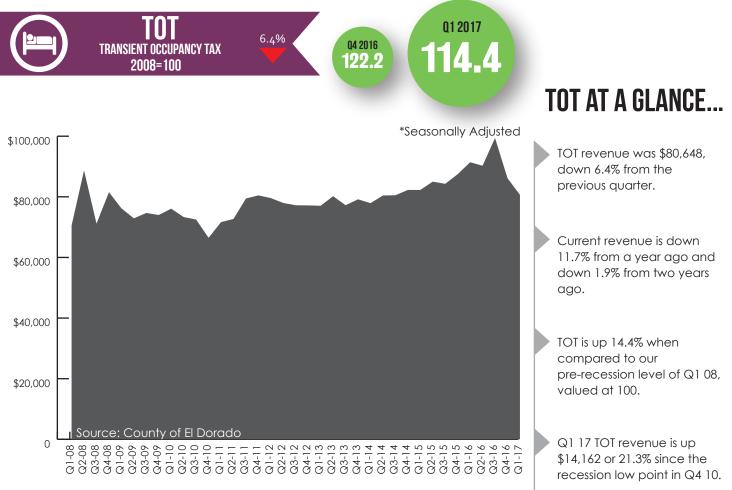
EL DORADO HILLS IST QUARTER 2017 ECONOMIC SNAPSHOT



1ST QUARTER TREND

Transient Occupancy Tax revenue decreased for the second quarter in a row, down 6.4% from Q4 16.

Some minor volatility between quarters remains common with TOT revenue, sometimes due simply to missed payments or double payments between quarters. Looking back over the past two years, revenue has decreased four out of eight quarters, or exactly 50% of the time.

Even with the two consecutive decreases, TOT is currently 14.4% beyond a full recovery when compared to our pre-recession level of Q1 08, valued at 100. At this point, the decreases could be due to the same standard volatility noticed since Q1 08.

