

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## February 2017

### Room Statistics

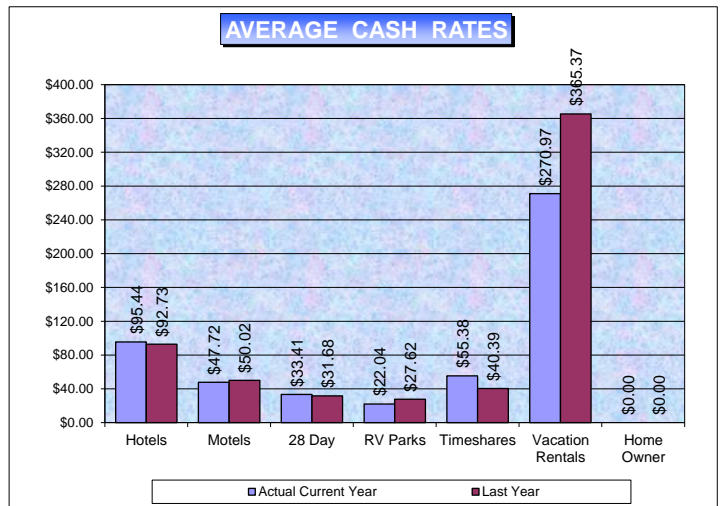
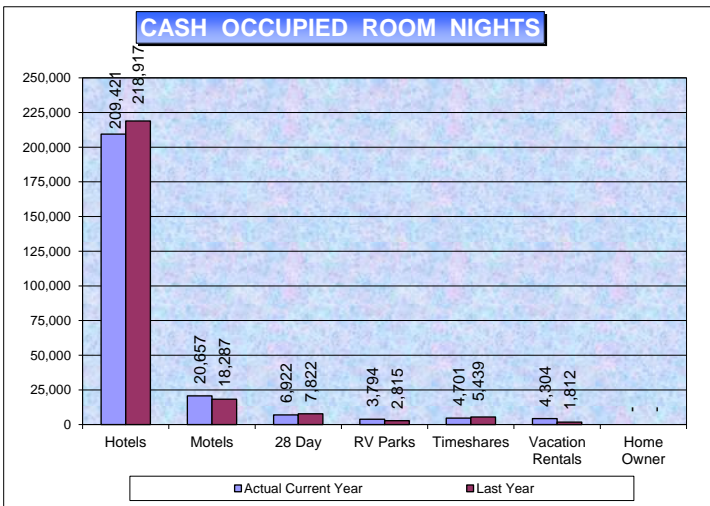
Taxable room revenues for the month of \$22,714,041 are above prior year by \$291,166 (1.3%). Cash occupied room nights of 249,799 are below prior year by 5,293 (-2.1%). Comp occupied room nights of 66,643 are below prior year by 6,478 (-8.9%), and 28-day occupied room nights of 119,286 are above prior year by 9,896 (9.0%). Total occupied rooms for the month (Cash, Comp, 28-day) of 435,728 are 1,875 (-0.4%) below the prior year.

Overall, Washoe County occupancy percentages of 66.0% for the month are 2.6% above the 64.3% level of the prior year. There were 19,604 (-2.9%) less available rooms for the month compared to the prior (leap) year.

Overall cash average rates for the month of \$90.93 increased \$3.03 (3.4%), compared to \$87.90 for the prior year.

Year-to-date cash occupied room nights of 2,338,542 are (0.7%) above prior year. Cash average rates year-to-date of \$96.27 are \$6.49 (7.2%) above the prior year. Year-to-date, total taxable room revenues of \$225,129,028 are \$16,665,456 (8.0%) above prior year.

February 2017						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	435,274	209,421	\$95.44	\$92.73	\$2.71	2.9%
Motels	44,688	20,657	\$47.72	\$50.02	(\$2.30)	-4.6%
28 Day	97,447	6,922	\$33.41	\$31.68	\$1.73	5.4%
RV Parks	48,244	3,794	\$22.04	\$27.62	(\$5.58)	-20.2%
Timeshares	12,359	4,701	\$55.38	\$40.39	\$14.99	37.1%
Vacation Rentals	22,497	4,304	\$270.97	\$365.37	(\$94.40)	-25.8%
Home Owner	-	-	\$0.00	\$0.00	\$0.00	0.0%
<b>Totals</b>	<b>660,509</b>	<b>249,799</b>	<b>\$90.93</b>	<b>\$87.90</b>	<b>\$3.03</b>	<b>3.4%</b>



Attached please find the detail statistics for each market segment.

Contact:  
**Brian Rivers**  
 Director of Finance  
[brivers@renotahoeusa.com](mailto:brivers@renotahoeusa.com)  
 775-827-7626

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

February 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$22,714,041</b>	<b>\$23,225,045</b>	<b>(\$511,004)</b>	<b>-2.2%</b>	<b>\$22,422,875</b>	<b>\$291,166</b>	<b>1.3%</b>
<b>Occupied Rooms - Cash</b>	<b>249,799</b>	<b>255,116</b>	<b>(5,317)</b>	<b>-2.1%</b>	<b>255,092</b>	<b>(5,293)</b>	<b>-2.1%</b>
<b>Average Rate - Cash</b>	<b>\$90.93</b>	<b>\$91.04</b>	<b>(\$0.11)</b>	<b>-0.1%</b>	<b>\$87.90</b>	<b>\$3.03</b>	<b>3.4%</b>
<b>Occupied Rooms</b>							
Cash	249,799	255,116	(5,317)	-2.1%	255,092	(5,293)	-2.1%
Comp	66,643	73,851	(7,208)	-9.8%	73,121	(6,478)	-8.9%
28 Day	119,286	110,119	9,167	8.3%	109,390	9,896	9.0%
<b>Total Occupied Rooms</b>	<b>435,728</b>	<b>439,086</b>	<b>(3,358)</b>	<b>-0.8%</b>	<b>437,603</b>	<b>(1,875)</b>	<b>-0.4%</b>
<b>Percentage of Occupancy</b>							
Cash	37.8%	38.1%	(0.3)	-0.8%	37.5%	0.3	0.8%
Comp	10.1%	11.0%	(0.9)	-8.2%	10.8%	(0.7)	-6.5%
28 Day	18.1%	16.5%	1.6	9.7%	16.1%	2.0	12.4%
<b>Total Percentage of Occupancy</b>	<b>66.0%</b>	<b>65.6%</b>	<b>0.4</b>	<b>0.6%</b>	<b>64.3%</b>	<b>1.7</b>	<b>2.6%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	209,421	219,044	(9,623)	-4.4%	218,917	(9,496)	-4.3%
Motels	20,657	18,104	2,553	14.1%	18,287	2,370	13.0%
28 Day Motels	6,922	7,431	(509)	-6.8%	7,822	(900)	-11.5%
R.V. Parks	3,794	2,815	979	34.8%	2,815	979	34.8%
Vacation Rentals	4,304	2,283	2,021	88.5%	1,812	2,492	137.5%
Timehares	4,701	5,439	(738)	-13.6%	5,439	(738)	-13.6%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied - Cash</b>	<b>249,799</b>	<b>255,116</b>	<b>(5,317)</b>	<b>-2.1%</b>	<b>255,092</b>	<b>(5,293)</b>	<b>-2.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	48.1%	49.6%	(1.5)	-3.0%	48.9%	(0.8)	-1.6%
Motels	46.2%	40.8%	5.4	13.2%	40.4%	5.8	14.4%
28 Day Motels	7.1%	7.4%	(0.3)	-4.1%	7.4%	(0.3)	-4.1%
R.V. Parks	7.9%	5.8%	2.1	36.2%	5.6%	2.3	41.1%
Vacation Rentals	19.1%	11.1%	8.0	72.1%	10.0%	9.1	91.0%
Timeshares	38.0%	40.1%	(2.1)	-5.2%	40.1%	(2.1)	-5.2%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>37.8%</b>	<b>38.1%</b>	<b>(0.3)</b>	<b>-0.8%</b>	<b>37.5%</b>	<b>0.3</b>	<b>0.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$95.44	\$95.64	(\$0.20)	-0.2%	\$92.73	\$2.71	2.9%
Motels	\$47.72	\$51.54	(\$3.82)	-7.4%	\$50.02	(\$2.30)	-4.6%
28 Day Motels	\$33.41	\$33.35	\$0.06	0.2%	\$31.68	\$1.73	5.5%
R.V. Parks	\$22.04	\$28.44	(\$6.40)	-22.5%	\$27.62	(\$5.58)	-20.2%
Vacation Rentals	\$270.97	\$347.99	(\$77.02)	-22.1%	\$365.37	(\$94.40)	-25.8%
Timeshares	\$55.38	\$40.39	\$14.99	37.1%	\$40.39	\$14.99	37.1%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
<b>Total Cash Average Rate</b>	<b>\$90.93</b>	<b>\$91.04</b>	<b>(\$0.11)</b>	<b>-0.1%</b>	<b>\$87.90</b>	<b>\$3.03</b>	<b>3.4%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	249,799	255,116	(5,317)	-2.1%	255,092	(5,293)	-2.1%
Comp	66,643	73,851	(7,208)	-9.8%	73,121	(6,478)	-8.9%
28 Day	119,286	110,119	9,167	8.3%	109,390	9,896	9.0%
<b>Total Occupied Rooms</b>	<b>435,728</b>	<b>439,086</b>	<b>(3,358)</b>	<b>-0.8%</b>	<b>437,603</b>	<b>(1,875)</b>	<b>-0.4%</b>
Vacant	224,781	229,834	(5,053)	-2.2%	242,510	(17,729)	-7.3%
Total Available Rooms	660,509	668,920	(8,411)	-1.3%	680,113	(19,604)	-2.9%
<b>Percentage of Occupancy</b>							
Cash	37.8%	38.1%	(0.3)	-0.8%	37.5%	0.3	0.8%
Comp	10.1%	11.0%	(0.9)	-8.2%	10.8%	(0.7)	-6.5%
28 Day	18.1%	16.5%	1.6	9.7%	16.1%	2.0	12.4%
<b>Total Occupancy Percentage</b>	<b>66.0%</b>	<b>65.6%</b>	<b>0.4</b>	<b>0.6%</b>	<b>64.3%</b>	<b>1.7</b>	<b>2.6%</b>
Vacant	34.0%	34.4%	(0.4)	-1.2%	35.7%	(1.7)	-4.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$22,714,041</b>	<b>\$23,225,045</b>	<b>(\$511,004)</b>	<b>-2.2%</b>	<b>\$22,422,875</b>	<b>\$291,166</b>	<b>1.3%</b>
Comp	\$5,240,155	\$5,628,119	(\$387,964)	-6.9%	\$5,572,499	(\$332,344)	-6.0%
28 Day	\$3,353,805	\$2,475,659	\$878,146	35.5%	\$2,475,659	\$878,146	35.5%
Total Revenue	\$31,308,001	\$31,328,823	(\$20,822)	-0.1%	\$30,471,033	\$836,968	2.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$90.93</b>	<b>\$91.04</b>	<b>(\$0.11)</b>	<b>-0.1%</b>	<b>\$87.90</b>	<b>\$3.03</b>	<b>3.4%</b>
Comp	\$78.63	\$76.21	\$2.42	3.2%	\$76.21	\$2.42	3.2%
28 Day	\$28.12	\$22.48	\$5.64	25.1%	\$22.63	\$5.49	24.3%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

February 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	209,421	219,044	(9,623)	-4.4%	218,917	(9,496)	-4.3%
Comp	66,336	73,688	(7,352)	-10.0%	72,958	(6,622)	-9.1%
28 Day	6,397	1,956	4,441	227.0%	1,956	4,441	227.0%
<b>Total Occupied Rooms</b>	<b>282,154</b>	<b>294,688</b>	<b>(12,534)</b>	<b>-4.3%</b>	<b>293,831</b>	<b>(11,677)</b>	<b>-4.0%</b>
Vacant	153,120	146,648	6,472	4.4%	154,042	(922)	-0.6%
Total Available Rooms	435,274	441,336	(6,062)	-1.4%	447,873	(12,599)	-2.8%
<b>Percentage of Occupancy</b>							
Cash	48.1%	49.6%	(1.5)	-3.0%	48.9%	(0.8)	-1.6%
Comp	15.2%	16.7%	(1.5)	-9.0%	16.3%	(1.1)	-6.7%
28 Day	1.5%	0.4%	1.1	275.0%	0.4%	1.1	275.0%
<b>Total Occupancy Percentage</b>	<b>64.8%</b>	<b>66.8%</b>	<b>(2.0)</b>	<b>-3.0%</b>	<b>65.6%</b>	<b>(0.8)</b>	<b>-1.2%</b>
Vacant	35.2%	33.2%	2.0	6.0%	34.4%	0.8	2.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$19,986,845</b>	<b>\$20,950,008</b>	<b>(\$963,163)</b>	<b>-4.6%</b>	<b>\$20,300,873</b>	<b>(\$314,028)</b>	<b>-1.5%</b>
Comp	\$5,231,715	\$5,617,625	(\$385,910)	-6.9%	\$5,562,005	(\$330,290)	-5.9%
28 Day	\$518,401	\$144,377	\$374,024	259.1%	\$144,377	\$374,024	259.1%
Total Revenue	\$25,736,961	\$26,712,010	(\$975,049)	-3.7%	\$26,007,255	(\$270,294)	-1.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$95.44</b>	<b>\$95.64</b>	<b>(\$0.20)</b>	<b>-0.2%</b>	<b>\$92.73</b>	<b>\$2.71</b>	<b>2.9%</b>
Comp	\$78.87	\$76.24	\$2.63	3.4%	\$76.24	\$2.63	3.4%
28 Day	\$81.04	\$73.81	\$7.23	9.8%	\$73.81	\$7.23	9.8%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

February 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	20,657	18,104	2,553	14.1%	18,287	2,370	13.0%
Comp	127	89	38	42.7%	89	38	42.7%
28 Day	3,211	3,107	104	3.3%	3,107	104	3.3%
<b>Total Occupied Rooms</b>	<b>23,995</b>	<b>21,300</b>	<b>2,695</b>	<b>12.7%</b>	<b>21,483</b>	<b>2,512</b>	<b>11.7%</b>
Vacant	20,693	23,080	(2,387)	-10.3%	23,760	(3,067)	-12.9%
Total Available Rooms	44,688	44,380	308	0.7%	45,243	(555)	-1.2%
<b>Percentage of Occupancy</b>							
Cash	46.2%	40.8%	5.4	13.2%	40.4%	5.8	14.4%
Comp	0.3%	0.2%	0.1	50.0%	0.2%	0.1	50.0%
28 Day	7.2%	7.0%	0.2	2.9%	6.9%	0.3	4.3%
<b>Total Occupancy Percentage</b>	<b>53.7%</b>	<b>48.0%</b>	<b>5.7</b>	<b>11.9%</b>	<b>47.5%</b>	<b>6.2</b>	<b>13.1%</b>
Vacant	46.3%	52.0%	(5.7)	-11.0%	52.5%	(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>\$985,723</b>	<b>\$933,010</b>	<b>\$52,713</b>	<b>5.6%</b>	<b>\$914,716</b>	<b>\$71,007</b>	<b>7.8%</b>
Comp	\$4,952	\$7,013	(\$2,061)	-29.4%	\$7,013	(\$2,061)	-29.4%
28 Day	\$97,082	\$92,455	\$4,627	5.0%	\$92,455	\$4,627	5.0%
Total Revenue	\$1,087,757	\$1,032,478	\$55,279	5.4%	\$1,014,184	\$73,573	7.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$47.72</b>	<b>\$51.54</b>	<b>(\$3.82)</b>	<b>-7.4%</b>	<b>\$50.02</b>	<b>(\$2.30)</b>	<b>-4.6%</b>
Comp	\$38.99	\$78.80	(\$39.81)	-50.5%	\$78.80	(\$39.81)	-50.5%
28 Day	\$30.23	\$29.76	\$0.47	1.6%	\$29.76	\$0.47	1.6%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,922	7,431	(509)	-6.8%	7,822	(900)	-11.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	72,715	73,599	(884)	-1.2%	72,870	(155)	-0.2%
<b>Total Occupied Rooms</b>	<b>79,637</b>	<b>81,030</b>	<b>(1,393)</b>	<b>-1.7%</b>	<b>80,692</b>	<b>(1,055)</b>	<b>-1.3%</b>
Vacant	17,810	19,630	(1,820)	-9.3%	24,526	(6,716)	-27.4%
Total Available Rooms	97,447	100,660	(3,213)	-3.2%	105,218	(7,771)	-7.4%
<b>Percentage of Occupancy</b>							
Cash	7.1%	7.4%	(0.3)	-4.1%	7.4%	(0.3)	-4.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.6%	73.1%	1.5	2.1%	69.3%	5.3	7.6%
<b>Total Occupancy Percentage</b>	<b>81.7%</b>	<b>80.5%</b>	<b>1.2</b>	<b>1.5%</b>	<b>76.7%</b>	<b>5.0</b>	<b>6.5%</b>
Vacant	18.3%	19.5%	(1.2)	-6.2%	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>\$231,241</b>	<b>\$247,802</b>	<b>(\$16,561)</b>	<b>-6.7%</b>	<b>\$247,802</b>	<b>(\$16,561)</b>	<b>-6.7%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,553,154	\$1,456,033	\$97,121	6.7%	\$1,456,033	\$97,121	6.7%
Total Revenue	\$1,784,395	\$1,703,835	\$80,560	4.7%	\$1,703,835	\$80,560	4.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$33.41</b>	<b>\$33.35</b>	<b>\$0.06</b>	<b>0.2%</b>	<b>\$31.68</b>	<b>\$1.73</b>	<b>5.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$21.36	\$19.78	\$1.58	8.0%	\$19.98	\$1.38	6.9%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,794	2,815	979	34.8%	2,815	979	34.8%
Comp	180	74	106	143.2%	74	106	143.2%
28 Day	28,023	24,762	3,261	13.2%	24,762	3,261	13.2%
<b>Total Occupied Rooms</b>	<b>31,997</b>	<b>27,651</b>	<b>4,346</b>	<b>15.7%</b>	<b>27,651</b>	<b>4,346</b>	<b>15.7%</b>
Vacant	16,247	20,845	(4,598)	-22.1%	22,374	(6,127)	-27.4%
Total Available Rooms	48,244	48,496	(252)	-0.5%	50,025	(1,781)	-3.6%
<b>Percentage of Occupancy</b>							
Cash	7.9%	5.8%	2.1	36.2%	5.6%	2.3	41.1%
Comp	0.4%	0.2%	0.2	100.0%	0.1%	0.3	300.0%
28 Day	58.1%	51.1%	7.0	13.7%	49.5%	8.6	17.4%
<b>Total Occupancy Percentage</b>	<b>66.3%</b>	<b>57.0%</b>	<b>9.3</b>	<b>16.3%</b>	<b>55.3%</b>	<b>11.0</b>	<b>19.9%</b>
Vacant	33.7%	43.0%	(9.3)	-21.6%	44.7%	(11.0)	-24.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$83,601</b>	<b>\$80,071</b>	<b>\$3,530</b>	<b>4.4%</b>	<b>\$77,739</b>	<b>\$5,862</b>	<b>7.5%</b>
Comp	\$3,488	\$3,481	\$7	0.2%	\$3,481	\$7	0.2%
28 Day	\$435,307	\$359,752	\$75,555	21.0%	\$359,752	\$75,555	21.0%
Total Revenue	\$522,396	\$443,304	\$79,092	17.8%	\$440,972	\$81,424	18.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$22.04</b>	<b>\$28.44</b>	<b>(\$6.40)</b>	<b>-22.5%</b>	<b>\$27.62</b>	<b>(\$5.58)</b>	<b>-20.2%</b>
Comp	\$19.38	\$47.04	(\$27.66)	-58.8%	\$47.04	(\$27.66)	-58.8%
28 Day	\$15.53	\$14.53	\$1.00	6.9%	\$14.53	\$1.00	6.9%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,304	2,283	2,021	88.5%	1,812	2,492	137.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,940	6,695	2,245	33.5%	6,695	2,245	33.5%
<b>Total Occupied Rooms</b>	<b>13,244</b>	<b>8,978</b>	<b>4,266</b>	<b>47.5%</b>	<b>8,507</b>	<b>4,737</b>	<b>55.7%</b>
Vacant	9,253	11,518	(2,265)	-19.7%	9,691	(438)	-4.5%
Total Available Rooms	22,497	20,496	2,001	9.8%	18,198	4,299	23.6%
<b>Percentage of Occupancy</b>							
Cash	19.1%	11.1%	8.0	72.1%	10.0%	9.1	91.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	39.7%	32.7%	7.0	21.4%	36.8%	2.9	7.9%
<b>Total Occupancy Percentage</b>	<b>58.9%</b>	<b>43.8%</b>	<b>15.1</b>	<b>34.5%</b>	<b>46.7%</b>	<b>12.2</b>	<b>26.1%</b>
Vacant	41.1%	56.2%	(15.1)	-26.9%	53.3%	(12.2)	-22.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,166,273</b>	<b>\$794,455</b>	<b>\$371,818</b>	<b>46.8%</b>	<b>\$662,046</b>	<b>\$504,227</b>	<b>76.2%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$749,861	\$423,042	\$326,819	77.3%	\$423,042	\$326,819	77.3%
Total Revenue	\$1,916,134	\$1,217,497	\$698,637	57.4%	\$1,085,088	\$831,046	76.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$270.97</b>	<b>\$347.99</b>	<b>(\$77.02)</b>	<b>-22.1%</b>	<b>\$365.37</b>	<b>(\$94.40)</b>	<b>-25.8%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$83.88	\$63.19	\$20.69	32.7%	\$63.19	\$20.69	32.7%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,701	5,439	(738)	-13.6%	5,439	(738)	-13.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>4,701</b>	<b>5,439</b>	<b>(738)</b>	<b>-13.6%</b>	<b>5,439</b>	<b>(738)</b>	<b>-13.6%</b>
Vacant	7,658	8,113	(455)	-5.6%	8,117	(459)	-5.7%
Total Available Rooms	12,359	13,552	(1,193)	-8.8%	13,556	(1,197)	-8.8%
<b>Percentage of Occupancy</b>							
Cash	38.0%	40.1%	(2.1)	-5.2%	40.1%	(2.1)	-5.2%
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>38.0%</b>	<b>40.1%</b>	<b>(2.1)</b>	<b>-5.2%</b>	<b>40.1%</b>	<b>(2.1)</b>	<b>-5.2%</b>
Vacant	62.0%	59.9%	2.1	3.5%	59.9%	2.1	3.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$260,358</b>	<b>\$219,699</b>	<b>\$40,659</b>	<b>18.5%</b>	<b>\$219,699</b>	<b>\$40,659</b>	<b>18.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$260,358	\$219,699	\$40,659	18.5%	\$219,699	\$40,659	18.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$55.38</b>	<b>\$40.39</b>	<b>\$14.99</b>	<b>37.1%</b>	<b>\$40.39</b>	<b>\$14.99</b>	<b>37.1%</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 Rental**

**February 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>							
<b>Cash</b>	<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

February 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$225,129,028</b>	<b>\$217,690,766</b>	<b>\$7,438,262</b>	<b>3.4%</b>	<b>\$208,463,572</b>	<b>\$16,665,456</b>	<b>8.0%</b>
<b>Occupied Rooms - Cash</b>	<b>2,338,542</b>	<b>2,343,324</b>	<b>(4,782)</b>	<b>-0.2%</b>	<b>2,321,910</b>	<b>16,632</b>	<b>0.7%</b>
<b>Average Rate - Cash</b>	<b>\$96.27</b>	<b>\$92.90</b>	<b>\$3.37</b>	<b>3.6%</b>	<b>\$89.78</b>	<b>\$6.49</b>	<b>7.2%</b>
<b>Occupied Rooms</b>							
Cash	2,338,542	2,343,324	(4,782)	-0.2%	2,321,910	16,632	0.7%
Comp	605,413	596,565	8,848	1.5%	590,686	14,727	2.5%
28 Day	989,917	902,530	87,387	9.7%	896,679	93,238	10.4%
<b>Total Occupied Rooms</b>	<b>3,933,872</b>	<b>3,842,419</b>	<b>91,454</b>	<b>2.4%</b>	<b>3,809,275</b>	<b>124,597</b>	<b>3.3%</b>
<b>Percentage of Occupancy</b>							
Cash	40.4%	40.0%	0.4	1.0%	40.3%	0.1	0.2%
Comp	10.5%	10.2%	0.3	2.9%	10.2%	0.3	2.9%
28 Day	17.1%	15.4%	1.7	11.0%	15.5%	1.6	10.3%
<b>Total Percentage of Occupancy</b>	<b>68.0%</b>	<b>65.7%</b>	<b>2.3</b>	<b>3.5%</b>	<b>66.0%</b>	<b>2.0</b>	<b>3.0%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	1,957,376	1,987,482	(30,106)	-1.5%	1,962,955	(5,579)	-0.3%
Motels	174,011	166,440	7,571	4.5%	168,122	5,889	3.5%
28 Day Motels	58,898	65,861	(6,963)	-10.6%	69,327	(10,429)	-15.0%
R.V. Parks	64,617	53,992	10,625	19.7%	53,992	10,625	19.7%
Vacation Rentals	34,505	19,912	14,593	73.3%	15,803	18,702	118.3%
Timeshares	42,441	43,413	(972)	-2.2%	43,413	(972)	-2.2%
Home Owner Rentals	6,694	6,224	471	7.6%	8,298	(1,604)	-19.3%
<b>Total Occupied - Cash</b>	<b>2,338,542</b>	<b>2,343,324</b>	<b>(4,782)</b>	<b>-0.2%</b>	<b>2,321,910</b>	<b>16,632</b>	<b>0.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	51.6%	51.8%	(0.2)	-0.4%	51.8%	(0.2)	-0.4%
Motels	44.9%	42.9%	2.0	4.7%	43.0%	1.9	4.4%
28 Day Motels	6.9%	7.5%	(0.6)	-8.0%	8.0%	(1.1)	-13.8%
R.V. Parks	15.2%	12.4%	2.8	22.6%	12.7%	2.5	19.7%
Vacation Rentals	18.8%	11.6%	7.2	62.1%	10.3%	8.5	82.5%
Timeshares	39.4%	37.1%	2.3	6.2%	37.1%	2.3	6.2%
Home Owner Rentals	21.2%	19.9%	1.3	6.5%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>40.4%</b>	<b>40.0%</b>	<b>0.4</b>	<b>1.0%</b>	<b>40.3%</b>	<b>0.1</b>	<b>0.2%</b>
<b>Average Rates - Cash</b>							
Hotels	\$101.24	\$97.99	\$3.25	3.3%	\$94.95	\$6.29	6.6%
Motels	\$55.72	\$53.25	\$2.47	4.6%	\$51.68	\$4.04	7.8%
28 Day Motels	\$34.70	\$33.01	\$1.69	5.1%	\$31.36	\$3.34	10.7%
R.V. Parks	\$31.08	\$33.33	(\$2.25)	-6.8%	\$32.36	(\$1.28)	-4.0%
Vacation Rental	\$275.15	\$349.23	(\$74.08)	-21.2%	\$366.70	(\$91.55)	-25.0%
Timeshares	\$45.75	\$35.47	\$10.28	29.0%	\$35.47	\$10.28	29.0%
Home Owner Rentals	\$267.32	\$258.27	\$9.05	3.5%	\$258.27	\$9.05	3.5%
<b>Total Cash Average Rate</b>	<b>\$96.27</b>	<b>\$92.90</b>	<b>\$3.37</b>	<b>3.6%</b>	<b>\$89.78</b>	<b>\$6.49</b>	<b>7.2%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,338,542	2,343,324	(4,782)	-0.2%	2,321,910	16,632	0.7%
Comp	605,413	596,565	8,848	1.5%	590,686	14,727	2.5%
28 Day	989,917	902,530	87,387	9.7%	896,679	93,238	10.4%
<b>Total Occupied Rooms</b>	<b>3,933,872</b>	<b>3,842,419</b>	<b>91,454</b>	<b>2.4%</b>	<b>3,809,275</b>	<b>124,597</b>	<b>3.3%</b>
Vacant	1,848,930	2,010,049	(161,119)	-8.0%	1,958,146	(109,216)	-5.6%
Total Available Rooms	5,782,802	5,852,467	(69,665)	-1.2%	5,767,421	15,381	0.3%
<b>Percentage of Occupancy</b>							
Cash	40.4%	40.0%	0.4	1.0%	40.3%	0.1	0.2%
Comp	10.5%	10.2%	0.3	2.9%	10.2%	0.3	2.9%
28 Day	17.1%	15.4%	1.7	11.0%	15.5%	1.6	10.3%
<b>Total Occupancy Percentage</b>	<b>68.0%</b>	<b>65.7%</b>	<b>2.3</b>	<b>3.5%</b>	<b>66.0%</b>	<b>2.0</b>	<b>3.0%</b>
Vacant	32.0%	34.3%	(2.3)	-6.7%	34.0%	(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>\$225,129,028</b>	<b>\$217,690,766</b>	<b>\$7,438,262</b>	<b>3.4%</b>	<b>\$208,463,572</b>	<b>\$16,665,456</b>	<b>8.0%</b>
Comp	\$46,564,996	\$45,971,706	\$593,290	1.3%	\$45,697,696	\$867,300	1.9%
28 Day	\$25,487,339	\$20,463,879	\$5,023,460	24.5%	\$20,425,921	\$5,061,418	24.8%
Total Revenue	\$297,181,363	\$284,126,351	\$13,055,012	4.6%	\$274,587,189	\$22,594,174	8.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$96.27</b>	<b>\$92.90</b>	<b>\$3.37</b>	<b>3.6%</b>	<b>\$89.78</b>	<b>\$6.49</b>	<b>7.2%</b>
Comp	\$76.91	\$77.06	(\$0.15)	-0.2%	\$77.36	(\$0.45)	-0.6%
28 Day	\$25.75	\$22.67	\$3.08	13.6%	\$22.78	\$2.97	13.0%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,957,376	1,987,482	(30,106)	-1.5%	1,962,955	(5,579)	-0.3%
Comp	602,064	593,677	8,387	1.4%	587,798	14,266	2.4%
28 Day	39,991	21,112	18,879	89.4%	21,112	18,879	89.4%
<b>Total Occupied Rooms</b>	<b>2,599,431</b>	<b>2,602,271</b>	<b>(2,840)</b>	<b>-0.1%</b>	<b>2,571,865</b>	<b>27,566</b>	<b>1.1%</b>
Vacant	1,192,511	1,234,427	(41,916)	-3.4%	1,214,359	(21,848)	-1.8%
Total Available Rooms	3,791,942	3,836,698	(44,756)	-1.2%	3,786,224	5,718	0.2%
<b>Percentage of Occupancy</b>							
Cash	51.6%	51.8%	(0.2)	-0.4%	51.8%	(0.2)	-0.4%
Comp	15.9%	15.5%	0.4	2.6%	15.5%	0.4	2.6%
28 Day	1.1%	0.6%	0.5	83.3%	0.6%	0.5	83.3%
<b>Total Occupancy Percentage</b>	<b>68.6%</b>	<b>67.8%</b>	<b>0.8</b>	<b>1.2%</b>	<b>67.9%</b>	<b>0.7</b>	<b>1.0%</b>
Vacant	31.4%	32.2%	(0.8)	-2.5%	32.1%	(0.7)	-2.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$198,156,199</b>	<b>\$194,753,387</b>	<b>\$3,402,812</b>	<b>1.7%</b>	<b>\$186,375,591</b>	<b>\$11,780,608</b>	<b>6.3%</b>
Comp	\$46,436,380	\$45,855,022	\$581,358	1.3%	\$45,581,012	\$855,368	1.9%
28 Day	\$3,137,736	\$1,478,921	\$1,658,815	112.2%	\$1,478,921	\$1,658,815	112.2%
Total Revenue	\$247,730,315	\$242,087,330	\$5,642,985	2.3%	\$233,435,524	\$14,294,791	6.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$101.24</b>	<b>\$97.99</b>	<b>\$3.25</b>	<b>3.3%</b>	<b>\$94.95</b>	<b>\$6.29</b>	<b>6.6%</b>
Comp	\$77.13	\$77.24	(\$0.11)	-0.1%	\$77.55	(\$0.42)	-0.5%
28 Day	\$78.46	\$70.05	\$8.41	12.0%	\$70.05	\$8.41	12.0%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics - Year To Date

February 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	174,011	166,440	7,571	4.5%	168,122	5,889	3.5%
Comp	1,693	1,735	(42)	-2.4%	1,735	(42)	-2.4%
28 Day	22,492	24,792	(2,300)	-9.3%	24,792	(2,300)	-9.3%
<b>Total Occupied Rooms</b>	<b>198,196</b>	<b>192,967</b>	<b>5,229</b>	<b>2.7%</b>	<b>194,649</b>	<b>3,547</b>	<b>1.8%</b>
Vacant	189,177	194,916	(5,739)	-2.9%	196,131	(6,954)	-3.5%
Total Available Rooms	387,373	387,883	(510)	-0.1%	390,780	(3,407)	-0.9%
<b>Percentage of Occupancy</b>							
Cash	44.9%	42.9%	2.0	4.7%	43.0%	1.9	4.4%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	5.8%	6.4%	(0.6)	-9.4%	6.3%	(0.5)	-7.9%
<b>Total Occupancy Percentage</b>	<b>51.2%</b>	<b>49.7%</b>	<b>1.5</b>	<b>3.0%</b>	<b>49.8%</b>	<b>1.4</b>	<b>2.8%</b>
Vacant	48.8%	50.3%	(1.5)	-3.0%	50.2%	(1.4)	-2.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$9,695,430</b>	<b>\$8,863,070</b>	<b>\$832,360</b>	<b>9.4%</b>	<b>\$8,689,282</b>	<b>\$1,006,148</b>	<b>11.6%</b>
Comp	\$66,244	\$53,833	\$12,411	23.1%	\$53,833	\$12,411	23.1%
28 Day	\$771,858	\$754,524	\$17,334	2.3%	\$707,181	\$64,677	9.1%
Total Revenue	\$10,533,532	\$9,671,427	\$862,105	8.9%	\$9,450,296	\$1,083,236	11.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$55.72</b>	<b>\$53.25</b>	<b>\$2.47</b>	<b>4.6%</b>	<b>\$51.68</b>	<b>\$4.04</b>	<b>7.8%</b>
Comp	\$39.13	\$31.03	\$8.10	26.1%	\$31.03	\$8.10	26.1%
28 Day	\$34.32	\$30.43	\$3.89	12.8%	\$28.52	\$5.80	20.3%

**Reno-Sparks Convention and Visitors Authority**

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

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	58,898	65,861	(6,963)	-10.6%	69,327	(10,429)	-15.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	632,528	598,614	33,914	5.7%	592,687	39,841	6.7%
<b>Total Occupied Rooms</b>	<b>691,426</b>	<b>664,475</b>	<b>26,951</b>	<b>4.1%</b>	<b>662,014</b>	<b>29,412</b>	<b>4.4%</b>
Vacant	162,963	209,110	(46,147)	-22.1%	199,268	(36,305)	-18.2%
Total Available Rooms	854,389	873,585	(19,196)	-2.2%	861,282	(6,893)	-0.8%
<b>Percentage of Occupancy</b>							
Cash	6.9%	7.5%	(0.6)	-8.0%	8.0%	(1.1)	-13.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.0%	68.5%	5.5	8.0%	68.8%	5.2	7.6%
<b>Total Occupancy Percentage</b>	<b>80.9%</b>	<b>76.1%</b>	<b>4.8</b>	<b>6.3%</b>	<b>76.9%</b>	<b>4.0</b>	<b>5.2%</b>
Vacant	19.1%	23.9%	(4.8)	-20.1%	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>\$2,043,972</b>	<b>\$2,173,784</b>	<b>(\$129,812)</b>	<b>-6.0%</b>	<b>\$2,173,784</b>	<b>(\$129,812)</b>	<b>-6.0%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$12,902,979	\$11,668,181	\$1,234,798	10.6%	\$11,670,352	\$1,232,627	10.6%
Total Revenue	\$14,946,951	\$13,841,965	\$1,104,986	8.0%	\$13,844,136	\$1,102,815	8.0%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$34.70</b>	<b>\$33.01</b>	<b>\$1.69</b>	<b>5.1%</b>	<b>\$31.36</b>	<b>\$3.34</b>	<b>10.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$20.40	\$19.49	\$0.91	4.7%	\$19.69	\$0.71	3.6%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	64,617	53,992	10,625	19.7%	53,992	10,625	19.7%
Comp	1,634	1,087	547	50.3%	1,087	547	50.3%
28 Day	227,119	196,631	30,488	15.5%	196,631	30,488	15.5%
<b>Total Occupied Rooms</b>	<b>293,370</b>	<b>251,710</b>	<b>41,660</b>	<b>16.6%</b>	<b>251,710</b>	<b>41,660</b>	<b>16.6%</b>
Vacant	132,626	182,246	(49,620)	-27.2%	173,747	(41,121)	-23.7%
Total Available Rooms	425,996	433,956	(7,960)	-1.8%	425,457	539	0.1%
<b>Percentage of Occupancy</b>							
Cash	15.2%	12.4%	2.8	22.6%	12.7%	2.5	19.7%
Comp	0.4%	0.3%	0.1	33.3%	0.3%	0.1	33.3%
28 Day	53.3%	45.3%	8.0	17.7%	46.2%	7.1	15.4%
<b>Total Occupancy Percentage</b>	<b>68.9%</b>	<b>58.0%</b>	<b>10.9</b>	<b>18.8%</b>	<b>59.2%</b>	<b>9.7</b>	<b>16.4%</b>
Vacant	31.1%	42.0%	(10.9)	-26.0%	40.8%	(9.7)	-23.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,008,131</b>	<b>\$1,799,319</b>	<b>\$208,812</b>	<b>11.6%</b>	<b>\$1,746,912</b>	<b>\$261,219</b>	<b>15.0%</b>
Comp	\$59,042	\$54,583	\$4,459	8.2%	\$54,583	\$4,459	8.2%
28 Day	\$3,394,133	\$2,872,169	\$521,964	18.2%	\$2,872,168	\$521,965	18.2%
Total Revenue	\$5,461,306	\$4,726,071	\$735,235	15.6%	\$4,673,663	\$787,643	16.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$31.08</b>	<b>\$33.33</b>	<b>(\$2.25)</b>	<b>-6.8%</b>	<b>\$32.36</b>	<b>(\$1.28)</b>	<b>-4.0%</b>
Comp	\$36.13	\$50.21	(\$14.08)	-28.0%	\$50.21	(\$14.08)	-28.0%
28 Day	\$14.94	\$14.61	\$0.33	2.3%	\$14.61	\$0.33	2.3%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	34,505	19,912	14,593	73.3%	15,803	18,702	118.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	65,402	59,490	5,912	9.9%	59,490	5,912	9.9%
<b>Total Occupied Rooms</b>	<b>99,907</b>	<b>79,402</b>	<b>20,505</b>	<b>25.8%</b>	<b>75,293</b>	<b>24,614</b>	<b>32.7%</b>
Vacant	83,718	92,745	(9,027)	-9.7%	78,454	5,264	6.7%
Total Available Rooms	183,625	172,147	11,478	6.7%	153,747	29,878	19.4%
<b>Percentage of Occupancy</b>							
Cash	18.8%	11.6%	7.2	62.1%	10.3%	8.5	82.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	35.6%	34.6%	1.0	2.9%	38.7%	(3.1)	-8.0%
<b>Total Occupancy Percentage</b>	<b>54.4%</b>	<b>46.1%</b>	<b>8.3</b>	<b>18.0%</b>	<b>49.0%</b>	<b>5.4</b>	<b>11.0%</b>
Vacant	45.6%	53.9%	(8.3)	-15.4%	51.0%	(5.4)	-10.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$9,493,992</b>	<b>\$6,953,906</b>	<b>\$2,540,086</b>	<b>36.5%</b>	<b>\$5,794,921</b>	<b>\$3,699,071</b>	<b>63.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$5,035,286	\$3,527,232	\$1,508,054	42.8%	\$3,527,231	\$1,508,055	42.8%
Total Revenue	\$14,529,278	\$10,481,138	\$4,048,140	38.6%	\$9,322,152	\$5,207,126	55.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$275.15</b>	<b>\$349.23</b>	<b>(\$74.08)</b>	<b>-21.2%</b>	<b>\$366.70</b>	<b>(\$91.55)</b>	<b>-25.0%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$76.99	\$59.29	\$17.70	29.9%	\$59.29	\$17.70	29.9%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**February 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	42,441	43,413	(972)	-2.2%	43,413	(972)	-2.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>42,441</b>	<b>43,413</b>	<b>(972)</b>	<b>-2.2%</b>	<b>43,413</b>	<b>(972)</b>	<b>-2.2%</b>
Vacant	65,391	73,505	(8,114)	-11.0%	73,543	(8,152)	-11.1%
Total Available Rooms	107,832	116,918	(9,086)	-7.8%	116,956	(9,124)	-7.8%
<b>Percentage of Occupancy</b>							
Cash	39.4%	37.1%	2.3	6.2%	37.1%	2.3	6.2%
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>39.4%</b>	<b>37.1%</b>	<b>2.3</b>	<b>6.2%</b>	<b>37.1%</b>	<b>2.3</b>	<b>6.2%</b>
Vacant	60.6%	62.9%	(2.3)	-3.7%	62.9%	(2.3)	-3.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,941,856</b>	<b>\$1,539,955</b>	<b>\$401,901</b>	<b>26.1%</b>	<b>\$1,539,955</b>	<b>\$401,901</b>	<b>26.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$1,941,856	\$1,539,955	\$401,901	26.1%	\$1,539,955	\$401,901	26.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$45.75</b>	<b>\$35.47</b>	<b>\$10.28</b>	<b>29.0%</b>	<b>\$35.47</b>	<b>\$10.28</b>	<b>29.0%</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

### 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  
February 2017**

Current Month Actual February 2017	Last Year Actual February 2016			Tax District	Year To Date Actual July 2016 - February 2017	Last Year - Year To Date Actual July 2015 - February 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$11,350,549	\$11,128,541	\$222,008	2.0%	Reno B	\$106,916,023	\$100,475,973	\$6,440,050	6.4%
\$5,109,742	\$6,016,685	(\$906,942)	-15.1%	Reno D	\$57,080,542	\$55,231,420	\$1,849,122	3.3%
\$471,598	\$39,432	\$432,166	1096.0%	Reno E	\$3,122,499	\$421,518	\$2,700,981	640.8%
<b>\$16,931,889</b>	<b>\$17,184,658</b>	<b>(\$252,768)</b>	<b>-1.5%</b>	<b>Total Reno</b>	<b>\$167,119,064</b>	<b>\$156,128,911</b>	<b>\$10,990,153</b>	<b>7.0%</b>
\$11,249	\$12,311	(\$1,063)	-8.6%	Washoe A	\$231,174	\$195,750	\$35,424	18.1%
\$3,248,801	\$2,756,932	\$491,869	17.8%	Washoe B	\$33,784,122	\$30,516,854	\$3,267,268	10.7%
<b>\$3,260,050</b>	<b>\$2,769,243</b>	<b>\$490,806</b>	<b>17.7%</b>	<b>Total Washoe Co.</b>	<b>\$34,015,296</b>	<b>\$30,712,604</b>	<b>\$3,302,692</b>	<b>10.8%</b>
<b>\$2,522,102</b>	<b>\$2,468,973</b>	<b>\$53,129</b>	<b>2.2%</b>	<b>Sparks</b>	<b>\$23,994,667</b>	<b>\$21,622,058</b>	<b>\$2,372,610</b>	<b>11.0%</b>
<b>\$22,714,041</b>	<b>\$22,422,875</b>	<b>\$291,166</b>	<b>1.3%</b>	<b>Total Taxable Revenue</b>	<b>\$225,129,028</b>	<b>\$208,463,572</b>	<b>\$16,665,456</b>	<b>8.0%</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  
February 2017**

Current Month Actual February 2017	Last Year Actual February 2016			Tax District	Year To Date Actual July 2016 - February 2017	Last Year - Year To Date Actual July 2015 - February 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
126,239	128,945	(2,706)	-2.1%	Reno B	1,124,513	1,132,213	(7,700)	-0.7%
63,279	72,781	(9,502)	-13.1%	Reno D	666,787	695,781	(28,994)	-4.2%
4,676	1,273	3,403	267.3%	Reno E	33,752	13,400	20,352	151.9%
<b>194,194</b>	<b>202,999</b>	<b>(8,805)</b>	<b>-4.3%</b>	<b>Total Reno</b>	<b>1,825,052</b>	<b>1,841,394</b>	<b>(16,342)</b>	<b>-0.9%</b>
516	397	119	30.0%	Washoe A	7,486	7,734	(248)	-3.2%
14,242	12,268	1,974	16.1%	Washoe B	130,217	117,542	12,675	10.8%
<b>14,758</b>	<b>12,665</b>	<b>2,093</b>	<b>16.5%</b>	<b>Total Washoe Co.</b>	<b>137,703</b>	<b>125,276</b>	<b>12,427</b>	<b>9.9%</b>
<b>40,847</b>	<b>39,428</b>	<b>1,419</b>	<b>3.6%</b>	<b>Sparks</b>	<b>375,787</b>	<b>355,240</b>	<b>20,547</b>	<b>5.8%</b>
<b>249,799</b>	<b>255,092</b>	<b>(5,293)</b>	<b>-2.1%</b>	<b>Total Taxable Rooms</b>	<b>2,338,542</b>	<b>2,321,910</b>	<b>16,632</b>	<b>0.7%</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

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

Current Month Actual February 2017	Last Year Actual February 2016			Tax District	Year To Date Actual July 2016 - February 2017	Last Year - Year To Date Actual July 2015 - February 2016		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$89.91 \$80.75 \$100.85 <b>\$87.19</b>	\$86.30 \$82.67 \$30.98 <b>\$84.65</b>	\$3.61 -\$1.92 \$69.88 <b>\$2.54</b>	4.2% -2.3% 225.6% <b>3.0%</b>	Reno B Reno D Reno E <b>Total Reno</b>	\$95.08 \$85.61 \$92.51 <b>\$91.57</b>	\$88.74 \$79.38 \$31.46 <b>\$84.79</b>	\$6.33 \$6.22 \$61.06 <b>\$6.78</b>	7.1% 7.8% 194.1% <b>8.0%</b>
\$21.80 \$228.11 <b>\$220.90</b>	\$31.01 \$224.73 <b>\$218.65</b>	-\$9.21 \$3.39 <b>\$2.25</b>	-29.7% 1.5% <b>1.0%</b>	Washoe A Washoe B <b>Total Washoe Co.</b>	\$30.88 \$259.44 <b>\$247.02</b>	\$25.31 \$259.63 <b>\$245.16</b>	\$5.57 -\$0.18 <b>\$1.86</b>	22.0% -0.1% <b>0.8%</b>
<b>\$61.75</b>	<b>\$62.62</b>	<b>-\$0.87</b>	<b>-1.4%</b>	<b>Sparks</b>	<b>\$63.85</b>	<b>\$60.87</b>	<b>\$2.99</b>	<b>4.9%</b>
<b>\$90.93</b>	<b>\$87.90</b>	<b>\$3.03</b>	<b>3.4%</b>	<b>Total Average Daily Rate</b>	<b>\$96.27</b>	<b>\$89.78</b>	<b>\$6.49</b>	<b>7.2%</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