

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## September 2016

### Room Statistics

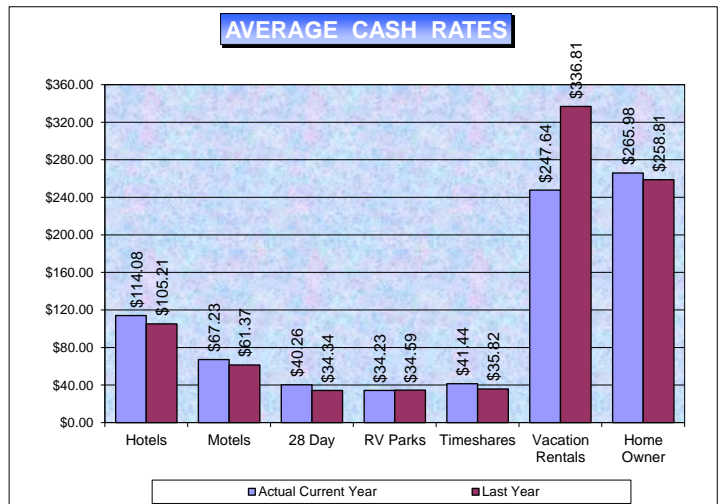
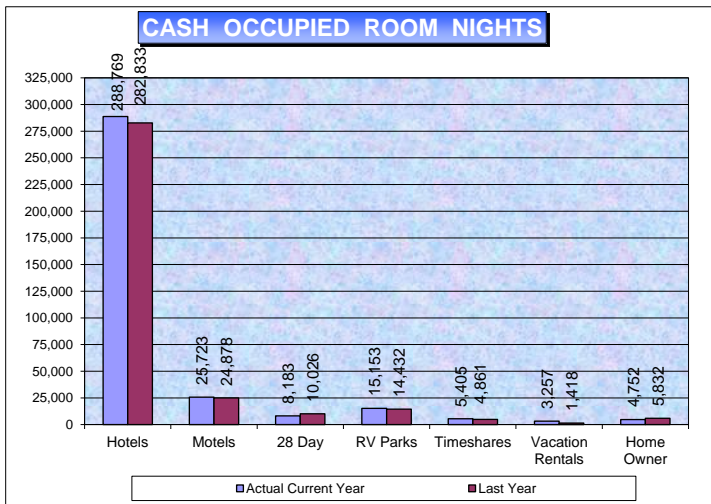
Taxable room revenues for the month of \$37,814,224 are above prior year by \$3,525,318 (10.3%). Cash occupied room nights of 351,242 are above prior year by 6,962 (2.0%). Comp occupied room nights of 81,641 are below prior year by 199 (-0.2%), and 28-day occupied room nights of 122,153 are above prior year by 10,073 (9.0%). Total occupied rooms for the month (Cash, Comp, 28-day) of 555,036 are 16,836 (3.1%) above the prior year.

Overall, Washoe County occupancy percentages of 74.7% for the month are 2.8% above the 72.7% level of the prior year. There were 1,986 (0.3%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$107.66 increased \$8.06 (8.1%), compared to \$99.60 for the prior year.

Year-to-date cash occupied room nights of 1,042,287 are (1.6%) above prior year. Cash average rates year-to-date of \$105.88 are \$8.81 (9.1%) above the prior year. Year-to-date, total taxable room revenues of \$110,359,516 are \$10,748,005 (10.8%) above prior year.

September 2016						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	480,295	288,769	\$114.08	\$105.21	\$8.87	8.4%
Motels	45,925	25,723	\$67.23	\$61.37	\$5.86	9.5%
28 Day	106,138	8,183	\$40.26	\$34.34	\$5.92	17.2%
RV Parks	59,740	15,153	\$34.23	\$34.59	(\$0.36)	-1.0%
Timeshares	12,929	5,405	\$41.44	\$35.82	\$5.62	15.7%
Vacation Rentals	22,104	3,257	\$247.64	\$336.81	(\$89.17)	-26.5%
Home Owner	15,395	4,752	\$265.98	\$258.81	7.17	2.8%
<b>Totals</b>	<b>742,526</b>	<b>351,242</b>	<b>\$107.66</b>	<b>\$99.60</b>	<b>\$8.06</b>	<b>8.1%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

September 2016

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$37,814,224</b>	<b>\$36,419,850</b>	<b>\$1,394,374</b>	<b>3.8%</b>	<b>\$34,288,906</b>	<b>\$3,525,318</b>	<b>10.3%</b>
<b>Occupied Rooms - Cash</b>	<b>351,242</b>	<b>356,310</b>	<b>(5,068)</b>	<b>-1.4%</b>	<b>344,280</b>	<b>6,962</b>	<b>2.0%</b>
<b>Average Rate - Cash</b>	<b>\$107.66</b>	<b>\$102.21</b>	<b>\$5.45</b>	<b>5.3%</b>	<b>\$99.60</b>	<b>\$8.06</b>	<b>8.1%</b>
<b>Occupied Rooms</b>							
Cash	351,242	356,310	(5,068)	-1.4%	344,280	6,962	2.0%
Comp	81,641	82,653	(1,012)	-1.2%	81,840	(199)	-0.2%
28 Day	122,153	112,801	9,352	8.3%	112,080	10,073	9.0%
<b>Total Occupied Rooms</b>	<b>555,036</b>	<b>551,764</b>	<b>3,272</b>	<b>0.6%</b>	<b>538,200</b>	<b>16,836</b>	<b>3.1%</b>
<b>Percentage of Occupancy</b>							
Cash	47.3%	47.8%	(0.5)	-1.0%	46.5%	0.8	1.7%
Comp	11.0%	11.1%	(0.1)	-0.9%	11.1%	(0.1)	-0.9%
28 Day	16.5%	15.1%	1.4	9.3%	15.1%	1.4	9.3%
<b>Total Percentage of Occupancy</b>	<b>74.7%</b>	<b>74.0%</b>	<b>0.7</b>	<b>0.9%</b>	<b>72.7%</b>	<b>2.0</b>	<b>2.8%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	288,769	296,702	(7,933)	-2.7%	282,833	5,936	2.1%
Motels	25,723	24,629	1,094	4.4%	24,878	845	3.4%
28 Day Motels	8,183	9,525	(1,342)	-14.1%	10,026	(1,843)	-18.4%
R.V. Parks	15,153	14,432	721	5.0%	14,432	721	5.0%
Vacation Rentals	3,257	1,787	1,470	82.3%	1,418	1,839	129.7%
Timehares	5,405	4,861	544	11.2%	4,861	544	11.2%
Home Owner Rentals	4,752	4,374	378	8.6%	5,832	(1,080)	-18.5%
<b>Total Occupied - Cash</b>	<b>351,242</b>	<b>356,310</b>	<b>(5,068)</b>	<b>-1.4%</b>	<b>344,280</b>	<b>6,962</b>	<b>2.0%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	60.1%	62.6%	(2.5)	-4.0%	59.6%	0.5	0.8%
Motels	56.0%	51.8%	4.2	8.1%	52.0%	4.0	7.7%
28 Day Motels	7.7%	8.8%	(1.1)	-12.5%	9.6%	(1.9)	-19.8%
R.V. Parks	25.4%	22.2%	3.2	14.4%	22.7%	2.7	11.9%
Vacation Rentals	14.7%	8.7%	6.0	69.0%	7.8%	6.9	88.5%
Timeshares	41.8%	33.6%	8.2	24.4%	33.6%	8.2	24.4%
Home Owner Rentals	30.9%	28.0%	2.9	10.4%	35.0%	(4.1)	-11.7%
<b>Total Occupancy Percentage - Cash</b>	<b>47.3%</b>	<b>47.8%</b>	<b>(0.5)</b>	<b>-1.0%</b>	<b>46.5%</b>	<b>0.8</b>	<b>1.7%</b>
<b>Average Rates - Cash</b>							
Hotels	\$114.08	\$108.27	\$5.81	5.4%	\$105.21	\$8.87	8.4%
Motels	\$67.23	\$63.23	\$4.00	6.3%	\$61.37	\$5.86	9.5%
28 Day Motels	\$40.26	\$36.15	\$4.11	11.4%	\$34.34	\$5.92	17.2%
R.V. Parks	\$34.23	\$35.63	(\$1.40)	-3.9%	\$34.59	(\$0.36)	-1.0%
Vacation Rentals	\$247.64	\$320.72	(\$73.08)	-22.8%	\$336.81	(\$89.17)	-26.5%
Timeshares	\$41.44	\$35.82	\$5.62	15.7%	\$35.82	\$5.62	15.7%
Home Owner Rentals	\$265.98	\$258.81	\$7.17	0.0%	\$258.81	\$7.17	2.8%
<b>Total Cash Average Rate</b>	<b>\$107.66</b>	<b>\$102.21</b>	<b>\$5.45</b>	<b>5.3%</b>	<b>\$99.60</b>	<b>\$8.06</b>	<b>8.1%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	351,242	356,310	(5,068)	-1.4%	344,280	6,962	2.0%
Comp	81,641	82,653	(1,012)	-1.2%	81,840	(199)	-0.2%
28 Day	122,153	112,801	9,352	8.3%	112,080	10,073	9.0%
<b>Total Occupied Rooms</b>	<b>555,036</b>	<b>551,764</b>	<b>3,272</b>	<b>0.6%</b>	<b>538,200</b>	<b>16,836</b>	<b>3.1%</b>
Vacant	187,490	193,416	(5,926)	-3.1%	202,340	(14,850)	-7.3%
Total Available Rooms	742,526	745,180	(2,654)	-0.4%	740,540	1,986	0.3%
<b>Percentage of Occupancy</b>							
Cash	47.3%	47.8%	(0.5)	-1.0%	46.5%	0.8	1.7%
Comp	11.0%	11.1%	(0.1)	-0.9%	11.1%	(0.1)	-0.9%
28 Day	16.5%	15.1%	1.4	9.3%	15.1%	1.4	9.3%
<b>Total Occupancy Percentage</b>	<b>74.7%</b>	<b>74.0%</b>	<b>0.7</b>	<b>0.9%</b>	<b>72.7%</b>	<b>2.0</b>	<b>2.8%</b>
Vacant	25.3%	26.0%	(0.7)	-2.7%	27.3%	(2.0)	-7.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$37,814,224</b>	<b>\$36,419,850</b>	<b>\$1,394,374</b>	<b>3.8%</b>	<b>\$34,288,906</b>	<b>\$3,525,318</b>	<b>10.3%</b>
Comp	\$7,118,578	\$7,045,343	\$73,235	1.0%	\$6,975,858	\$142,720	2.0%
28 Day	\$3,252,715	\$2,661,203	\$591,512	22.2%	\$2,662,615	\$590,100	22.2%
Total Revenue	\$48,185,517	\$46,126,396	\$2,059,121	4.5%	\$43,927,379	\$4,258,138	9.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$107.66</b>	<b>\$102.21</b>	<b>\$5.45</b>	<b>5.3%</b>	<b>\$99.60</b>	<b>\$8.06</b>	<b>8.1%</b>
Comp	\$87.19	\$85.24	\$1.95	2.3%	\$85.24	\$1.95	2.3%
28 Day	\$26.63	\$23.59	\$3.04	12.9%	\$23.76	\$2.87	12.1%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	288,769	296,702	(7,933)	-2.7%	282,833	5,936	2.1%
Comp	81,141	82,108	(967)	-1.2%	81,295	(154)	-0.2%
28 Day	3,908	3,503	405	11.6%	3,503	405	11.6%
<b>Total Occupied Rooms</b>	<b>373,818</b>	<b>382,313</b>	<b>(8,495)</b>	<b>-2.2%</b>	<b>367,631</b>	<b>6,187</b>	<b>1.7%</b>
Vacant	106,477	91,747	14,730	16.1%	107,149	(672)	-0.6%
Total Available Rooms	480,295	474,060	6,235	1.3%	474,780	5,515	1.2%
<b>Percentage of Occupancy</b>							
Cash	60.1%	62.6%	(2.5)	-4.0%	59.6%	0.5	0.8%
Comp	16.9%	17.3%	(0.4)	-2.3%	17.1%	(0.2)	-1.2%
28 Day	0.8%	0.7%	0.1	14.3%	0.7%	0.1	14.3%
<b>Total Occupancy Percentage</b>	<b>77.8%</b>	<b>80.6%</b>	<b>(2.8)</b>	<b>-3.5%</b>	<b>77.4%</b>	<b>0.4</b>	<b>0.5%</b>
Vacant	22.2%	19.4%	2.8	14.4%	22.6%	(0.4)	-1.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$32,942,184</b>	<b>\$32,124,901</b>	<b>\$817,283</b>	<b>2.5%</b>	<b>\$29,757,647</b>	<b>\$3,184,537</b>	<b>10.7%</b>
Comp	\$7,096,703	\$7,017,968	\$78,735	1.1%	\$6,948,483	\$148,220	2.1%
28 Day	\$309,929	\$243,497	\$66,432	27.3%	\$243,497	\$66,432	27.3%
Total Revenue	\$40,348,816	\$39,386,366	\$962,450	2.4%	\$36,949,627	\$3,399,189	9.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$114.08</b>	<b>\$108.27</b>	<b>\$5.81</b>	<b>5.4%</b>	<b>\$105.21</b>	<b>\$8.87</b>	<b>8.4%</b>
Comp	\$87.46	\$85.47	\$1.99	2.3%	\$85.47	\$1.99	2.3%
28 Day	\$79.31	\$69.51	\$9.80	14.1%	\$69.51	\$9.80	14.1%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	25,723	24,629	1,094	4.4%	24,878	845	3.4%
Comp	231	256	(25)	-9.8%	256	(25)	-9.8%
28 Day	2,496	2,956	(460)	-15.6%	2,956	(460)	-15.6%
<b>Total Occupied Rooms</b>	<b>28,450</b>	<b>27,841</b>	<b>609</b>	<b>2.2%</b>	<b>28,090</b>	<b>360</b>	<b>1.3%</b>
Vacant	17,475	19,709	(2,234)	-11.3%	19,750	(2,275)	-11.5%
Total Available Rooms	45,925	47,550	(1,625)	-3.4%	47,840	(1,915)	-4.0%
<b>Percentage of Occupancy</b>							
Cash	56.0%	51.8%	4.2	8.1%	52.0%	4.0	7.7%
Comp	0.5%	0.5%	-	0.0%	0.5%	-	0.0%
28 Day	5.4%	6.2%	(0.8)	-12.9%	6.2%	(0.8)	-12.9%
<b>Total Occupancy Percentage</b>	<b>61.9%</b>	<b>58.6%</b>	<b>3.3</b>	<b>5.6%</b>	<b>58.7%</b>	<b>3.2</b>	<b>5.5%</b>
Vacant	38.1%	41.4%	(3.3)	-8.0%	41.3%	(3.2)	-7.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,729,357</b>	<b>\$1,557,234</b>	<b>\$172,123</b>	<b>11.1%</b>	<b>\$1,526,700</b>	<b>\$202,657</b>	<b>13.3%</b>
Comp	\$7,451	\$6,655	\$796	12.0%	\$6,655	\$796	12.0%
28 Day	\$110,016	\$84,809	\$25,207	29.7%	\$86,221	\$23,795	27.6%
Total Revenue	\$1,846,824	\$1,648,698	\$198,126	12.0%	\$1,619,576	\$227,248	14.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$67.23</b>	<b>\$63.23</b>	<b>\$4.00</b>	<b>6.3%</b>	<b>\$61.37</b>	<b>\$5.86</b>	<b>9.5%</b>
Comp	\$32.26	\$26.00	\$6.26	24.1%	\$26.00	\$6.26	24.1%
28 Day	\$44.08	\$28.69	\$15.39	53.6%	\$29.17	\$14.91	51.1%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	8,183	9,525	(1,342)	-14.1%	10,026	(1,843)	-18.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	80,015	72,795	7,220	9.9%	72,074	7,941	11.0%
<b>Total Occupied Rooms</b>	<b>88,198</b>	<b>82,320</b>	<b>5,878</b>	<b>7.1%</b>	<b>82,100</b>	<b>6,098</b>	<b>7.4%</b>
Vacant	17,940	25,530	(7,590)	-29.7%	22,884	(4,944)	-21.6%
Total Available Rooms	106,138	107,850	(1,712)	-1.6%	104,984	1,154	1.1%
<b>Percentage of Occupancy</b>							
Cash	7.7%	8.8%	(1.1)	-12.5%	9.6%	(1.9)	-19.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.4%	67.5%	7.9	11.7%	68.7%	6.7	9.8%
<b>Total Occupancy Percentage</b>	<b>83.1%</b>	<b>76.3%</b>	<b>6.8</b>	<b>8.9%</b>	<b>78.2%</b>	<b>4.9</b>	<b>6.3%</b>
Vacant	16.9%	23.7%	(6.8)	-28.7%	21.8%	(4.9)	-22.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$329,432</b>	<b>\$344,306</b>	<b>(\$14,874)</b>	<b>-4.3%</b>	<b>\$344,306</b>	<b>(\$14,874)</b>	<b>-4.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,655,910	\$1,412,422	\$243,488	17.2%	\$1,412,422	\$243,488	17.2%
Total Revenue	\$1,985,342	\$1,756,728	\$228,614	13.0%	\$1,756,728	\$228,614	13.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.26</b>	<b>\$36.15</b>	<b>\$4.11</b>	<b>11.4%</b>	<b>\$34.34</b>	<b>\$5.92</b>	<b>17.2%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$20.69	\$19.40	\$1.29	6.6%	\$19.60	\$1.09	5.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,153	14,432	721	5.0%	14,432	721	5.0%
Comp	251	233	18	7.7%	233	18	7.7%
28 Day	26,327	24,977	1,350	5.4%	24,977	1,350	5.4%
<b>Total Occupied Rooms</b>	<b>41,731</b>	<b>39,642</b>	<b>2,089</b>	<b>5.3%</b>	<b>39,642</b>	<b>2,089</b>	<b>5.3%</b>
Vacant	18,009	25,398	(7,389)	-29.1%	23,918	(5,909)	-24.7%
Total Available Rooms	59,740	65,040	(5,300)	-8.1%	63,560	(3,820)	-6.0%
<b>Percentage of Occupancy</b>							
Cash	25.4%	22.2%	3.2	14.4%	22.7%	2.7	11.9%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	44.1%	38.4%	5.7	14.8%	39.3%	4.8	12.2%
<b>Total Occupancy Percentage</b>	<b>69.9%</b>	<b>61.0%</b>	<b>8.9</b>	<b>14.6%</b>	<b>62.4%</b>	<b>7.5</b>	<b>12.0%</b>
Vacant	30.1%	39.0%	(8.9)	-22.8%	37.6%	(7.5)	-19.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$518,743</b>	<b>\$514,149</b>	<b>\$4,594</b>	<b>0.9%</b>	<b>\$499,174</b>	<b>\$19,569</b>	<b>3.9%</b>
Comp	\$11,594	\$12,713	(\$1,119)	-8.8%	\$12,713	(\$1,119)	-8.8%
28 Day	\$410,050	\$343,789	\$66,261	19.3%	\$343,789	\$66,261	19.3%
Total Revenue	\$940,387	\$870,651	\$69,736	8.0%	\$855,676	\$84,711	9.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$34.23</b>	<b>\$35.63</b>	<b>(\$1.40)</b>	<b>-3.9%</b>	<b>\$34.59</b>	<b>(\$0.36)</b>	<b>-1.0%</b>
Comp	\$46.19	\$54.56	(\$8.37)	-15.3%	\$54.56	(\$8.37)	-15.3%
28 Day	\$15.58	\$13.76	\$1.82	13.2%	\$13.76	\$1.82	13.2%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,257	1,787	1,470	82.3%	1,418	1,839	129.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,070	7,433	637	8.6%	7,433	637	8.6%
<b>Total Occupied Rooms</b>	<b>11,327</b>	<b>9,220</b>	<b>2,107</b>	<b>22.9%</b>	<b>8,851</b>	<b>2,476</b>	<b>28.0%</b>
Vacant	10,777	11,360	(583)	-5.1%	9,428	1,349	14.3%
Total Available Rooms	22,104	20,580	1,524	7.4%	18,279	3,825	20.9%
<b>Percentage of Occupancy</b>							
Cash	14.7%	8.7%	6.0	69.0%	7.8%	6.9	88.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.5%	36.1%	0.4	1.1%	40.7%	(4.2)	-10.3%
<b>Total Occupancy Percentage</b>	<b>51.2%</b>	<b>44.8%</b>	<b>6.4</b>	<b>14.3%</b>	<b>48.4%</b>	<b>2.8</b>	<b>5.8%</b>
Vacant	48.8%	55.2%	(6.4)	-11.6%	51.6%	(2.8)	-5.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$806,557</b>	<b>\$573,124</b>	<b>\$233,433</b>	<b>40.7%</b>	<b>\$477,603</b>	<b>\$328,954</b>	<b>68.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$620,136	\$470,874	\$149,262	31.7%	\$470,874	\$149,262	31.7%
Total Revenue	\$1,426,693	\$1,043,998	\$382,695	36.7%	\$948,477	\$478,216	50.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$247.64</b>	<b>\$320.72</b>	<b>(\$73.08)</b>	<b>-22.8%</b>	<b>\$336.81</b>	<b>(\$89.17)</b>	<b>-26.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.84	\$63.35	\$13.49	21.3%	\$63.35	\$13.49	21.3%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,405	4,861	544	11.2%	4,861	544	11.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>5,405</b>	<b>4,861</b>	<b>544</b>	<b>11.2%</b>	<b>4,861</b>	<b>544</b>	<b>11.2%</b>
Vacant	7,524	9,599	(2,075)	-21.6%	9,592	(2,068)	-21.6%
Total Available Rooms	12,929	14,460	(1,531)	-10.6%	14,453	(1,524)	-10.5%
<b>Percentage of Occupancy</b>							
Cash	41.8%	33.6%	8.2	24.4%	33.6%	8.2	24.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>41.8%</b>	<b>33.6%</b>	<b>8.2</b>	<b>24.4%</b>	<b>33.6%</b>	<b>8.2</b>	<b>24.4%</b>
Vacant	58.2%	66.4%	(8.2)	-12.3%	66.4%	(8.2)	-12.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$223,996</b>	<b>\$174,117</b>	<b>\$49,879</b>	<b>28.6%</b>	<b>\$174,117</b>	<b>\$49,879</b>	<b>28.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$223,996	\$174,117	\$49,879	28.6%	\$174,117	\$49,879	28.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$41.44</b>	<b>\$35.82</b>	<b>\$5.62</b>	<b>15.7%</b>	<b>\$35.82</b>	<b>\$5.62</b>	<b>15.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rental

#### September 2016

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,752	4,374	378	8.6%	5,832	(1,080)	-18.5%
Comp	18	56	(38)	-67.9%	56	(38)	-67.9%
28 Day	1,337	1,137	200	17.6%	1,137	200	17.6%
<b>Total Occupied Rooms</b>	<b>6,107</b>	<b>5,567</b>	<b>540</b>	<b>9.7%</b>	<b>7,025</b>	<b>(918)</b>	<b>-13.1%</b>
Vacant	9,288	10,073	(785)	-7.8%	9,619	(331)	-3.4%
Total Available Rooms	15,395	15,640	(245)	-1.6%	16,644	(1,249)	-7.5%
<b>Percentage of Occupancy</b>							
Cash	30.9%	28.0%	2.9	10.4%	35.0%	(4.1)	-11.7%
Comp	0.1%	0.4%	(0.3)	-75.0%	0.3%	(0.2)	-66.7%
28 Day	8.7%	7.3%	1.4	19.2%	6.8%	1.9	27.9%
<b>Total Occupancy Percentage</b>	<b>39.7%</b>	<b>35.6%</b>	<b>4.1</b>	<b>11.5%</b>	<b>42.2%</b>	<b>(2.5)</b>	<b>-5.9%</b>
Vacant	60.3%	64.4%	(4.1)	-6.4%	57.8%	2.5	4.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,263,955</b>	<b>\$1,132,019</b>	<b>\$131,936</b>	<b>11.7%</b>	<b>\$1,509,359</b>	<b>(\$245,404)</b>	<b>-16.3%</b>
Comp	\$2,830	\$8,007	(\$5,177)	-64.7%	\$8,007	(\$5,177)	-64.7%
28 Day	\$146,674	\$105,812	\$40,862	38.6%	\$105,812	\$40,862	38.6%
Total Revenue	\$1,413,459	\$1,245,838	\$167,621	13.5%	\$1,623,178	(\$209,719)	-12.9%
<b>Average Rates</b>							
Cash	\$265.98	\$258.81	\$7.17	2.8%	\$258.81	\$7.17	2.8%
Comp	\$157.22	\$142.98	\$14.24	10.0%	\$142.98	\$14.24	10.0%
28 Day	\$109.70	\$93.06	\$16.64	17.9%	\$93.06	\$16.64	17.9%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**September 2016**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$110,359,516</b>	<b>\$105,099,058</b>	<b>\$5,260,458</b>	<b>5.0%</b>	<b>\$99,611,511</b>	<b>\$10,748,005</b>	<b>10.8%</b>
<b>Occupied Rooms - Cash</b>	<b>1,042,287</b>	<b>1,048,545</b>	<b>(6,258)</b>	<b>-0.6%</b>	<b>1,026,166</b>	<b>16,121</b>	<b>1.6%</b>
<b>Average Rate - Cash</b>	<b>\$105.88</b>	<b>\$100.23</b>	<b>\$5.65</b>	<b>5.6%</b>	<b>\$97.07</b>	<b>\$8.81</b>	<b>9.1%</b>
<b>Occupied Rooms</b>							
Cash	1,042,287	1,048,545	(6,258)	-0.6%	1,026,166	16,121	1.6%
Comp	250,341	249,263	1,078	0.4%	246,808	3,533	1.4%
28 Day	370,247	332,091	38,156	11.5%	329,909	40,338	12.2%
<b>Total Occupied Rooms</b>	<b>1,662,875</b>	<b>1,629,899</b>	<b>32,976</b>	<b>2.0%</b>	<b>1,602,883</b>	<b>59,992</b>	<b>3.7%</b>
<b>Percentage of Occupancy</b>							
Cash	47.2%	46.9%	0.3	0.6%	47.0%	0.2	0.4%
Comp	11.3%	11.2%	0.1	0.9%	11.3%	-	0.0%
28 Day	16.8%	14.9%	1.9	12.8%	15.1%	1.7	11.3%
<b>Total Percentage of Occupancy</b>	<b>75.4%</b>	<b>72.9%</b>	<b>2.5</b>	<b>3.4%</b>	<b>73.5%</b>	<b>1.9</b>	<b>2.6%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	867,296	875,933	(8,637)	-1.0%	852,366	14,930	1.8%
Motels	74,747	71,839	2,908	4.0%	72,565	2,182	3.0%
28 Day Motels	23,496	27,719	(4,223)	-15.2%	29,178	(5,682)	-19.5%
R.V. Parks	39,172	35,354	3,818	10.8%	35,354	3,818	10.8%
Vacation Rentals	15,452	11,896	3,556	29.9%	9,441	6,011	63.7%
Timeshares	17,372	21,430	(4,058)	-18.9%	21,430	(4,058)	-18.9%
Home Owner Rentals	4,752	4,374	378	8.6%	5,832	(1,080)	-18.5%
<b>Total Occupied - Cash</b>	<b>1,042,287</b>	<b>1,048,545</b>	<b>(6,258)</b>	<b>-0.6%</b>	<b>1,026,166</b>	<b>16,121</b>	<b>1.6%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	60.3%	60.1%	0.2	0.3%	59.8%	0.5	0.8%
Motels	50.0%	48.4%	1.6	3.3%	48.1%	1.9	4.0%
28 Day Motels	7.2%	8.4%	(1.2)	-14.3%	9.0%	(1.8)	-20.0%
R.V. Parks	23.6%	20.5%	3.1	15.1%	21.7%	1.9	8.8%
Vacation Rentals	22.8%	18.1%	4.7	26.0%	16.0%	6.8	42.5%
Timeshares	41.2%	47.4%	(6.2)	-13.1%	47.4%	(6.2)	-13.1%
Home Owner Rentals	30.9%	28.0%	2.9	10.4%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>47.2%</b>	<b>46.9%</b>	<b>0.3</b>	<b>0.6%</b>	<b>47.0%</b>	<b>0.2</b>	<b>0.4%</b>
<b>Average Rates - Cash</b>							
Hotels	\$111.56	\$105.94	\$5.62	5.3%	\$102.90	\$8.66	8.4%
Motels	\$65.11	\$60.65	\$4.46	7.4%	\$58.87	\$6.24	10.6%
28 Day Motels	\$37.79	\$34.81	\$2.98	8.6%	\$33.06	\$4.73	14.3%
R.V. Parks	\$35.90	\$36.63	(\$0.73)	-2.0%	\$35.57	\$0.33	0.9%
Vacation Rental	\$284.79	\$328.51	(\$43.72)	-13.3%	\$344.94	(\$60.15)	-17.4%
Timeshares	\$44.79	\$29.95	\$14.84	49.5%	\$29.95	\$14.84	49.5%
Home Owner Rentals	\$265.98	\$258.81	\$7.17	2.8%	\$258.81	\$7.17	2.8%
<b>Total Cash Average Rate</b>	<b>\$105.88</b>	<b>\$100.23</b>	<b>\$5.65</b>	<b>5.6%</b>	<b>\$97.07</b>	<b>\$8.81</b>	<b>9.1%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,042,287	1,048,545	(6,258)	-0.6%	1,026,166	16,121	1.6%
Comp	250,341	249,263	1,078	0.4%	246,808	3,533	1.4%
28 Day	370,247	332,091	38,156	11.5%	329,909	40,338	12.2%
<b>Total Occupied Rooms</b>	<b>1,662,875</b>	<b>1,629,899</b>	<b>32,976</b>	<b>2.0%</b>	<b>1,602,883</b>	<b>59,992</b>	<b>3.7%</b>
Vacant	543,471	605,110	(61,639)	-10.2%	579,211	(35,740)	-6.2%
Total Available Rooms	2,206,346	2,235,009	(28,663)	-1.3%	2,182,094	24,252	1.1%
<b>Percentage of Occupancy</b>							
Cash	47.2%	46.9%	0.3	0.6%	47.0%	0.2	0.4%
Comp	11.3%	11.2%	0.1	0.9%	11.3%	-	0.0%
28 Day	16.8%	14.9%	1.9	12.8%	15.1%	1.7	11.3%
<b>Total Occupancy Percentage</b>	<b>75.4%</b>	<b>72.9%</b>	<b>2.5</b>	<b>3.4%</b>	<b>73.5%</b>	<b>1.9</b>	<b>2.6%</b>
Vacant	24.6%	27.1%	(2.5)	-9.2%	26.5%	(1.9)	-7.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$110,359,516</b>	<b>\$105,099,058</b>	<b>\$5,260,458</b>	<b>5.0%</b>	<b>\$99,611,511</b>	<b>\$10,748,005</b>	<b>10.8%</b>
Comp	\$20,239,115	\$20,368,511	(\$129,396)	-0.6%	\$20,167,460	\$71,655	0.4%
28 Day	\$9,278,276	\$7,841,916	\$1,436,360	18.3%	\$7,827,782	\$1,450,494	18.5%
Total Revenue	\$139,876,907	\$133,309,485	\$6,567,422	4.9%	\$127,606,753	\$12,270,154	9.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$105.88</b>	<b>\$100.23</b>	<b>\$5.65</b>	<b>5.6%</b>	<b>\$97.07</b>	<b>\$8.81</b>	<b>9.1%</b>
Comp	\$80.85	\$81.71	(\$0.86)	-1.1%	\$81.71	(\$0.86)	-1.1%
28 Day	\$25.06	\$23.61	\$1.45	6.1%	\$23.73	\$1.33	5.6%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	867,296	875,933	(8,637)	-1.0%	852,366	14,930	1.8%
Comp	248,719	247,962	757	0.3%	245,507	3,212	1.3%
28 Day	12,841	9,014	3,827	42.5%	9,014	3,827	42.5%
<b>Total Occupied Rooms</b>	<b>1,128,856</b>	<b>1,132,909</b>	<b>(4,053)</b>	<b>-0.4%</b>	<b>1,106,887</b>	<b>21,969</b>	<b>2.0%</b>
Vacant	309,501	323,727	(14,226)	-4.4%	318,094	(8,593)	-2.7%
Total Available Rooms	1,438,357	1,456,636	(18,279)	-1.3%	1,424,981	13,376	0.9%
<b>Percentage of Occupancy</b>							
Cash	60.3%	60.1%	0.2	0.3%	59.8%	0.5	0.8%
Comp	17.3%	17.0%	0.3	1.8%	17.2%	0.1	0.6%
28 Day	0.9%	0.6%	0.3	50.0%	0.6%	0.3	50.0%
<b>Total Occupancy Percentage</b>	<b>78.5%</b>	<b>77.8%</b>	<b>0.7</b>	<b>0.9%</b>	<b>77.7%</b>	<b>0.8</b>	<b>1.0%</b>
Vacant	21.5%	22.2%	(0.7)	-3.2%	22.3%	(0.8)	-3.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$96,755,833</b>	<b>\$92,800,252</b>	<b>\$3,955,581</b>	<b>4.3%</b>	<b>\$87,709,842</b>	<b>\$9,045,991</b>	<b>10.3%</b>
Comp	\$20,171,591	\$20,306,233	(\$134,642)	-0.7%	\$20,105,181	\$66,410	0.3%
28 Day	\$976,317	\$627,174	\$349,143	55.7%	\$627,174	\$349,143	55.7%
Total Revenue	\$117,903,741	\$113,733,659	\$4,170,082	3.7%	\$108,442,197	\$9,461,544	8.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$111.56</b>	<b>\$105.94</b>	<b>\$5.62</b>	<b>5.3%</b>	<b>\$102.90</b>	<b>\$8.66</b>	<b>8.4%</b>
Comp	\$81.10	\$81.89	(\$0.79)	-1.0%	\$81.89	(\$0.79)	-1.0%
28 Day	\$76.03	\$69.58	\$6.45	9.3%	\$69.58	\$6.45	9.3%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	74,747	71,839	2,908	4.0%	72,565	2,182	3.0%
Comp	797	656	141	21.5%	656	141	21.5%
28 Day	8,331	10,352	(2,021)	-19.5%	10,352	(2,021)	-19.5%
<b>Total Occupied Rooms</b>	<b>83,875</b>	<b>82,847</b>	<b>1,028</b>	<b>1.2%</b>	<b>83,573</b>	<b>302</b>	<b>0.4%</b>
Vacant	65,711	65,701	10	0.0%	67,365	(1,654)	-2.5%
Total Available Rooms	149,586	148,548	1,038	0.7%	150,938	(1,352)	-0.9%
<b>Percentage of Occupancy</b>							
Cash	50.0%	48.4%	1.6	3.3%	48.1%	1.9	4.0%
Comp	0.5%	0.4%	0.1	25.0%	0.4%	0.1	25.0%
28 Day	5.6%	7.0%	(1.4)	-20.0%	6.9%	(1.3)	-18.8%
<b>Total Occupancy Percentage</b>	<b>56.1%</b>	<b>55.8%</b>	<b>0.3</b>	<b>0.5%</b>	<b>55.4%</b>	<b>0.7</b>	<b>1.3%</b>
Vacant	43.9%	44.2%	(0.3)	-0.7%	44.6%	(0.7)	-1.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$4,866,865</b>	<b>\$4,357,057</b>	<b>\$509,808</b>	<b>11.7%</b>	<b>\$4,271,624</b>	<b>\$595,241</b>	<b>13.9%</b>
Comp	\$30,644	\$19,338	\$11,306	58.5%	\$19,338	\$11,306	58.5%
28 Day	\$333,744	\$307,639	\$26,105	8.5%	\$293,505	\$40,239	13.7%
Total Revenue	\$5,231,253	\$4,684,034	\$547,219	11.7%	\$4,584,467	\$646,786	14.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$65.11</b>	<b>\$60.65</b>	<b>\$4.46</b>	<b>7.4%</b>	<b>\$58.87</b>	<b>\$6.24</b>	<b>10.6%</b>
Comp	\$38.45	\$29.48	\$8.97	30.4%	\$29.48	\$8.97	30.4%
28 Day	\$40.06	\$29.72	\$10.34	34.8%	\$28.35	\$11.71	41.3%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	23,496	27,719	(4,223)	-15.2%	29,178	(5,682)	-19.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	243,857	220,346	23,511	10.7%	218,164	25,693	11.8%
<b>Total Occupied Rooms</b>	<b>267,353</b>	<b>248,065</b>	<b>19,288</b>	<b>7.8%</b>	<b>247,342</b>	<b>20,011</b>	<b>8.1%</b>
Vacant	59,693	82,675	(22,982)	-27.8%	75,151	(15,458)	-20.6%
Total Available Rooms	327,046	330,740	(3,694)	-1.1%	322,493	4,553	1.4%
<b>Percentage of Occupancy</b>							
Cash	7.2%	8.4%	(1.2)	-14.3%	9.0%	(1.8)	-20.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.6%	66.6%	8.0	12.0%	67.6%	7.0	10.4%
<b>Total Occupancy Percentage</b>	<b>81.7%</b>	<b>75.0%</b>	<b>6.7</b>	<b>8.9%</b>	<b>76.7%</b>	<b>5.0</b>	<b>6.5%</b>
Vacant	18.3%	25.0%	(6.7)	-26.8%	23.3%	(5.0)	-21.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$887,810</b>	<b>\$964,763</b>	<b>(\$76,953)</b>	<b>-8.0%</b>	<b>\$964,764</b>	<b>(\$76,954)</b>	<b>-8.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$4,953,993	\$4,261,983	\$692,010	16.2%	\$4,261,983	\$692,010	16.2%
Total Revenue	\$5,841,803	\$5,226,746	\$615,057	11.8%	\$5,226,747	\$615,056	11.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$37.79</b>	<b>\$34.81</b>	<b>\$2.98</b>	<b>8.6%</b>	<b>\$33.06</b>	<b>\$4.73</b>	<b>14.3%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$20.32	\$19.34	\$0.98	5.1%	\$19.54	\$0.78	4.0%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	39,172	35,354	3,818	10.8%	35,354	3,818	10.8%
Comp	807	589	218	37.0%	589	218	37.0%
28 Day	81,256	67,628	13,628	20.2%	67,628	13,628	20.2%
<b>Total Occupied Rooms</b>	<b>121,235</b>	<b>103,571</b>	<b>17,664</b>	<b>17.1%</b>	<b>103,571</b>	<b>17,664</b>	<b>17.1%</b>
Vacant	44,882	68,853	(23,971)	-34.8%	59,344	(14,462)	-24.4%
Total Available Rooms	166,117	172,424	(6,307)	-3.7%	162,915	3,202	2.0%
<b>Percentage of Occupancy</b>							
Cash	23.6%	20.5%	3.1	15.1%	21.7%	1.9	8.8%
Comp	0.5%	0.3%	0.2	66.7%	0.4%	0.1	25.0%
28 Day	48.9%	39.2%	9.7	24.7%	41.5%	7.4	17.8%
<b>Total Occupancy Percentage</b>	<b>73.0%</b>	<b>60.1%</b>	<b>12.9</b>	<b>21.5%</b>	<b>63.6%</b>	<b>9.4</b>	<b>14.8%</b>
Vacant	27.0%	39.9%	(12.9)	-32.3%	36.4%	(9.4)	-25.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,406,467</b>	<b>\$1,295,162</b>	<b>\$111,305</b>	<b>8.6%</b>	<b>\$1,257,439</b>	<b>\$149,028</b>	<b>11.9%</b>
Comp	\$34,050	\$34,933	(\$883)	-2.5%	\$34,934	(\$884)	-2.5%
28 Day	\$1,210,182	\$1,037,729	\$172,453	16.6%	\$1,037,729	\$172,453	16.6%
Total Revenue	\$2,650,699	\$2,367,824	\$282,875	11.9%	\$2,330,102	\$320,597	13.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$35.90</b>	<b>\$36.63</b>	<b>(\$0.73)</b>	<b>-2.0%</b>	<b>\$35.57</b>	<b>\$0.33</b>	<b>0.9%</b>
Comp	\$42.19	\$59.31	(\$17.12)	-28.9%	\$59.31	(\$17.12)	-28.9%
28 Day	\$14.89	\$15.34	(\$0.45)	-2.9%	\$15.34	(\$0.45)	-2.9%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,452	11,896	3,556	29.9%	9,441	6,011	63.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	22,625	23,614	(989)	-4.2%	23,614	(989)	-4.2%
<b>Total Occupied Rooms</b>	<b>38,077</b>	<b>35,510</b>	<b>2,567</b>	<b>7.2%</b>	<b>33,055</b>	<b>5,022</b>	<b>15.2%</b>
Vacant	29,574	30,330	(756)	-2.5%	25,897	3,677	14.2%
Total Available Rooms	67,651	65,840	1,811	2.8%	58,952	8,699	14.8%
<b>Percentage of Occupancy</b>							
Cash	22.8%	18.1%	4.7	26.0%	16.0%	6.8	42.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.4%	35.9%	(2.5)	-7.0%	40.1%	(6.7)	-16.7%
<b>Total Occupancy Percentage</b>	<b>56.3%</b>	<b>53.9%</b>	<b>2.4</b>	<b>4.5%</b>	<b>56.1%</b>	<b>0.2</b>	<b>0.4%</b>
Vacant	43.7%	46.1%	(2.4)	-5.2%	43.9%	(0.2)	-0.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$4,400,565</b>	<b>\$3,907,929</b>	<b>\$492,636</b>	<b>12.6%</b>	<b>\$3,256,607</b>	<b>\$1,143,958</b>	<b>35.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,657,366	\$1,501,579	\$155,787	10.4%	\$1,501,579	\$155,787	10.4%
Total Revenue	\$6,057,931	\$5,409,508	\$648,423	12.0%	\$4,758,186	\$1,299,745	27.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$284.79</b>	<b>\$328.51</b>	<b>(\$43.72)</b>	<b>-13.3%</b>	<b>\$344.94</b>	<b>(\$60.15)</b>	<b>-17.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$73.25	\$63.59	\$9.66	15.2%	\$63.59	\$9.66	15.2%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**September 2016**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	17,372	21,430	(4,058)	-18.9%	21,430	(4,058)	-18.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>17,372</b>	<b>21,430</b>	<b>(4,058)</b>	<b>-18.9%</b>	<b>21,430</b>	<b>(4,058)</b>	<b>-18.9%</b>
Vacant	24,822	23,751	1,071	4.5%	23,741	1,081	4.6%
Total Available Rooms	42,194	45,181	(2,987)	-6.6%	45,171	(2,977)	-6.6%
<b>Percentage of Occupancy</b>							
Cash	41.2%	47.4%	(6.2)	-13.1%	47.4%	(6.2)	-13.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>41.2%</b>	<b>47.4%</b>	<b>(6.2)</b>	<b>-13.1%</b>	<b>47.4%</b>	<b>(6.2)</b>	<b>-13.1%</b>
Vacant	58.8%	52.6%	6.2	11.8%	52.6%	6.2	11.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$778,021</b>	<b>\$641,876</b>	<b>\$136,145</b>	<b>21.2%</b>	<b>\$641,876</b>	<b>\$136,145</b>	<b>21.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$778,021	\$641,876	\$136,145	21.2%	\$641,876	\$136,145	21.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.79</b>	<b>\$29.95</b>	<b>\$14.84</b>	<b>49.5%</b>	<b>\$29.95</b>	<b>\$14.84</b>	<b>49.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,752	4,374	378	8.6%	5,832	(1,080)	-18.5%
Comp	18	56	(38)	-67.9%	56	(38)	-67.9%
28 Day	1,337	1,137	200	17.6%	1,137	200	17.6%
<b>Total Occupied Rooms</b>	<b>6,107</b>	<b>5,567</b>	<b>540</b>	<b>9.7%</b>	<b>7,025</b>	<b>(918)</b>	<b>-13.1%</b>
Vacant	9,288	10,073	(785)	-7.8%	9,619	(331)	-3.4%
Total Available Rooms	15,395	15,640	(245)	-1.6%	16,644	(1,249)	-7.5%
<b>Percentage of Occupancy</b>							
Cash	30.9%	28.0%	2.9	10.4%	35.0%	(4.1)	-11.7%
Comp	0.1%	0.4%	(0.3)	-75.0%	0.3%	(0.2)	-66.7%
28 Day	8.7%	7.3%	1.4	19.2%	6.8%	1.9	27.9%
<b>Total Occupancy Percentage</b>	<b>39.7%</b>	<b>35.6%</b>	<b>4.1</b>	<b>11.5%</b>	<b>42.2%</b>	<b>(2.5)</b>	<b>-5.9%</b>
Vacant	60.3%	64.4%	(4.1)	-6.4%	57.8%	2.5	4.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,263,955</b>	<b>\$1,132,019</b>	<b>\$131,936</b>	<b>11.7%</b>	<b>\$1,509,359</b>	<b>(\$245,404)</b>	<b>-16.3%</b>
Comp	\$2,830	\$8,007	(\$5,177)	-64.7%	\$8,007	(\$5,177)	-64.7%
28 Day	\$146,674	\$105,812	\$40,862	38.6%	\$105,812	\$40,862	38.6%
Total Revenue	\$1,413,459	\$1,245,838	\$167,621	13.5%	\$1,623,178	(\$209,719)	-12.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$265.98</b>	<b>\$258.81</b>	<b>\$7.17</b>	<b>2.8%</b>	<b>\$258.81</b>	<b>\$7.17</b>	<b>2.8%</b>
Comp	\$157.22	\$142.98	\$14.24	10.0%	\$142.98	\$14.24	10.0%
28 Day	\$109.70	\$93.06	\$16.64	17.9%	\$93.06	\$16.64	17.9%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
September 2016**

Current Month Actual September 2016	Last Year Actual September 2015			Tax District	Year To Date Actual July 2016 - September 2016	Last Year - Year To Date Actual July 2015 - September 2015		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$17,922,722	\$16,543,095	\$1,379,627	8.3%	Reno B	\$50,752,509	\$45,296,057	\$5,456,452	12.0%
\$10,191,633	\$9,092,367	\$1,099,267	12.1%	Reno D	\$28,531,132	\$26,358,065	\$2,173,067	8.2%
\$473,253	\$61,611	\$411,642	668.1%	Reno E	\$912,041	\$195,552	\$716,489	366.4%
<b>\$28,587,608</b>	<b>\$25,697,073</b>	<b>\$2,890,536</b>	<b>11.2%</b>	<b>Total Reno</b>	<b>\$80,195,682</b>	<b>\$71,849,675</b>	<b>\$8,346,007</b>	<b>11.6%</b>
\$62,826	\$52,974	\$9,852	18.6%	Washoe A	\$127,224	\$104,963	\$22,261	21.2%
\$5,255,144	\$4,881,873	\$373,270	7.6%	Washoe B	\$18,614,004	\$17,491,506	\$1,122,499	6.4%
<b>\$5,317,969</b>	<b>\$4,934,848</b>	<b>\$383,122</b>	<b>7.8%</b>	<b>Total Washoe Co.</b>	<b>\$18,741,228</b>	<b>\$17,596,469</b>	<b>\$1,144,759</b>	<b>6.5%</b>
<b>\$3,908,646</b>	<b>\$3,656,986</b>	<b>\$251,660</b>	<b>6.9%</b>	<b>Sparks</b>	<b>\$11,422,606</b>	<b>\$10,165,367</b>	<b>\$1,257,240</b>	<b>12.4%</b>
<b>\$37,814,224</b>	<b>\$34,288,906</b>	<b>\$3,525,318</b>	<b>10.3%</b>	<b>Total Taxable Revenue</b>	<b>\$110,359,516</b>	<b>\$99,611,511</b>	<b>\$10,748,005</b>	<b>10.8%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
September 2016**

Current Month Actual September 2016	Last Year Actual September 2015			Tax District	Year To Date Actual July 2016 - September 2016	Last Year - Year To Date Actual July 2015 - September 2015		
	Amount	Increase (Decrease) Amount    % Percent				Amount	Increase (Decrease) Amount    % Percent	
168,662	168,376	286	0.2%	Reno B	495,015	484,045	10,970	2.3%
102,620	100,990	1,630	1.6%	Reno D	310,133	323,166	(13,033)	-4.0%
4,736	1,854	2,882	155.4%	Reno E	10,858	5,944	4,914	82.7%
<b>276,018</b>	<b>271,220</b>	<b>4,798</b>	<b>1.8%</b>	<b>Total Reno</b>	<b>816,006</b>	<b>813,155</b>	<b>2,851</b>	<b>0.4%</b>
1,750	1,517	233	15.4%	Washoe A	4,215	4,016	199	5.0%
20,696	19,339	1,357	7.0%	Washoe B	62,179	57,470	4,709	8.2%
<b>22,446</b>	<b>20,856</b>	<b>1,590</b>	<b>7.6%</b>	<b>Total Washoe Co.</b>	<b>66,394</b>	<b>61,486</b>	<b>4,908</b>	<b>8.0%</b>
<b>52,778</b>	<b>52,204</b>	<b>574</b>	<b>1.1%</b>	<b>Sparks</b>	<b>159,887</b>	<b>151,525</b>	<b>8,362</b>	<b>5.5%</b>
<b>351,242</b>	<b>344,280</b>	<b>6,962</b>	<b>2.0%</b>	<b>Total Taxable Rooms</b>	<b>1,042,287</b>	<b>1,026,166</b>	<b>16,121</b>	<b>1.6%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
September 2016**

Current Month Actual September 2016	Last Year Actual September 2015			Tax District	Year To Date Actual July 2016 - September 2016	Last Year - Year To Date Actual July 2015 - September 2015		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$106.26	\$98.25	\$8.01	8.2%	Reno B	\$102.53	\$93.58	\$8.95	9.6%
\$99.31	\$90.03	\$9.28	10.3%	Reno D	\$92.00	\$81.56	\$10.43	12.8%
\$99.93	\$33.23	\$66.70	200.7%	Reno E	\$84.00	\$32.90	\$51.10	155.3%
<b>\$103.57</b>	<b>\$94.75</b>	<b>\$8.83</b>	<b>9.3%</b>	<b>Total Reno</b>	<b>\$98.28</b>	<b>\$88.36</b>	<b>\$9.92</b>	<b>11.2%</b>
\$35.90	\$34.92	\$0.98	2.8%	Washoe A	\$30.18	\$26.14	\$4.05	15.5%
\$253.92	\$252.44	\$1.48	0.6%	Washoe B	\$299.36	\$304.36	-\$5.00	-1.6%
<b>\$236.92</b>	<b>\$236.62</b>	<b>\$0.31</b>	<b>0.1%</b>	<b>Total Washoe Co.</b>	<b>\$282.27</b>	<b>\$286.19</b>	<b>-\$3.91</b>	<b>-1.4%</b>
<b>\$74.06</b>	<b>\$70.05</b>	<b>\$4.01</b>	<b>5.7%</b>	<b>Sparks</b>	<b>\$71.44</b>	<b>\$67.09</b>	<b>\$4.35</b>	<b>6.5%</b>
<b>\$107.66</b>	<b>\$99.60</b>	<b>\$8.06</b>	<b>8.1%</b>	<b>Total Average Daily Rate</b>	<b>\$105.88</b>	<b>\$97.07</b>	<b>\$8.81</b>	<b>9.1%</b>

<u>Tax District</u>	<u>Location</u>
Reno B	Suburban Reno
Reno D	Downtown Reno
Reno E	1 Mile Radius from Downtown
Sparks	City of Sparks
Washoe A	Washoe County except Incline
Washoe B	Incline Village