

## Attachment 6: Luskin School Preliminary Annual Revenue Projections

Revenue was projected using each of the three tax scenarios shown in “Example Tiered Rate Structure” (Staff Report Attachment 4) as a marginal tax applied to 2019 Culver City actual transactions. For comparison, Fiscal Year 2019-2020 Unaudited Property Transfer Tax Revenue Generated: \$3.96 million

Future revenue depends on actual number and dollar amount of real estate sales, which is volatile and will likely be lower due to the COVID-19 pandemic and the recession.

Revenue estimates assume an exemption for multifamily properties built 2015 or later.

	Limited Scenario		Moderate Scenario		Robust Scenario	
	Marginal	Flat	Marginal	Flat	Marginal	Flat
Residential	\$4,766,422	\$6,070,672	\$6,645,217	\$8,336,467	\$7,474,551	\$9,804,551
Commercial	\$3,409,530	\$4,305,030	\$4,646,522	\$5,831,522	\$5,644,012	\$7,199,012
<b>Total</b>	<b>\$8,175,953</b>	<b>\$10,375,703</b>	<b>\$11,291,739</b>	<b>\$14,167,989</b>	<b>\$13,118,562</b>	<b>\$17,003,562</b>

Source: Shane Phillips, UCLA Luskin School