

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**January 2017**

## Room Statistics

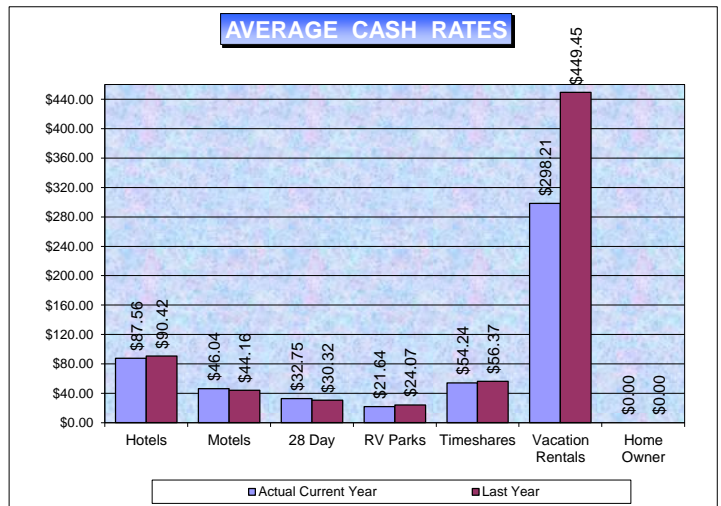
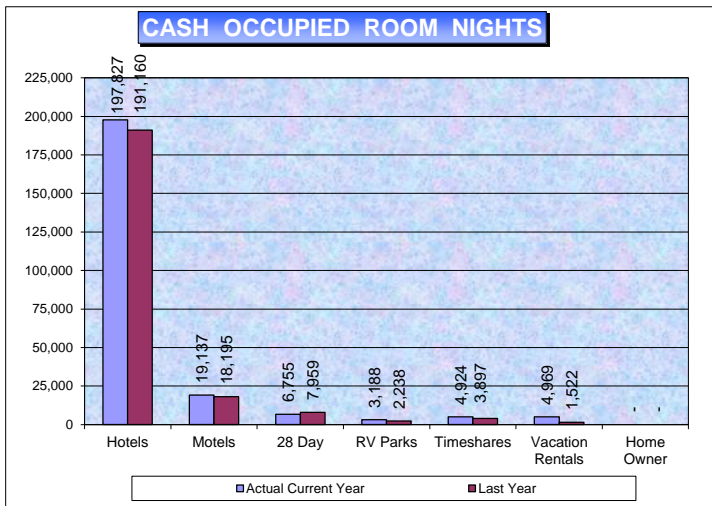
Taxable room revenues for the month of \$20,242,291 are above prior year by \$955,299 (5.0%). Cash occupied room nights of 236,800 are above prior year by 11,829 (5.3%). Comp occupied room nights of 66,464 are above prior year by 4,182 (6.7%), and 28-day occupied room nights of 126,058 are above prior year by 11,301 (9.8%). Total occupied rooms for the month (Cash, Comp, 28-day) of 429,322 are 27,312 (6.8%) above the prior year.

Overall, Washoe County occupancy percentages of 59.3% for the month are 6.7% above the 55.6% level of the prior year. There were 1,123 (0.2%) more available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$85.48 decreased \$0.25 (-0.3%), compared to \$85.73 for the prior year.

Year-to-date cash occupied room nights of 2,088,718 are (1.1%) above prior year. Cash average rates year-to-date of \$96.91 are \$6.90 (7.7%) above the prior year. Year-to-date, total taxable room revenues of \$202,414,347 are \$16,373,648 (8.8%) above prior year.

January 2017						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	477,480	197,827	\$87.56	\$90.42	(\$2.86)	-3.2%
Motels	48,662	19,137	\$46.04	\$44.16	\$1.88	4.2%
28 Day	105,968	6,755	\$32.75	\$30.32	\$2.43	8.0%
RV Parks	53,413	3,188	\$21.64	\$24.07	(\$2.43)	-10.1%
Timeshares	13,756	4,924	\$54.24	\$56.37	(\$2.13)	-3.8%
Vacation Rentals	24,681	4,969	\$298.21	\$449.45	(\$151.24)	-33.7%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>723,960</b>	<b>236,800</b>	<b>\$85.48</b>	<b>\$85.73</b>	<b>(\$0.25)</b>	<b>-0.3%</b>



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

January 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$20,242,291</b>	<b>\$19,751,918</b>	<b>\$490,373</b>	<b>2.5%</b>	<b>\$19,286,992</b>	<b>\$955,299</b>	<b>5.0%</b>
<b>Occupied Rooms - Cash</b>	<b>236,800</b>	<b>221,502</b>	<b>15,298</b>	<b>6.9%</b>	<b>224,971</b>	<b>11,829</b>	<b>5.3%</b>
<b>Average Rate - Cash</b>	<b>\$85.48</b>	<b>\$89.17</b>	<b>(\$3.69)</b>	<b>-4.1%</b>	<b>\$85.73</b>	<b>(\$0.25)</b>	<b>-0.3%</b>
<b>Occupied Rooms</b>							
Cash	236,800	221,502	15,298	6.9%	224,971	11,829	5.3%
Comp	66,464	62,903	3,561	5.7%	62,282	4,182	6.7%
28 Day	126,058	115,514	10,544	9.1%	114,757	11,301	9.8%
<b>Total Occupied Rooms</b>	<b>429,322</b>	<b>399,919</b>	<b>29,403</b>	<b>7.4%</b>	<b>402,010</b>	<b>27,312</b>	<b>6.8%</b>
<b>Percentage of Occupancy</b>							
Cash	32.7%	29.9%	2.8	9.4%	31.1%	1.6	5.1%
Comp	9.2%	8.5%	0.7	8.2%	8.6%	0.6	7.0%
28 Day	17.4%	15.6%	1.8	11.5%	15.9%	1.5	9.4%
<b>Total Percentage of Occupancy</b>	<b>59.3%</b>	<b>54.1%</b>	<b>5.2</b>	<b>9.6%</b>	<b>55.6%</b>	<b>3.7</b>	<b>6.7%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	197,827	187,875	9,952	5.3%	191,160	6,667	3.5%
Motels	19,137	18,013	1,124	6.2%	18,195	942	5.2%
28 Day Motels	6,755	7,561	(806)	-10.7%	7,959	(1,204)	-15.1%
R.V. Parks	3,188	2,238	950	42.4%	2,238	950	42.4%
Vacation Rentals	4,969	1,918	3,051	159.1%	1,522	3,447	226.5%
Timehares	4,924	3,897	1,027	26.4%	3,897	1,027	26.4%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>236,800</b>	<b>221,502</b>	<b>15,298</b>	<b>6.9%</b>	<b>224,971</b>	<b>11,829</b>	<b>5.3%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	41.4%	38.4%	3.0	7.8%	40.2%	1.2	3.0%
Motels	39.3%	36.7%	2.6	7.1%	37.3%	2.0	5.4%
28 Day Motels	6.4%	6.8%	(0.4)	-5.9%	7.2%	(0.8)	-11.1%
R.V. Parks	6.0%	4.2%	1.8	42.9%	4.2%	1.8	42.9%
Vacation Rentals	20.1%	8.8%	11.3	128.4%	7.8%	12.3	157.7%
Timeshares	35.8%	26.1%	9.7	37.2%	26.1%	9.7	37.2%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>32.7%</b>	<b>29.9%</b>	<b>2.8</b>	<b>9.4%</b>	<b>31.1%</b>	<b>1.6</b>	<b>5.1%</b>
<b>Average Rates - Cash</b>							
Hotels	\$87.56	\$93.65	(\$6.09)	-6.5%	\$90.42	(\$2.86)	-3.2%
Motels	\$46.04	\$45.50	\$0.54	1.2%	\$44.16	\$1.88	4.3%
28 Day Motels	\$32.75	\$31.92	\$0.83	2.6%	\$30.32	\$2.43	8.0%
R.V. Parks	\$21.64	\$24.79	(\$3.15)	-12.7%	\$24.07	(\$2.43)	-10.1%
Vacation Rentals	\$298.21	\$427.99	(\$129.78)	-30.3%	\$449.45	(\$151.24)	-33.7%
Timeshares	\$54.24	\$56.37	(\$2.13)	-3.8%	\$56.37	(\$2.13)	-3.8%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$85.48</b>	<b>\$89.17</b>	<b>(\$3.69)</b>	<b>-4.1%</b>	<b>\$85.73</b>	<b>(\$0.25)</b>	<b>-0.3%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	236,800	221,502	15,298	6.9%	224,971	11,829	5.3%
Comp	66,464	62,903	3,561	5.7%	62,282	4,182	6.7%
28 Day	126,058	115,514	10,544	9.1%	114,757	11,301	9.8%
<b>Total Occupied Rooms</b>	<b>429,322</b>	<b>399,919</b>	<b>29,403</b>	<b>7.4%</b>	<b>402,010</b>	<b>27,312</b>	<b>6.8%</b>
Vacant	294,638	339,803	(45,165)	-13.3%	320,827	(26,189)	-8.2%
Total Available Rooms	723,960	739,722	(15,762)	-2.1%	722,837	1,123	0.2%
<b>Percentage of Occupancy</b>							
Cash	32.7%	29.9%	2.8	9.4%	31.1%	1.6	5.1%
Comp	9.2%	8.5%	0.7	8.2%	8.6%	0.6	7.0%
28 Day	17.4%	15.6%	1.8	11.5%	15.9%	1.5	9.4%
<b>Total Occupancy Percentage</b>	<b>59.3%</b>	<b>54.1%</b>	<b>5.2</b>	<b>9.6%</b>	<b>55.6%</b>	<b>3.7</b>	<b>6.7%</b>
Vacant	40.7%	45.9%	(5.2)	-11.3%	44.4%	(3.7)	-8.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$20,242,291</b>	<b>\$19,751,918</b>	<b>\$490,373</b>	<b>2.5%</b>	<b>\$19,286,992</b>	<b>\$955,299</b>	<b>5.0%</b>
Comp	\$4,821,735	\$4,615,970	\$205,765	4.5%	\$4,570,378	\$251,357	5.5%
28 Day	\$3,122,146	\$2,399,070	\$723,076	30.1%	\$2,399,070	\$723,076	30.1%
Total Revenue	\$28,186,172	\$26,766,958	\$1,419,214	5.3%	\$26,256,440	\$1,929,732	7.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$85.48</b>	<b>\$89.17</b>	<b>(\$3.69)</b>	<b>-4.1%</b>	<b>\$85.73</b>	<b>(\$0.25)</b>	<b>-0.3%</b>
Comp	\$72.55	\$73.38	(\$0.83)	-1.1%	\$73.38	(\$0.83)	-1.1%
28 Day	\$24.77	\$20.77	\$4.00	19.3%	\$20.91	\$3.86	18.5%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	197,827	187,875	9,952	5.3%	191,160	6,667	3.5%
Comp	66,079	62,724	3,355	5.3%	62,103	3,976	6.4%
28 Day	5,268	2,097	3,171	151.2%	2,097	3,171	151.2%
<b>Total Occupied Rooms</b>	<b>269,174</b>	<b>252,696</b>	<b>16,478</b>	<b>6.5%</b>	<b>255,360</b>	<b>13,814</b>	<b>5.4%</b>
Vacant	208,306	235,926	(27,620)	-11.7%	220,200	(11,894)	-5.4%
Total Available Rooms	477,480	488,622	(11,142)	-2.3%	475,560	1,920	0.4%
<b>Percentage of Occupancy</b>							
Cash	41.4%	38.4%	3.0	7.8%	40.2%	1.2	3.0%
Comp	13.8%	12.8%	1.0	7.8%	13.1%	0.7	5.3%
28 Day	1.1%	0.4%	0.7	175.0%	0.4%	0.7	175.0%
<b>Total Occupancy Percentage</b>	<b>56.4%</b>	<b>51.7%</b>	<b>4.7</b>	<b>9.1%</b>	<b>53.7%</b>	<b>2.7</b>	<b>5.0%</b>
Vacant	43.6%	48.3%	(4.7)	-9.7%	46.3%	(2.7)	-5.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$17,322,065</b>	<b>\$17,595,018</b>	<b>(\$272,953)</b>	<b>-1.6%</b>	<b>\$17,284,590</b>	<b>\$37,475</b>	<b>0.2%</b>
Comp	\$4,810,666	\$4,604,780	\$205,886	4.5%	\$4,559,188	\$251,478	5.5%
28 Day	\$413,973	\$149,393	\$264,580	177.1%	\$149,393	\$264,580	177.1%
Total Revenue	\$22,546,704	\$22,349,191	\$197,513	0.9%	\$21,993,171	\$553,533	2.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$87.56</b>	<b>\$93.65</b>	<b>(\$6.09)</b>	<b>-6.5%</b>	<b>\$90.42</b>	<b>(\$2.86)</b>	<b>-3.2%</b>
Comp	\$72.80	\$73.41	(\$0.61)	-0.8%	\$73.41	(\$0.61)	-0.8%
28 Day	\$78.58	\$71.24	\$7.34	10.3%	\$71.24	\$7.34	10.3%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

January 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,137	18,013	1,124	6.2%	18,195	942	5.2%
Comp	289	90	199	221.1%	90	199	221.1%
28 Day	3,399	3,444	(45)	-1.3%	3,444	(45)	-1.3%
<b>Total Occupied Rooms</b>	<b>22,825</b>	<b>21,547</b>	<b>1,278</b>	<b>5.9%</b>	<b>21,729</b>	<b>1,096</b>	<b>5.0%</b>
Vacant	25,837	27,588	(1,751)	-6.3%	27,088	(1,251)	-4.6%
Total Available Rooms	48,662	49,135	(473)	-1.0%	48,817	(155)	-0.3%
<b>Percentage of Occupancy</b>							
Cash	39.3%	36.7%	2.6	7.1%	37.3%	2.0	5.4%
Comp	0.6%	0.2%	0.4	200.0%	0.2%	0.4	200.0%
28 Day	7.0%	7.0%	-	0.0%	7.1%	(0.1)	-1.4%
<b>Total Occupancy Percentage</b>	<b>46.9%</b>	<b>43.9%</b>	<b>3.0</b>	<b>6.8%</b>	<b>44.5%</b>	<b>2.4</b>	<b>5.4%</b>
Vacant	53.1%	56.1%	(3.0)	-5.3%	55.5%	(2.4)	-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>\$881,145</b>	<b>\$819,521</b>	<b>\$61,624</b>	<b>7.5%</b>	<b>\$803,452</b>	<b>\$77,693</b>	<b>9.7%</b>
Comp	\$7,675	\$7,760	(\$85)	-1.1%	\$7,760	(\$85)	-1.1%
28 Day	\$88,151	\$93,175	(\$5,024)	-5.4%	\$93,175	(\$5,024)	-5.4%
Total Revenue	\$976,971	\$920,456	\$56,515	6.1%	\$904,387	\$72,584	8.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$46.04</b>	<b>\$45.50</b>	<b>\$0.54</b>	<b>1.2%</b>	<b>\$44.16</b>	<b>\$1.88</b>	<b>4.3%</b>
Comp	\$26.56	\$86.22	(\$59.66)	-69.2%	\$86.22	(\$59.66)	-69.2%
28 Day	\$25.93	\$27.05	(\$1.12)	-4.1%	\$27.05	(\$1.12)	-4.1%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,755	7,561	(806)	-10.7%	7,959	(1,204)	-15.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	77,891	76,502	1,389	1.8%	75,745	2,146	2.8%
<b>Total Occupied Rooms</b>	<b>84,646</b>	<b>84,063</b>	<b>583</b>	<b>0.7%</b>	<b>83,704</b>	<b>942</b>	<b>1.1%</b>
Vacant	21,322	27,382	(6,060)	-22.1%	26,780	(5,458)	-20.4%
Total Available Rooms	105,968	111,445	(5,477)	-4.9%	110,484	(4,516)	-4.1%
<b>Percentage of Occupancy</b>							
Cash	6.4%	6.8%	(0.4)	-5.9%	7.2%	(0.8)	-11.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.5%	68.6%	4.9	7.1%	68.6%	4.9	7.1%
<b>Total Occupancy Percentage</b>	<b>79.9%</b>	<b>75.4%</b>	<b>4.5</b>	<b>6.0%</b>	<b>75.8%</b>	<b>4.1</b>	<b>5.4%</b>
Vacant	20.1%	24.6%	(4.5)	-18.3%	24.2%	(4.1)	-16.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$221,194</b>	<b>\$241,335</b>	<b>(\$20,141)</b>	<b>-8.3%</b>	<b>\$241,335</b>	<b>(\$20,141)</b>	<b>-8.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,493,575	\$1,402,196	\$91,379	6.5%	\$1,402,196	\$91,379	6.5%
Total Revenue	\$1,714,769	\$1,643,531	\$71,238	4.3%	\$1,643,531	\$71,238	4.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$32.75</b>	<b>\$31.92</b>	<b>\$0.83</b>	<b>2.6%</b>	<b>\$30.32</b>	<b>\$2.43</b>	<b>8.0%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$19.18	\$18.33	\$0.85	4.6%	\$18.51	\$0.67	3.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,188	2,238	950	42.4%	2,238	950	42.4%
Comp	96	89	7	7.9%	89	7	7.9%
28 Day	30,754	26,083	4,671	17.9%	26,083	4,671	17.9%
<b>Total Occupied Rooms</b>	<b>34,038</b>	<b>28,410</b>	<b>5,628</b>	<b>19.8%</b>	<b>28,410</b>	<b>5,628</b>	<b>19.8%</b>
Vacant	19,375	25,282	(5,907)	-23.4%	25,034	(5,659)	-22.6%
Total Available Rooms	53,413	53,692	(279)	-0.5%	53,444	(31)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	6.0%	4.2%	1.8	42.9%	4.2%	1.8	42.9%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	57.6%	48.6%	9.0	18.5%	48.8%	8.8	18.0%
<b>Total Occupancy Percentage</b>	<b>63.7%</b>	<b>52.9%</b>	<b>10.8</b>	<b>20.4%</b>	<b>53.2%</b>	<b>10.5</b>	<b>19.7%</b>
Vacant	36.3%	47.1%	(10.8)	-22.9%	46.8%	(10.5)	-22.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$68,997</b>	<b>\$55,481</b>	<b>\$13,516</b>	<b>24.4%</b>	<b>\$53,865</b>	<b>\$15,132</b>	<b>28.1%</b>
Comp	\$3,394	\$3,430	(\$36)	-1.0%	\$3,430	(\$36)	-1.0%
28 Day	\$453,145	\$349,241	\$103,904	29.8%	\$349,241	\$103,904	29.8%
Total Revenue	\$525,536	\$408,152	\$117,384	28.8%	\$406,536	\$119,000	29.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$21.64</b>	<b>\$24.79</b>	<b>(\$3.15)</b>	<b>-12.7%</b>	<b>\$24.07</b>	<b>(\$2.43)</b>	<b>-10.1%</b>
Comp	\$35.35	\$38.54	(\$3.19)	-8.3%	\$38.54	(\$3.19)	-8.3%
28 Day	\$14.73	\$13.39	\$1.34	10.0%	\$13.39	\$1.34	10.0%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,969	1,918	3,051	159.1%	1,522	3,447	226.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,746	7,388	1,358	18.4%	7,388	1,358	18.4%
<b>Total Occupied Rooms</b>	<b>13,715</b>	<b>9,306</b>	<b>4,409</b>	<b>47.4%</b>	<b>8,910</b>	<b>4,805</b>	<b>53.9%</b>
Vacant	10,966	12,580	(1,614)	-12.8%	10,669	297	2.8%
Total Available Rooms	24,681	21,886	2,795	12.8%	19,579	5,102	26.1%
<b>Percentage of Occupancy</b>							
Cash	20.1%	8.8%	11.3	128.4%	7.8%	12.3	157.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	35.4%	33.8%	1.6	4.7%	37.7%	(2.3)	-6.1%
<b>Total Occupancy Percentage</b>	<b>55.6%</b>	<b>42.5%</b>	<b>13.1</b>	<b>30.8%</b>	<b>45.5%</b>	<b>10.1</b>	<b>22.2%</b>
Vacant	44.4%	57.5%	(13.1)	-22.8%	54.5%	(10.1)	-18.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,481,808</b>	<b>\$820,878</b>	<b>\$660,930</b>	<b>80.5%</b>	<b>\$684,065</b>	<b>\$797,743</b>	<b>116.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$673,302	\$405,065	\$268,237	66.2%	\$405,065	\$268,237	66.2%
Total Revenue	\$2,155,110	\$1,225,943	\$929,167	75.8%	\$1,089,130	\$1,065,980	97.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$298.21</b>	<b>\$427.99</b>	<b>(\$129.78)</b>	<b>-30.3%</b>	<b>\$449.45</b>	<b>(\$151.24)</b>	<b>-33.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.98	\$54.83	\$22.15	40.4%	\$54.83	\$22.15	40.4%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,924	3,897	1,027	26.4%	3,897	1,027	26.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>4,924</b>	<b>3,897</b>	<b>1,027</b>	<b>26.4%</b>	<b>3,897</b>	<b>1,027</b>	<b>26.4%</b>
Vacant	8,832	11,045	(2,213)	-20.0%	11,056	(2,224)	-20.1%
Total Available Rooms	13,756	14,942	(1,186)	-7.9%	14,953	(1,197)	-8.0%
<b>Percentage of Occupancy</b>							
Cash	35.8%	26.1%	9.7	37.2%	26.1%	9.7	37.2%
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>35.8%</b>	<b>26.1%</b>	<b>9.7</b>	<b>37.2%</b>	<b>26.1%</b>	<b>9.7</b>	<b>37.2%</b>
Vacant	64.2%	73.9%	(9.7)	-13.1%	73.9%	(9.7)	-13.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$267,082</b>	<b>\$219,685</b>	<b>\$47,397</b>	<b>21.6%</b>	<b>\$219,685</b>	<b>\$47,397</b>	<b>21.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$267,082	\$219,685	\$47,397	21.6%	\$219,685	\$47,397	21.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$54.24</b>	<b>\$56.37</b>	<b>(\$2.13)</b>	<b>-3.8%</b>	<b>\$56.37</b>	<b>(\$2.13)</b>	<b>-3.8%</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

January 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	-	-	-	0.0%	-	-	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	-	-	-	<b>0.0%</b>	-	-	<b>0.0%</b>
Vacant	-	-	-	0.0%	-	-	0.0%
Total Available Rooms	-	-	-	0.0%	-	-	0.0%
<b>Percentage of Occupancy</b>							
Cash	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
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>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>	<b>0.0%</b>	-	<b>0.0%</b>
Vacant	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total (must equal 100.0%)	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>0.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Average Rates</b>							
Cash	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.0%</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

## Combined Room Statistics - Year To Date

January 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$202,414,347</b>	<b>\$194,465,721</b>	<b>\$7,948,626</b>	<b>4.1%</b>	<b>\$186,040,699</b>	<b>\$16,373,648</b>	<b>8.8%</b>
<b>Occupied Rooms - Cash</b>	<b>2,088,718</b>	<b>2,088,208</b>	<b>511</b>	<b>0.0%</b>	<b>2,066,818</b>	<b>21,900</b>	<b>1.1%</b>
<b>Average Rate - Cash</b>	<b>\$96.91</b>	<b>\$93.13</b>	<b>\$3.78</b>	<b>4.1%</b>	<b>\$90.01</b>	<b>\$6.90</b>	<b>7.7%</b>
<b>Occupied Rooms</b>							
Cash	2,088,718	2,088,208	511	0.0%	2,066,818	21,900	1.1%
Comp	538,770	522,714	16,056	3.1%	517,565	21,205	4.1%
28 Day	870,349	792,411	77,938	9.8%	787,289	83,060	10.6%
<b>Total Occupied Rooms</b>	<b>3,497,837</b>	<b>3,403,333</b>	<b>94,505</b>	<b>2.8%</b>	<b>3,371,672</b>	<b>126,165</b>	<b>3.7%</b>
<b>Percentage of Occupancy</b>							
Cash	40.8%	40.3%	0.5	1.2%	40.6%	0.2	0.5%
Comp	10.5%	10.1%	0.4	4.0%	10.2%	0.3	2.9%
28 Day	17.0%	15.3%	1.7	11.1%	15.5%	1.5	9.7%
<b>Total Percentage of Occupancy</b>	<b>68.3%</b>	<b>65.7%</b>	<b>2.6</b>	<b>4.0%</b>	<b>66.3%</b>	<b>2.0</b>	<b>3.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,747,955	1,768,438	(20,483)	-1.2%	1,744,038	3,917	0.2%
Motels	153,354	148,336	5,018	3.4%	149,835	3,519	2.3%
28 Day Motels	51,951	58,430	(6,479)	-11.1%	61,505	(9,554)	-15.5%
R.V. Parks	60,823	51,177	9,646	18.8%	51,177	9,646	18.8%
Vacation Rentals	30,201	17,629	12,572	71.3%	13,991	16,210	115.9%
Timeshares	37,740	37,974	(234)	-0.6%	37,974	(234)	-0.6%
Home Owner Rentals	6,694	6,224	471	7.6%	8,298	(1,604)	-19.3%
<b>Total Occupied - Cash</b>	<b>2,088,718</b>	<b>2,088,208</b>	<b>511</b>	<b>0.0%</b>	<b>2,066,818</b>	<b>21,900</b>	<b>1.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	52.1%	52.1%	0.0	0.0%	52.2%	(0.1)	-0.2%
Motels	44.8%	43.2%	1.6	3.7%	43.4%	1.4	3.2%
28 Day Motels	6.9%	7.6%	(0.7)	-9.2%	8.1%	(1.2)	-14.8%
R.V. Parks	16.1%	13.3%	2.8	21.1%	13.6%	2.5	18.4%
Vacation Rentals	18.7%	11.6%	7.1	61.2%	10.3%	8.4	81.6%
Timeshares	39.5%	36.7%	2.8	7.6%	36.7%	2.8	7.6%
Home Owner Rentals	21.2%	19.9%	1.3	6.5%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>40.8%</b>	<b>40.3%</b>	<b>0.5</b>	<b>1.2%</b>	<b>40.6%</b>	<b>0.2</b>	<b>0.5%</b>
<b>Average Rates - Cash</b>							
Hotels	\$101.93	\$98.28	\$3.65	3.7%	\$95.22	\$6.71	7.0%
Motels	\$56.79	\$53.46	\$3.33	6.2%	\$51.89	\$4.90	9.4%
28 Day Motels	\$34.88	\$32.96	\$1.92	5.8%	\$31.31	\$3.57	11.4%
R.V. Parks	\$31.64	\$33.59	(\$1.95)	-5.8%	\$32.62	(\$0.98)	-3.0%
Vacation Rental	\$275.74	\$349.39	(\$73.65)	-21.1%	\$366.87	(\$91.13)	-24.8%
Timeshares	\$44.55	\$34.77	\$9.78	28.1%	\$34.77	\$9.78	28.1%
Home Owner Rentals	\$267.32	\$258.27	\$9.05	3.5%	\$258.27	\$9.05	3.5%
<b>Total Cash Average Rate</b>	<b>\$96.91</b>	<b>\$93.13</b>	<b>\$3.78</b>	<b>4.1%</b>	<b>\$90.01</b>	<b>\$6.90</b>	<b>7.7%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,088,718	2,088,208	511	0.0%	2,066,818	21,900	1.1%
Comp	538,770	522,714	16,056	3.1%	517,565	21,205	4.1%
28 Day	870,349	792,411	77,938	9.8%	787,289	83,060	10.6%
<b>Total Occupied Rooms</b>	<b>3,497,837</b>	<b>3,403,333</b>	<b>94,505</b>	<b>2.8%</b>	<b>3,371,672</b>	<b>126,165</b>	<b>3.7%</b>
Vacant	1,623,805	1,780,215	(156,410)	-8.8%	1,715,636	(91,831)	-5.4%
Total Available Rooms	5,121,642	5,183,547	(61,905)	-1.2%	5,087,308	34,334	0.7%
<b>Percentage of Occupancy</b>							
Cash	40.8%	40.3%	0.5	1.2%	40.6%	0.2	0.5%
Comp	10.5%	10.1%	0.4	4.0%	10.2%	0.3	2.9%
28 Day	17.0%	15.3%	1.7	11.1%	15.5%	1.5	9.7%
<b>Total Occupancy Percentage</b>	<b>68.3%</b>	<b>65.7%</b>	<b>2.6</b>	<b>4.0%</b>	<b>66.3%</b>	<b>2.0</b>	<b>3.0%</b>
Vacant	31.7%	34.3%	(2.6)	-7.6%	33.7%	(2.0)	-5.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$202,414,347</b>	<b>\$194,465,721</b>	<b>\$7,948,626</b>	<b>4.1%</b>	<b>\$186,040,699</b>	<b>\$16,373,648</b>	<b>8.8%</b>
Comp	\$41,324,841	\$40,343,587	\$981,254	2.4%	\$40,125,197	\$1,199,644	3.0%
28 Day	\$22,126,484	\$17,981,207	\$4,145,277	23.1%	\$17,950,263	\$4,176,221	23.3%
Total Revenue	\$265,865,672	\$252,790,515	\$13,075,157	5.2%	\$244,116,159	\$21,749,513	8.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$96.91</b>	<b>\$93.13</b>	<b>\$3.78</b>	<b>4.1%</b>	<b>\$90.01</b>	<b>\$6.90</b>	<b>7.7%</b>
Comp	\$76.70	\$77.18	(\$0.48)	-0.6%	\$77.53	(\$0.83)	-1.1%
28 Day	\$25.42	\$22.69	\$2.73	12.0%	\$22.80	\$2.62	11.5%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,747,955	1,768,438	(20,483)	-1.2%	1,744,038	3,917	0.2%
Comp	535,728	519,989	15,739	3.0%	514,840	20,888	4.1%
28 Day	33,594	19,156	14,438	75.4%	19,156	14,438	75.4%
<b>Total Occupied Rooms</b>	<b>2,317,277</b>	<b>2,307,583</b>	<b>9,694</b>	<b>0.4%</b>	<b>2,278,034</b>	<b>39,243</b>	<b>1.7%</b>
Vacant	1,039,391	1,087,779	(48,388)	-4.4%	1,060,317	(20,926)	-2.0%
Total Available Rooms	3,356,668	3,395,362	(38,694)	-1.1%	3,338,351	18,317	0.5%
<b>Percentage of Occupancy</b>							
Cash	52.1%	52.1%	-	0.0%	52.2%	(0.1)	-0.2%
Comp	16.0%	15.3%	0.7	4.6%	15.4%	0.6	3.9%
28 Day	1.0%	0.6%	0.4	66.7%	0.6%	0.4	66.7%
<b>Total Occupancy Percentage</b>	<b>69.0%</b>	<b>68.0%</b>	<b>1.0</b>	<b>1.5%</b>	<b>68.2%</b>	<b>0.8</b>	<b>1.2%</b>
Vacant	31.0%	32.0%	(1.0)	-3.1%	31.8%	(0.8)	-2.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$178,169,354</b>	<b>\$173,803,379</b>	<b>\$4,365,975</b>	<b>2.5%</b>	<b>\$166,074,719</b>	<b>\$12,094,635</b>	<b>7.3%</b>
Comp	\$41,204,665	\$40,237,397	\$967,268	2.4%	\$40,019,006	\$1,185,659	3.0%
28 Day	\$2,619,335	\$1,334,544	\$1,284,791	96.3%	\$1,334,545	\$1,284,790	96.3%
Total Revenue	\$221,993,354	\$215,375,320	\$6,618,034	3.1%	\$207,428,270	\$14,565,084	7.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$101.93</b>	<b>\$98.28</b>	<b>\$3.65</b>	<b>3.7%</b>	<b>\$95.22</b>	<b>\$6.71</b>	<b>7.0%</b>
Comp	\$76.91	\$77.38	(\$0.47)	-0.6%	\$77.73	(\$0.82)	-1.1%
28 Day	\$77.97	\$69.67	\$8.30	11.9%	\$69.67	\$8.30	11.9%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	153,354	148,336	5,018	3.4%	149,835	3,519	2.3%
Comp	1,566	1,646	(80)	-4.9%	1,646	(80)	-4.9%
28 Day	19,281	21,685	(2,404)	-11.1%	21,685	(2,404)	-11.1%
<b>Total Occupied Rooms</b>	<b>174,201</b>	<b>171,667</b>	<b>2,534</b>	<b>1.5%</b>	<b>173,166</b>	<b>1,035</b>	<b>0.6%</b>
Vacant	168,484	171,836	(3,352)	-2.0%	172,371	(3,887)	-2.3%
Total Available Rooms	342,685	343,503	(818)	-0.2%	345,537	(2,852)	-0.8%
<b>Percentage of Occupancy</b>							
Cash	44.8%	43.2%	1.6	3.7%	43.4%	1.4	3.2%
Comp	0.5%	0.5%	-	0.0%	0.5%	-	0.0%
28 Day	5.6%	6.3%	(0.7)	-11.1%	6.3%	(0.7)	-11.1%
<b>Total Occupancy Percentage</b>	<b>50.8%</b>	<b>50.0%</b>	<b>0.8</b>	<b>1.6%</b>	<b>50.1%</b>	<b>0.7</b>	<b>1.4%</b>
Vacant	49.2%	50.0%	(0.8)	-1.6%	49.9%	(0.7)	-1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$8,709,707</b>	<b>\$7,930,060</b>	<b>\$779,647</b>	<b>9.8%</b>	<b>\$7,774,567</b>	<b>\$935,140</b>	<b>12.0%</b>
Comp	\$61,292	\$46,820	\$14,472	30.9%	\$46,820	\$14,472	30.9%
28 Day	\$674,776	\$655,056	\$19,720	3.0%	\$614,726	\$60,050	9.8%
Total Revenue	\$9,445,775	\$8,631,936	\$813,839	9.4%	\$8,436,113	\$1,009,662	12.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$56.79</b>	<b>\$53.46</b>	<b>\$3.33</b>	<b>6.2%</b>	<b>\$51.89</b>	<b>\$4.90</b>	<b>9.4%</b>
Comp	\$39.14	\$28.44	\$10.70	37.6%	\$28.44	\$10.70	37.6%
28 Day	\$35.00	\$30.21	\$4.79	15.9%	\$28.35	\$6.65	23.5%

**Reno-Sparks Convention and Visitors Authority**

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

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	51,951	58,430	(6,479)	-11.1%	61,505	(9,554)	-15.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	559,531	525,015	34,516	6.6%	519,817	39,714	7.6%
<b>Total Occupied Rooms</b>	<b>611,482</b>	<b>583,445</b>	<b>28,037</b>	<b>4.8%</b>	<b>581,322</b>	<b>30,160</b>	<b>5.2%</b>
Vacant	144,809	189,480	(44,671)	-23.6%	174,742	(29,933)	-17.1%
Total Available Rooms	756,291	772,925	(16,634)	-2.2%	756,064	227	0.0%
<b>Percentage of Occupancy</b>							
Cash	6.9%	7.6%	(0.7)	-9.2%	8.1%	(1.2)	-14.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.0%	67.9%	6.1	9.0%	68.8%	5.2	7.6%
<b>Total Occupancy Percentage</b>	<b>80.9%</b>	<b>75.5%</b>	<b>5.4</b>	<b>7.2%</b>	<b>76.9%</b>	<b>4.0</b>	<b>5.2%</b>
Vacant	19.1%	24.5%	(5.4)	-22.0%	23.1%	(4.0)	-17.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,812,091</b>	<b>\$1,925,982</b>	<b>(\$113,891)</b>	<b>-5.9%</b>	<b>\$1,925,982</b>	<b>(\$113,891)</b>	<b>-5.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$11,342,775	\$10,212,148	\$1,130,627	11.1%	\$10,214,318	\$1,128,457	11.0%
Total Revenue	\$13,154,866	\$12,138,130	\$1,016,736	8.4%	\$12,140,300	\$1,014,566	8.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$34.88</b>	<b>\$32.96</b>	<b>\$1.92</b>	<b>5.8%</b>	<b>\$31.31</b>	<b>\$3.57</b>	<b>11.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$20.27	\$19.45	\$0.82	4.2%	\$19.65	\$0.62	3.2%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	60,823	51,177	9,646	18.8%	51,177	9,646	18.8%
Comp	1,454	1,013	441	43.5%	1,013	441	43.5%
28 Day	199,096	171,869	27,227	15.8%	171,869	27,227	15.8%
<b>Total Occupied Rooms</b>	<b>261,373</b>	<b>224,059</b>	<b>37,314</b>	<b>16.7%</b>	<b>224,059</b>	<b>37,314</b>	<b>16.7%</b>
Vacant	116,379	161,401	(45,022)	-27.9%	151,373	(34,994)	-23.1%
Total Available Rooms	377,752	385,460	(7,708)	-2.0%	375,432	2,320	0.6%
<b>Percentage of Occupancy</b>							
Cash	16.1%	13.3%	2.8	21.1%	13.6%	2.5	18.4%
Comp	0.4%	0.3%	0.1	33.3%	0.3%	0.1	33.3%
28 Day	52.7%	44.6%	8.1	18.2%	45.8%	6.9	15.1%
<b>Total Occupancy Percentage</b>	<b>69.2%</b>	<b>58.1%</b>	<b>11.1</b>	<b>19.1%</b>	<b>59.7%</b>	<b>9.5</b>	<b>15.9%</b>
Vacant	30.8%	41.9%	(11.1)	-26.5%	40.3%	(9.5)	-23.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,924,529</b>	<b>\$1,719,248</b>	<b>\$205,281</b>	<b>11.9%</b>	<b>\$1,669,173</b>	<b>\$255,356</b>	<b>15.3%</b>
Comp	\$55,554	\$51,102	\$4,452	8.7%	\$51,103	\$4,451	8.7%
28 Day	\$2,958,826	\$2,512,417	\$446,409	17.8%	\$2,512,416	\$446,410	17.8%
Total Revenue	\$4,938,909	\$4,282,767	\$656,142	15.3%	\$4,232,692	\$706,217	16.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$31.64</b>	<b>\$33.59</b>	<b>(\$1.95)</b>	<b>-5.8%</b>	<b>\$32.62</b>	<b>(\$0.98)</b>	<b>-3.0%</b>
Comp	\$38.21	\$50.45	(\$12.24)	-24.3%	\$50.45	(\$12.24)	-24.3%
28 Day	\$14.86	\$14.62	\$0.24	1.6%	\$14.62	\$0.24	1.6%



## Reno-Sparks Convention and Visitors Authority

### Vacation Rental Statistics - Year To Date

January 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	30,201	17,629	12,572	71.3%	13,991	16,210	115.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	56,462	52,795	3,667	6.9%	52,795	3,667	6.9%
<b>Total Occupied Rooms</b>	<b>86,663</b>	<b>70,424</b>	<b>16,239</b>	<b>23.1%</b>	<b>66,786</b>	<b>19,877</b>	<b>29.8%</b>
Vacant	74,465	81,227	(6,762)	-8.3%	68,763	5,702	8.3%
Total Available Rooms	161,128	151,651	9,477	6.2%	135,549	25,579	18.9%
<b>Percentage of Occupancy</b>							
Cash	18.7%	11.6%	7.1	61.2%	10.3%	8.4	81.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	35.0%	34.8%	0.2	0.6%	38.9%	(3.9)	-10.0%
<b>Total Occupancy Percentage</b>	<b>53.8%</b>	<b>46.4%</b>	<b>7.4</b>	<b>15.9%</b>	<b>49.3%</b>	<b>4.5</b>	<b>9.1%</b>
Vacant	46.2%	53.6%	(7.4)	-13.8%	50.7%	(4.5)	-8.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$8,327,719</b>	<b>\$6,159,451</b>	<b>\$2,168,268</b>	<b>35.2%</b>	<b>\$5,132,875</b>	<b>\$3,194,844</b>	<b>62.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$4,285,425	\$3,104,190	\$1,181,235	38.1%	\$3,104,190	\$1,181,235	38.1%
Total Revenue	\$12,613,144	\$9,263,641	\$3,349,503	36.2%	\$8,237,065	\$4,376,079	53.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$275.74</b>	<b>\$349.39</b>	<b>(\$73.65)</b>	<b>-21.1%</b>	<b>\$366.87</b>	<b>(\$91.13)</b>	<b>-24.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$75.90	\$58.80	\$17.10	29.1%	\$58.80	\$17.10	29.1%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**January 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	37,740	37,974	(234)	-0.6%	37,974	(234)	-0.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>37,740</b>	<b>37,974</b>	<b>(234)</b>	<b>-0.6%</b>	<b>37,974</b>	<b>(234)</b>	<b>-0.6%</b>
Vacant	57,733	65,392	(7,659)	-11.7%	65,426	(7,693)	-11.8%
Total Available Rooms	95,473	103,366	(7,893)	-7.6%	103,400	(7,927)	-7.7%
<b>Percentage of Occupancy</b>							
Cash	39.5%	36.7%	2.8	7.6%	36.7%	2.8	7.6%
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>39.5%</b>	<b>36.7%</b>	<b>2.8</b>	<b>7.6%</b>	<b>36.7%</b>	<b>2.8</b>	<b>7.6%</b>
Vacant	60.5%	63.3%	(2.8)	-4.4%	63.3%	(2.8)	-4.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,681,499</b>	<b>\$1,320,256</b>	<b>\$361,243</b>	<b>27.4%</b>	<b>\$1,320,256</b>	<b>\$361,243</b>	<b>27.4%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,681,499	\$1,320,256	\$361,243	27.4%	\$1,320,256	\$361,243	27.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.55</b>	<b>\$34.77</b>	<b>\$9.78</b>	<b>28.1%</b>	<b>\$34.77</b>	<b>\$9.78</b>	<b>28.1%</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	6,694	6,224	471	7.6%	8,298	(1,604)	-19.3%
Comp	22	66	(44)	-66.7%	66	(44)	-66.7%
28 Day	2,385	1,891	494	26.1%	1,967	418	21.3%
<b>Total Occupied Rooms</b>	<b>9,101</b>	<b>8,181</b>	<b>921</b>	<b>11.3%</b>	<b>10,331</b>	<b>(1,230)</b>	<b>-11.9%</b>
Vacant	22,544	23,100	(556)	-2.4%	22,644	(100)	-0.4%
Total Available Rooms	31,645	31,280	365	1.2%	32,975	(1,330)	-4.0%
<b>Percentage of Occupancy</b>							
Cash	21.2%	19.9%	1.3	6.5%	25.2%	(4.0)	-15.9%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	7.5%	6.0%	1.5	25.0%	6.0%	1.5	25.0%
<b>Total Occupancy Percentage</b>	<b>28.8%</b>	<b>26.2%</b>	<b>2.6</b>	<b>9.9%</b>	<b>31.3%</b>	<b>(2.5)</b>	<b>-8.0%</b>
Vacant	71.2%	73.8%	(2.6)	-3.5%	68.7%	2.5	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>\$1,789,448</b>	<b>\$1,607,345</b>	<b>\$182,103</b>	<b>11.3%</b>	<b>\$2,143,127</b>	<b>(\$353,679)</b>	<b>-16.5%</b>
Comp	\$3,330	\$8,268	(\$4,938)	-59.7%	\$8,268	(\$4,938)	-59.7%
28 Day	\$245,347	\$162,852	\$82,495	50.7%	\$170,068	\$75,279	44.3%
Total Revenue	\$2,038,125	\$1,778,465	\$259,660	14.6%	\$2,321,463	(\$283,338)	-12.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$267.32</b>	<b>\$258.27</b>	<b>\$9.05</b>	<b>3.5%</b>	<b>\$258.27</b>	<b>\$9.05</b>	<b>3.5%</b>
Comp	\$151.36	\$125.27	\$26.09	20.8%	\$125.27	\$26.09	20.8%
28 Day	\$102.87	\$86.12	\$16.75	19.4%	\$86.46	\$16.41	19.0%

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
January 2017**

Current Month Actual January 2017	Last Year Actual January 2016			Tax District	Year To Date Actual July 2016 - January 2017	Last Year - Year To Date Actual July 2015 - January 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$9,772,786	\$9,538,256	\$234,531	2.5%	Reno B	\$95,564,835	\$89,347,432	\$6,217,403	7.0%
\$4,473,539	\$4,875,224	(\$401,683)	-8.2%	Reno D	\$51,970,800	\$49,214,735	\$2,756,065	5.6%
\$411,285	\$36,334	\$374,952	1032.0%	Reno E	\$2,650,901	\$382,086	\$2,268,815	593.8%
<b>\$14,657,611</b>	<b>\$14,449,813</b>	<b>\$207,799</b>	<b>1.4%</b>	<b>Total Reno</b>	<b>\$150,186,536</b>	<b>\$138,944,253</b>	<b>\$11,242,282</b>	<b>8.1%</b>
\$19,926	\$10,937	\$8,988	82.2%	Washoe A	\$219,926	\$183,439	\$36,487	19.9%
\$3,436,857	\$2,760,293	\$676,564	24.5%	Washoe B	\$30,535,321	\$27,759,922	\$2,775,399	10.0%
<b>\$3,456,782</b>	<b>\$2,771,230</b>	<b>\$685,552</b>	<b>24.7%</b>	<b>Total Washoe Co.</b>	<b>\$30,755,247</b>	<b>\$27,943,361</b>	<b>\$2,811,886</b>	<b>10.1%</b>
<b>\$2,127,897</b>	<b>\$2,065,948</b>	<b>\$61,949</b>	<b>3.0%</b>	<b>Sparks</b>	<b>\$21,472,565</b>	<b>\$19,153,084</b>	<b>\$2,319,481</b>	<b>12.1%</b>
<b>\$20,242,291</b>	<b>\$19,286,992</b>	<b>\$955,299</b>	<b>5.0%</b>	<b>Total Taxable Revenue</b>	<b>\$202,414,347</b>	<b>\$186,040,699</b>	<b>\$16,373,648</b>	<b>8.8%</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  
January 2017**

Current Month Actual January 2017	Last Year Actual January 2016			Tax District	Year To Date Actual July 2016 - January 2017	Last Year - Year To Date Actual July 2015 - January 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
118,346	116,330	2,016	1.7%	Reno B	998,249	1,003,268	(5,019)	-0.5%
57,983	58,548	(565)	-1.0%	Reno D	603,508	623,000	(19,492)	-3.1%
4,310	1,221	3,089	253.0%	Reno E	29,076	12,127	16,949	139.8%
<b>180,639</b>	<b>176,099</b>	<b>4,540</b>	<b>2.6%</b>	<b>Total Reno</b>	<b>1,630,833</b>	<b>1,638,395</b>	<b>(7,562)</b>	<b>-0.5%</b>
407	588	(181)	-30.8%	Washoe A	6,970	7,337	(367)	-5.0%
15,400	12,223	3,177	26.0%	Washoe B	115,975	105,274	10,701	10.2%
<b>15,807</b>	<b>12,811</b>	<b>2,996</b>	<b>23.4%</b>	<b>Total Washoe Co.</b>	<b>122,945</b>	<b>112,611</b>	<b>10,334</b>	<b>9.2%</b>
<b>40,354</b>	<b>36,061</b>	<b>4,293</b>	<b>11.9%</b>	<b>Sparks</b>	<b>334,940</b>	<b>315,812</b>	<b>19,128</b>	<b>6.1%</b>
<b>236,800</b>	<b>224,971</b>	<b>11,829</b>	<b>5.3%</b>	<b>Total Taxable Rooms</b>	<b>2,088,718</b>	<b>2,066,818</b>	<b>21,900</b>	<b>1.1%</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

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
January 2017**

Current Month Actual January 2017	Last Year Actual January 2016			Tax District	Year To Date Actual July 2016 - January 2017	Last Year - Year To Date Actual July 2015 - January 2016		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$82.58	\$81.99	\$0.59	0.7%	Reno B	\$95.73	\$89.06	\$6.68	7.5%
\$77.15	\$83.27	-\$6.12	-7.3%	Reno D	\$86.11	\$79.00	\$7.12	9.0%
\$95.43	\$29.76	\$65.67	220.7%	Reno E	\$91.17	\$31.51	\$59.66	189.4%
<b>\$81.14</b>	<b>\$82.06</b>	<b>-\$0.91</b>	<b>-1.1%</b>	<b>Total Reno</b>	<b>\$92.09</b>	<b>\$84.81</b>	<b>\$7.29</b>	<b>8.6%</b>
\$48.96	\$18.60	\$30.36	163.2%	Washoe A	\$31.55	\$25.00	\$6.55	26.2%
\$223.17	\$225.83	-\$2.66	-1.2%	Washoe B	\$263.29	\$263.69	-\$0.40	-0.2%
<b>\$218.69</b>	<b>\$216.32</b>	<b>\$2.37</b>	<b>1.1%</b>	<b>Total Washoe Co.</b>	<b>\$250.15</b>	<b>\$248.14</b>	<b>\$2.01</b>	<b>0.8%</b>
<b>\$52.73</b>	<b>\$57.29</b>	<b>-\$4.56</b>	<b>-8.0%</b>	<b>Sparks</b>	<b>\$64.11</b>	<b>\$60.65</b>	<b>\$3.46</b>	<b>5.7%</b>
<b>\$85.48</b>	<b>\$85.73</b>	<b>-\$0.25</b>	<b>-0.3%</b>	<b>Total Average Daily Rate</b>	<b>\$96.91</b>	<b>\$90.01</b>	<b>\$6.90</b>	<b>7.7%</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