

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

**March 2017**

## Room Statistics

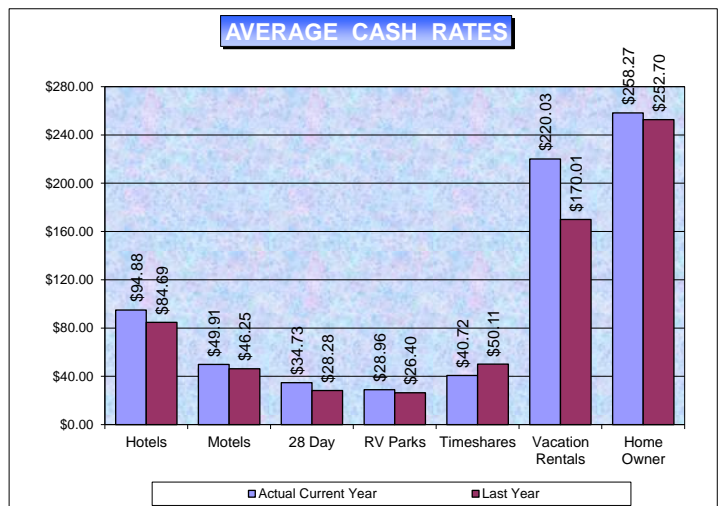
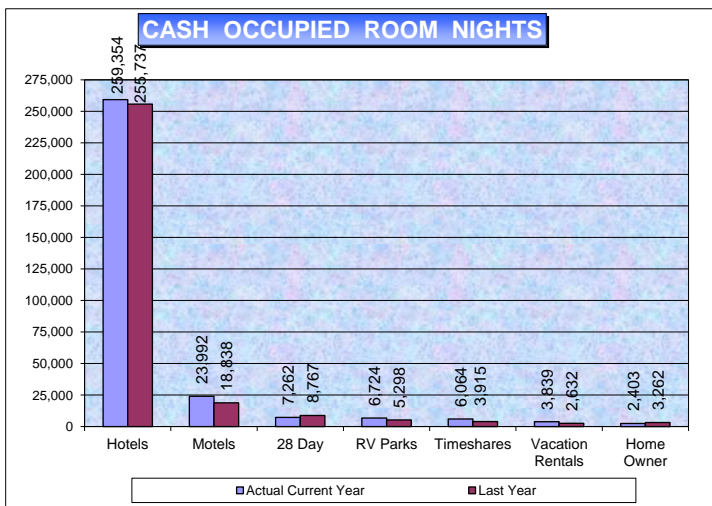
Taxable room revenues for the month of \$27,963,939 are above prior year by \$3,577,448 (14.7%). Cash occupied room nights of 309,638 are above prior year by 11,189 (3.7%). Comp occupied room nights of 75,073 are above prior year by 977 (1.3%), and 28-day occupied room nights of 136,048 are above prior year by 16,740 (14.0%). Total occupied rooms for the month (Cash, Comp, 28-day) are 28,906 (5.9%) above the prior year.

Overall, Washoe County occupancy percentages of 69.5% for the month are 5.9% above the 65.6% level of the prior year. There were 815 (-0.1%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$90.31 increased \$8.60 (10.5%), compared to \$81.71 for the prior year.

Year-to-date cash occupied room nights of 2,648,180 are (1.1%) above prior year. Cash average rates year-to-date of \$95.57 are \$6.71 (7.6%) above the prior year. Year-to-date, total taxable room revenues of \$253,092,966 are \$20,242,900 (8.7%) above prior year.

March 2017						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	486,334	259,354	\$94.88	\$84.69	\$10.19	12.0%
Motels	48,661	23,992	\$49.91	\$46.25	\$3.66	7.9%
28 Day	107,827	7,262	\$34.73	\$28.28	\$6.45	22.8%
RV Parks	53,351	6,724	\$28.96	\$26.40	\$2.56	9.7%
Timeshares	14,076	6,064	\$40.72	\$50.11	(\$9.39)	-18.7%
Vacation Rentals	23,840	3,839	\$220.03	\$170.01	\$50.02	29.4%
Home Owner	14,850	2,403	\$258.27	\$252.70	\$5.57	2.2%
<b>Totals</b>	<b>748,939</b>	<b>309,638</b>	<b>\$90.31</b>	<b>\$81.71</b>	<b>\$8.60</b>	<b>10.5%</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

March 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$27,963,939</b>	<b>\$24,356,829</b>	<b>\$3,607,111</b>	<b>14.8%</b>	<b>\$24,386,491</b>	<b>\$3,577,448</b>	<b>14.7%</b>
<b>Occupied Rooms - Cash</b>	<b>309,638</b>	<b>288,758</b>	<b>20,881</b>	<b>7.2%</b>	<b>298,449</b>	<b>11,189</b>	<b>3.7%</b>
<b>Average Rate - Cash</b>	<b>\$90.31</b>	<b>\$84.35</b>	<b>\$5.96</b>	<b>7.1%</b>	<b>\$81.71</b>	<b>\$8.60</b>	<b>10.5%</b>
<b>Occupied Rooms</b>							
Cash	309,638	288,758	20,881	7.2%	298,449	11,189	3.7%
Comp	75,073	74,885	188	0.3%	74,096	977	1.3%
28 Day	136,048	120,052	15,996	13.3%	119,308	16,740	14.0%
<b>Total Occupied Rooms</b>	<b>520,759</b>	<b>483,695</b>	<b>37,065</b>	<b>7.7%</b>	<b>491,853</b>	<b>28,906</b>	<b>5.9%</b>
<b>Percentage of Occupancy</b>							
Cash	41.3%	38.2%	3.1	8.1%	39.8%	1.5	3.8%
Comp	10.0%	9.9%	0.1	1.0%	9.9%	0.1	1.0%
28 Day	18.2%	15.9%	2.3	14.5%	15.9%	2.3	14.5%
<b>Total Percentage of Occupancy</b>	<b>69.5%</b>	<b>64.0%</b>	<b>5.5</b>	<b>8.6%</b>	<b>65.6%</b>	<b>3.9</b>	<b>5.9%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	259,354	246,803	12,551	5.1%	255,737	3,617	1.4%
Motels	23,992	18,650	5,342	28.6%	18,838	5,154	27.4%
28 Day Motels	7,262	8,329	(1,067)	-12.8%	8,767	(1,505)	-17.2%
R.V. Parks	6,724	5,298	1,426	26.9%	5,298	1,426	26.9%
Vacation Rentals	3,839	3,316	523	15.8%	2,632	1,207	45.9%
Timehares	6,064	3,915	2,149	54.9%	3,915	2,149	54.9%
Home Owner Rentals	2,403	2,447	(44)	-1.8%	3,262	(859)	0.0%
<b>Total Occupied - Cash</b>	<b>309,638</b>	<b>288,758</b>	<b>20,881</b>	<b>7.2%</b>	<b>298,449</b>	<b>11,189</b>	<b>3.7%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	53.3%	50.5%	2.8	5.5%	52.5%	0.8	1.5%
Motels	49.3%	38.0%	11.3	29.7%	39.3%	10.0	25.4%
28 Day Motels	6.7%	7.5%	(0.8)	-10.7%	8.0%	(1.3)	-16.3%
R.V. Parks	12.6%	9.9%	2.7	27.3%	9.9%	2.7	27.3%
Vacation Rentals	16.1%	14.1%	2.0	14.2%	12.4%	3.7	29.8%
Timeshares	43.1%	27.8%	15.3	55.0%	27.8%	15.3	55.0%
Home Owner Rentals	16.2%	15.8%	0.4	2.5%	20.0%	(3.8)	-19.0%
<b>Total Occupancy Percentage - Cash</b>	<b>41.3%</b>	<b>38.2%</b>	<b>3.1</b>	<b>8.1%</b>	<b>39.8%</b>	<b>1.5</b>	<b>3.8%</b>
<b>Average Rates - Cash</b>							
Hotels	\$94.88	\$88.02	\$6.86	7.8%	\$84.69	\$10.19	12.0%
Motels	\$49.91	\$47.65	\$2.26	4.7%	\$46.25	\$3.66	7.9%
28 Day Motels	\$34.73	\$29.76	\$4.97	16.7%	\$28.28	\$6.45	22.8%
R.V. Parks	\$28.96	\$27.19	\$1.77	6.5%	\$26.40	\$2.56	9.7%
Vacation Rentals	\$220.03	\$161.93	\$58.10	35.9%	\$170.01	\$50.02	29.4%
Timeshares	\$40.72	\$50.11	(\$9.39)	-18.7%	\$50.11	(\$9.39)	-18.7%
Home Owner Rentals	\$258.27	\$252.70	\$5.57	0.0%	\$252.70	\$5.57	2.2%
<b>Total Cash Average Rate</b>	<b>\$90.31</b>	<b>\$84.35</b>	<b>\$5.96</b>	<b>7.1%</b>	<b>\$81.71</b>	<b>\$8.60</b>	<b>10.5%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	309,638	288,758	20,881	7.2%	298,449	11,189	3.7%
Comp	75,073	74,885	188	0.3%	74,096	977	1.3%
28 Day	136,048	120,052	15,996	13.3%	119,308	16,740	14.0%
<b>Total Occupied Rooms</b>	<b>520,759</b>	<b>483,695</b>	<b>37,065</b>	<b>7.7%</b>	<b>491,853</b>	<b>28,906</b>	<b>5.9%</b>
Vacant	228,180	272,211	(44,031)	-16.2%	257,901	(29,721)	-11.5%
Total Available Rooms	748,939	755,905	(6,966)	-0.9%	749,754	(815)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	41.3%	38.2%	3.1	8.1%	39.8%	1.5	3.8%
Comp	10.0%	9.9%	0.1	1.0%	9.9%	0.1	1.0%
28 Day	18.2%	15.9%	2.3	14.5%	15.9%	2.3	14.5%
<b>Total Occupancy Percentage</b>	<b>69.5%</b>	<b>64.0%</b>	<b>5.5</b>	<b>8.6%</b>	<b>65.6%</b>	<b>3.9</b>	<b>5.9%</b>
Vacant	30.5%	36.0%	(5.5)	-15.3%	34.4%	(3.9)	-11.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$27,963,939</b>	<b>\$24,356,829</b>	<b>\$3,607,111</b>	<b>14.8%</b>	<b>\$24,386,491</b>	<b>\$3,577,448</b>	<b>14.7%</b>
Comp	\$5,441,066	\$5,666,124	(\$225,058)	-4.0%	\$5,610,995	(\$169,929)	-3.0%
28 Day	\$3,771,379	\$2,701,349	\$1,070,030	39.6%	\$2,711,625	\$1,059,754	39.1%
Total Revenue	\$37,176,384	\$32,724,302	\$4,452,083	13.6%	\$32,709,111	\$4,467,273	13.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$90.31</b>	<b>\$84.35</b>	<b>\$5.96</b>	<b>7.1%</b>	<b>\$81.71</b>	<b>\$8.60</b>	<b>10.5%</b>
Comp	\$72.48	\$75.66	(\$3.18)	-4.2%	\$75.73	(\$3.25)	-4.3%
28 Day	\$27.72	\$22.50	\$5.22	23.2%	\$22.73	\$4.99	22.0%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	259,354	246,803	12,551	5.1%	255,737	3,617	1.4%
Comp	74,660	74,604	56	0.1%	73,865	795	1.1%
28 Day	6,855	2,654	4,201	158.3%	2,654	4,201	158.3%
<b>Total Occupied Rooms</b>	<b>340,869</b>	<b>324,061</b>	<b>16,808</b>	<b>5.2%</b>	<b>332,256</b>	<b>8,613</b>	<b>2.6%</b>
Vacant	145,465	164,561	(19,096)	-11.6%	154,649	(9,184)	-5.9%
Total Available Rooms	486,334	488,622	(2,288)	-0.5%	486,905	(571)	-0.1%
<b>Percentage of Occupancy</b>							
Cash	53.3%	50.5%	2.8	5.5%	52.5%	0.8	1.5%
Comp	15.4%	15.3%	0.1	0.7%	15.2%	0.2	1.3%
28 Day	1.4%	0.5%	0.9	180.0%	0.5%	0.9	180.0%
<b>Total Occupancy Percentage</b>	<b>70.1%</b>	<b>66.3%</b>	<b>3.8</b>	<b>5.7%</b>	<b>68.2%</b>	<b>1.9</b>	<b>2.8%</b>
Vacant	29.9%	33.7%	(3.8)	-11.3%	31.8%	(1.9)	-6.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$24,607,285</b>	<b>\$21,724,790</b>	<b>\$2,882,495</b>	<b>13.3%</b>	<b>\$21,659,487</b>	<b>\$2,947,798</b>	<b>13.6%</b>
Comp	\$5,422,072	\$5,651,332	(\$229,260)	-4.1%	\$5,595,378	(\$173,306)	-3.1%
28 Day	\$550,571	\$210,697	\$339,874	161.3%	\$210,697	\$339,874	161.3%
Total Revenue	\$30,579,928	\$27,586,819	\$2,993,109	10.8%	\$27,465,562	\$3,114,366	11.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$94.88</b>	<b>\$88.02</b>	<b>\$6.86</b>	<b>7.8%</b>	<b>\$84.69</b>	<b>\$10.19</b>	<b>12.0%</b>
Comp	\$72.62	\$75.75	(\$3.13)	-4.1%	\$75.75	(\$3.13)	-4.1%
28 Day	\$80.32	\$79.39	\$0.93	1.2%	\$79.39	\$0.93	1.2%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

March 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	23,992	18,650	5,342	28.6%	18,838	5,154	27.4%
Comp	152	85	67	78.8%	85	67	78.8%
28 Day	4,303	2,912	1,391	47.8%	2,912	1,391	47.8%
<b>Total Occupied Rooms</b>	<b>28,447</b>	<b>21,647</b>	<b>6,800</b>	<b>31.4%</b>	<b>21,835</b>	<b>6,612</b>	<b>30.3%</b>
Vacant	20,214	27,488	(7,274)	-26.5%	26,152	(5,938)	-22.7%
Total Available Rooms	48,661	49,135	(474)	-1.0%	47,987	674	1.4%
<b>Percentage of Occupancy</b>							
Cash	49.3%	38.0%	11.3	29.7%	39.3%	10.0	25.4%
Comp	0.3%	0.2%	0.1	50.0%	0.2%	0.1	50.0%
28 Day	8.8%	5.9%	2.9	49.2%	6.1%	2.7	44.3%
<b>Total Occupancy Percentage</b>	<b>58.5%</b>	<b>44.1%</b>	<b>14.4</b>	<b>32.7%</b>	<b>45.5%</b>	<b>13.0</b>	<b>28.6%</b>
Vacant	41.5%	55.9%	(14.4)	-25.8%	54.5%	(13.0)	-23.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,197,458</b>	<b>\$888,740</b>	<b>\$308,718</b>	<b>34.7%</b>	<b>\$871,314</b>	<b>\$326,144</b>	<b>37.4%</b>
Comp	\$8,641	\$8,111	\$530	6.5%	\$8,111	\$530	6.5%
28 Day	\$154,272	\$81,052	\$73,220	90.3%	\$83,352	\$70,920	85.1%
Total Revenue	\$1,360,371	\$977,903	\$382,468	39.1%	\$962,777	\$397,594	41.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$49.91</b>	<b>\$47.65</b>	<b>\$2.26</b>	<b>4.7%</b>	<b>\$46.25</b>	<b>\$3.66</b>	<b>7.9%</b>
Comp	\$56.85	\$95.42	(\$38.57)	-40.4%	\$95.42	(\$38.57)	-40.4%
28 Day	\$35.85	\$27.83	\$8.02	28.8%	\$28.62	\$7.23	25.3%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,262	8,329	(1,067)	-12.8%	8,767	(1,505)	-17.2%
Comp	30	20	10	50.0%	-	30	100.0%
28 Day	82,452	78,881	3,571	4.5%	78,100	4,352	5.6%
<b>Total Occupied Rooms</b>	<b>89,744</b>	<b>87,230</b>	<b>2,514</b>	<b>2.9%</b>	<b>86,867</b>	<b>2,877</b>	<b>3.3%</b>
Vacant	18,083	24,215	(6,132)	-25.3%	23,147	(5,064)	-21.9%
Total Available Rooms	107,827	111,445	(3,618)	-3.2%	110,014	(2,187)	-2.0%
<b>Percentage of Occupancy</b>							
Cash	6.7%	7.5%	(0.8)	-10.7%	8.0%	(1.3)	-16.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.5%	70.8%	5.7	8.1%	71.0%	5.5	7.7%
<b>Total Occupancy Percentage</b>	<b>83.2%</b>	<b>78.3%</b>	<b>4.9</b>	<b>6.3%</b>	<b>79.0%</b>	<b>4.2</b>	<b>5.3%</b>
Vacant	16.8%	21.7%	(4.9)	-22.6%	21.0%	(4.2)	-20.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$252,238</b>	<b>\$247,904</b>	<b>\$4,334</b>	<b>1.7%</b>	<b>\$247,904</b>	<b>\$4,334</b>	<b>1.7%</b>
Comp	\$500	\$400	\$100	25.0%	\$0	\$500	100.0%
28 Day	\$1,731,077	\$1,539,952	\$191,125	12.4%	\$1,545,042	\$186,035	12.0%
Total Revenue	\$1,983,815	\$1,788,256	\$195,559	10.9%	\$1,792,946	\$190,869	10.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$34.73</b>	<b>\$29.76</b>	<b>\$4.97</b>	<b>16.7%</b>	<b>\$28.28</b>	<b>\$6.45</b>	<b>22.8%</b>
Comp	\$16.67	\$20.00	(\$3.33)	-16.7%	\$0.00	\$16.67	100.0%
28 Day	\$20.99	\$19.52	\$1.47	7.5%	\$19.78	\$1.21	6.1%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,724	5,298	1,426	26.9%	5,298	1,426	26.9%
Comp	222	121	101	83.5%	121	101	83.5%
28 Day	31,726	27,462	4,264	15.5%	27,462	4,264	15.5%
<b>Total Occupied Rooms</b>	<b>38,672</b>	<b>32,881</b>	<b>5,791</b>	<b>17.6%</b>	<b>32,881</b>	<b>5,791</b>	<b>17.6%</b>
Vacant	14,679	20,811	(6,132)	-29.5%	20,377	(5,698)	-28.0%
Total Available Rooms	53,351	53,692	(341)	-0.6%	53,258	93	0.2%
<b>Percentage of Occupancy</b>							
Cash	12.6%	9.9%	2.7	27.3%	9.9%	2.7	27.3%
Comp	0.4%	0.2%	0.2	100.0%	0.2%	0.2	100.0%
28 Day	59.5%	51.1%	8.4	16.4%	51.6%	7.9	15.3%
<b>Total Occupancy Percentage</b>	<b>72.5%</b>	<b>61.2%</b>	<b>11.3</b>	<b>18.5%</b>	<b>61.7%</b>	<b>10.8</b>	<b>17.5%</b>
Vacant	27.5%	38.8%	(11.3)	-29.1%	38.3%	(10.8)	-28.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$194,710</b>	<b>\$144,039</b>	<b>\$50,671</b>	<b>35.2%</b>	<b>\$139,844</b>	<b>\$54,866</b>	<b>39.2%</b>
Comp	\$8,303	\$4,106	\$4,197	102.2%	\$4,106	\$4,197	102.2%
28 Day	\$455,716	\$377,048	\$78,668	20.9%	\$377,048	\$78,668	20.9%
Total Revenue	\$658,729	\$525,193	\$133,536	25.4%	\$520,998	\$137,731	26.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$28.96</b>	<b>\$27.19</b>	<b>\$1.77</b>	<b>6.5%</b>	<b>\$26.40</b>	<b>\$2.56</b>	<b>9.7%</b>
Comp	\$37.40	\$33.93	\$3.47	10.2%	\$33.93	\$3.47	10.2%
28 Day	\$14.36	\$13.73	\$0.63	4.6%	\$13.73	\$0.63	4.6%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	3,839	3,316	523	15.8%	2,632	1,207	45.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,386	7,227	2,159	29.9%	7,227	2,159	29.9%
<b>Total Occupied Rooms</b>	<b>13,225</b>	<b>10,543</b>	<b>2,682</b>	<b>25.4%</b>	<b>9,859</b>	<b>3,366</b>	<b>34.1%</b>
Vacant	10,615	12,924	(2,309)	-17.9%	11,323	(708)	-6.3%
Total Available Rooms	23,840	23,467	373	1.6%	21,182	2,658	12.5%
<b>Percentage of Occupancy</b>							
Cash	16.1%	14.1%	2.0	14.2%	12.4%	3.7	29.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	39.4%	30.8%	8.6	27.9%	34.1%	5.3	15.5%
<b>Total Occupancy Percentage</b>	<b>55.5%</b>	<b>44.9%</b>	<b>10.6</b>	<b>23.6%</b>	<b>46.5%</b>	<b>9.0</b>	<b>19.4%</b>
Vacant	44.5%	55.1%	(10.6)	-19.2%	53.5%	(9.0)	-16.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$844,682</b>	<b>\$536,954</b>	<b>\$307,728</b>	<b>57.3%</b>	<b>\$447,462</b>	<b>\$397,220</b>	<b>88.8%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$765,935	\$424,883	\$341,052	80.3%	\$424,883	\$341,052	80.3%
Total Revenue	\$1,610,617	\$961,837	\$648,780	67.5%	\$872,345	\$738,272	84.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$220.03</b>	<b>\$161.93</b>	<b>\$58.10</b>	<b>35.9%</b>	<b>\$170.01</b>	<b>\$50.02</b>	<b>29.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$81.60	\$58.79	\$22.81	38.8%	\$58.79	\$22.81	38.8%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	6,064	3,915	2,149	54.9%	3,915	2,149	54.9%
Comp	-	30	(30)	-100.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>6,064</b>	<b>3,945</b>	<b>2,119</b>	<b>53.7%</b>	<b>3,915</b>	<b>2,149</b>	<b>54.9%</b>
Vacant	8,012	10,129	(2,117)	-20.9%	10,168	(2,156)	-21.2%
Total Available Rooms	14,076	14,074	2	0.0%	14,083	(7)	0.0%
<b>Percentage of Occupancy</b>							
Cash	43.1%	27.8%	15.3	55.0%	27.8%	15.3	55.0%
Comp	0.0%	0.2%	(0.2)	-100.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
<b>Total Occupancy Percentage</b>	<b>43.1%</b>	<b>28.0%</b>	<b>15.1</b>	<b>53.9%</b>	<b>27.8%</b>	<b>15.3</b>	<b>55.0%</b>
Vacant	56.9%	72.0%	(15.1)	-21.0%	72.2%	(15.3)	-21.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$246,932</b>	<b>\$196,166</b>	<b>\$50,766</b>	<b>25.9%</b>	<b>\$196,166</b>	<b>\$50,766</b>	<b>25.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$246,932	\$196,166	\$50,766	25.9%	\$196,166	\$50,766	25.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$40.72</b>	<b>\$50.11</b>	<b>(\$9.39)</b>	<b>-18.7%</b>	<b>\$50.11</b>	<b>(\$9.39)</b>	<b>-18.7%</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

March 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,403	2,447	(44)	-1.8%	3,262	(859)	-26.3%
Comp	9	25	(16)	-64.0%	25	(16)	-64.0%
28 Day	1,326	916	410	44.8%	953	373	39.1%
<b>Total Occupied Rooms</b>	<b>3,738</b>	<b>3,388</b>	<b>351</b>	<b>10.3%</b>	<b>4,240</b>	<b>(502)</b>	<b>-11.8%</b>
Vacant	11,112	12,083	(971)	-8.0%	12,085	(973)	-8.1%
Total Available Rooms	14,850	15,470	(620)	-4.0%	16,325	(1,475)	-9.0%
<b>Percentage of Occupancy</b>							
Cash	16.2%	15.8%	0.4	2.5%	20.0%	(3.8)	-19.0%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	8.9%	5.9%	3.0	50.8%	5.8%	3.1	53.4%
<b>Total Occupancy Percentage</b>	<b>25.2%</b>	<b>21.9%</b>	<b>3.3</b>	<b>15.1%</b>	<b>26.0%</b>	<b>(0.8)</b>	<b>-3.1%</b>
Vacant	74.8%	78.1%	(3.3)	-4.2%	74.0%	0.8	1.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$620,634</b>	<b>\$618,236</b>	<b>\$2,399</b>	<b>0.4%</b>	<b>\$824,314</b>	<b>(\$203,680)</b>	<b>-24.7%</b>
Comp	\$1,550	\$2,175	(\$625)	-28.7%	\$3,400	(\$1,850)	-54.4%
28 Day	\$113,808	\$67,717	\$46,091	68.1%	\$70,603	\$43,205	61.2%
Total Revenue	\$735,992	\$688,128	\$47,865	7.0%	\$898,317	(\$162,325)	-18.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$258.27</b>	<b>\$252.70</b>	<b>\$5.57</b>	<b>2.2%</b>	<b>\$252.70</b>	<b>\$5.57</b>	<b>2.2%</b>
Comp	\$172.22	\$87.00	\$85.22	98.0%	\$136.00	\$36.22	26.6%
28 Day	\$85.83	\$73.93	\$11.90	16.1%	\$74.08	\$11.75	15.9%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**March 2017**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$253,092,966</b>	<b>\$242,047,595</b>	<b>\$11,045,371</b>	<b>4.6%</b>	<b>\$232,850,066</b>	<b>\$20,242,900</b>	<b>8.7%</b>
<b>Occupied Rooms - Cash</b>	<b>2,648,180</b>	<b>2,632,081</b>	<b>16,099</b>	<b>0.6%</b>	<b>2,620,359</b>	<b>27,821</b>	<b>1.1%</b>
<b>Average Rate - Cash</b>	<b>\$95.57</b>	<b>\$91.96</b>	<b>\$3.61</b>	<b>3.9%</b>	<b>\$88.86</b>	<b>\$6.71</b>	<b>7.6%</b>
<b>Occupied Rooms</b>							
Cash	2,648,180	2,632,081	16,099	0.6%	2,620,359	27,821	1.1%
Comp	680,486	671,450	9,036	1.3%	664,782	15,704	2.4%
28 Day	1,125,965	1,022,582	103,383	10.1%	1,015,987	109,978	10.8%
<b>Total Occupied Rooms</b>	<b>4,454,631</b>	<b>4,326,113</b>	<b>128,518</b>	<b>3.0%</b>	<b>4,301,128</b>	<b>153,503</b>	<b>3.6%</b>
<b>Percentage of Occupancy</b>							
Cash	40.5%	39.8%	0.7	1.8%	40.2%	0.3	0.7%
Comp	10.4%	10.2%	0.2	2.0%	10.2%	0.2	2.0%
28 Day	17.2%	15.5%	1.7	11.0%	15.6%	1.6	10.3%
<b>Total Percentage of Occupancy</b>	<b>68.2%</b>	<b>65.5%</b>	<b>2.7</b>	<b>4.1%</b>	<b>66.0%</b>	<b>2.2</b>	<b>3.3%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	2,216,730	2,234,285	(17,555)	-0.8%	2,218,692	(1,962)	-0.1%
Motels	198,003	185,090	12,913	7.0%	186,960	11,043	5.9%
28 Day Motels	66,160	74,190	(8,030)	-10.8%	78,094	(11,934)	-15.3%
R.V. Parks	71,341	59,290	12,051	20.3%	59,290	12,051	20.3%
Vacation Rentals	38,344	23,228	15,116	65.1%	18,435	19,909	108.0%
Timeshares	48,505	47,328	1,177	2.5%	47,328	1,177	2.5%
Home Owner Rentals	9,097	8,670	427	4.9%	11,560	(2,463)	-21.3%
<b>Total Occupied - Cash</b>	<b>2,648,180</b>	<b>2,632,081</b>	<b>16,099</b>	<b>0.6%</b>	<b>2,620,359</b>	<b>27,821</b>	<b>1.1%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	51.8%	51.7%	0.1	0.2%	51.9%	(0.1)	-0.2%
Motels	45.4%	42.4%	3.0	7.1%	42.6%	2.8	6.6%
28 Day Motels	6.9%	7.5%	(0.6)	-8.0%	8.0%	(1.1)	-13.8%
R.V. Parks	14.9%	12.2%	2.7	22.1%	12.4%	2.5	20.2%
Vacation Rentals	18.5%	11.9%	6.6	55.5%	10.5%	8.0	76.2%
Timeshares	39.8%	36.1%	3.7	10.2%	36.1%	3.7	10.2%
Home Owner Rentals	19.6%	18.5%	1.1	5.9%	0.0%	0.0	0.0%
<b>Total Occupancy Percentage - Cash</b>	<b>40.5%</b>	<b>39.8%</b>	<b>0.7</b>	<b>1.8%</b>	<b>40.2%</b>	<b>0.3</b>	<b>0.7%</b>
<b>Average Rates - Cash</b>							
Hotels	\$100.49	\$96.89	\$3.60	3.7%	\$93.76	\$6.73	7.2%
Motels	\$55.01	\$52.69	\$2.32	4.4%	\$51.14	\$3.87	7.6%
28 Day Motels	\$34.71	\$32.64	\$2.07	6.3%	\$31.01	\$3.70	11.9%
R.V. Parks	\$30.88	\$32.78	(\$1.90)	-5.8%	\$31.82	(\$0.94)	-3.0%
Vacation Rental	\$269.63	\$322.49	(\$52.86)	-16.4%	\$338.62	(\$68.99)	-20.4%
Timeshares	\$45.12	\$36.68	\$8.44	23.0%	\$36.68	\$8.44	23.0%
Home Owner Rentals	\$264.93	\$256.70	\$8.23	3.2%	\$256.70	\$8.23	3.2%
<b>Total Cash Average Rate</b>	<b>\$95.57</b>	<b>\$91.96</b>	<b>\$3.61</b>	<b>3.9%</b>	<b>\$88.86</b>	<b>\$6.71</b>	<b>7.6%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,648,180	2,632,081	16,099	0.6%	2,620,359	27,821	1.1%
Comp	680,486	671,450	9,036	1.3%	664,782	15,704	2.4%
28 Day	1,125,965	1,022,582	103,383	10.1%	1,015,987	109,978	10.8%
<b>Total Occupied Rooms</b>	<b>4,454,631</b>	<b>4,326,113</b>	<b>128,518</b>	<b>3.0%</b>	<b>4,301,128</b>	<b>153,503</b>	<b>3.6%</b>
Vacant	2,077,110	2,282,259	(205,149)	-9.0%	2,216,047	(138,937)	-6.3%
Total Available Rooms	6,531,741	6,608,372	(76,631)	-1.2%	6,517,175	14,566	0.2%
<b>Percentage of Occupancy</b>							
Cash	40.5%	39.8%	0.7	1.8%	40.2%	0.3	0.7%
Comp	10.4%	10.2%	0.2	2.0%	10.2%	0.2	2.0%
28 Day	17.2%	15.5%	1.7	11.0%	15.6%	1.6	10.3%
<b>Total Occupancy Percentage</b>	<b>68.2%</b>	<b>65.5%</b>	<b>2.7</b>	<b>4.1%</b>	<b>66.0%</b>	<b>2.2</b>	<b>3.3%</b>
Vacant	31.8%	34.5%	(2.7)	-7.8%	34.0%	(2.2)	-6.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$253,092,966</b>	<b>\$242,047,595</b>	<b>\$11,045,371</b>	<b>4.6%</b>	<b>\$232,850,066</b>	<b>\$20,242,900</b>	<b>8.7%</b>
Comp	\$52,006,062	\$51,638,700	\$367,362	0.7%	\$51,308,692	\$697,370	1.4%
28 Day	\$29,258,717	\$23,173,339	\$6,085,378	26.3%	\$23,137,545	\$6,121,172	26.5%
Total Revenue	\$334,357,745	\$316,859,634	\$17,498,111	5.5%	\$307,296,303	\$27,061,442	8.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$95.57</b>	<b>\$91.96</b>	<b>\$3.61</b>	<b>3.9%</b>	<b>\$88.86</b>	<b>\$6.71</b>	<b>7.6%</b>
Comp	\$76.42	\$76.91	(\$0.49)	-0.6%	\$77.18	(\$0.76)	-1.0%
28 Day	\$25.99	\$22.66	\$3.33	14.7%	\$22.77	\$3.22	14.1%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	2,216,730	2,234,285	(17,555)	-0.8%	2,218,692	(1,962)	-0.1%
Comp	676,724	668,281	8,443	1.3%	661,663	15,061	2.3%
28 Day	46,846	23,766	23,080	97.1%	23,766	23,080	97.1%
<b>Total Occupied Rooms</b>	<b>2,940,300</b>	<b>2,926,332</b>	<b>13,968</b>	<b>0.5%</b>	<b>2,904,121</b>	<b>36,179</b>	<b>1.2%</b>
Vacant	1,337,976	1,398,988	(61,012)	-4.4%	1,369,008	(31,032)	-2.3%
Total Available Rooms	4,278,276	4,325,320	(47,044)	-1.1%	4,273,129	5,147	0.1%
<b>Percentage of Occupancy</b>							
Cash	51.8%	51.7%	0.1	0.2%	51.9%	(0.1)	-0.2%
Comp	15.8%	15.5%	0.3	1.9%	15.5%	0.3	1.9%
28 Day	1.1%	0.5%	0.6	120.0%	0.6%	0.5	83.3%
<b>Total Occupancy Percentage</b>	<b>68.7%</b>	<b>67.7%</b>	<b>1.0</b>	<b>1.5%</b>	<b>68.0%</b>	<b>0.7</b>	<b>1.0%</b>
Vacant	31.3%	32.3%	(1.0)	-3.1%	32.0%	(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>\$222,763,484</b>	<b>\$216,478,177</b>	<b>\$6,285,307</b>	<b>2.9%</b>	<b>\$208,035,078</b>	<b>\$14,728,406</b>	<b>7.1%</b>
Comp	\$51,858,452	\$51,506,354	\$352,098	0.7%	\$51,176,390	\$682,062	1.3%
28 Day	\$3,688,307	\$1,689,618	\$1,998,689	118.3%	\$1,689,618	\$1,998,689	118.3%
Total Revenue	\$278,310,243	\$269,674,149	\$8,636,094	3.2%	\$260,901,086	\$17,409,157	6.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$100.49</b>	<b>\$96.89</b>	<b>\$3.60</b>	<b>3.7%</b>	<b>\$93.76</b>	<b>\$6.73</b>	<b>7.2%</b>
Comp	\$76.63	\$77.07	(\$0.44)	-0.6%	\$77.35	(\$0.72)	-0.9%
28 Day	\$78.73	\$71.09	\$7.64	10.7%	\$71.09	\$7.64	10.7%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	198,003	185,090	12,913	7.0%	186,960	11,043	5.9%
Comp	1,845	1,820	25	1.4%	1,820	25	1.4%
28 Day	26,795	27,704	(909)	-3.3%	27,704	(909)	-3.3%
<b>Total Occupied Rooms</b>	<b>226,643</b>	<b>214,614</b>	<b>12,029</b>	<b>5.6%</b>	<b>216,484</b>	<b>10,159</b>	<b>4.7%</b>
Vacant	209,391	222,404	(13,013)	-5.9%	222,283	(12,892)	-5.8%
Total Available Rooms	436,034	437,018	(984)	-0.2%	438,767	(2,733)	-0.6%
<b>Percentage of Occupancy</b>							
Cash	45.4%	42.4%	3.0	7.1%	42.6%	2.8	6.6%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	6.1%	6.3%	(0.2)	-3.2%	6.3%	(0.2)	-3.2%
<b>Total Occupancy Percentage</b>	<b>52.0%</b>	<b>49.1%</b>	<b>2.9</b>	<b>5.9%</b>	<b>49.3%</b>	<b>2.7</b>	<b>5.5%</b>
Vacant	48.0%	50.9%	(2.9)	-5.7%	50.7%	(2.7)	-5.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$10,892,889</b>	<b>\$9,751,810</b>	<b>\$1,141,079</b>	<b>11.7%</b>	<b>\$9,560,597</b>	<b>\$1,332,292</b>	<b>13.9%</b>
Comp	\$74,885	\$61,944	\$12,941	20.9%	\$61,944	\$12,941	20.9%
28 Day	\$926,129	\$843,687	\$82,442	9.8%	\$790,533	\$135,596	17.2%
Total Revenue	\$11,893,903	\$10,657,441	\$1,236,462	11.6%	\$10,413,074	\$1,480,829	14.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$55.01</b>	<b>\$52.69</b>	<b>\$2.32</b>	<b>4.4%</b>	<b>\$51.14</b>	<b>\$3.87</b>	<b>7.6%</b>
Comp	\$40.59	\$34.04	\$6.55	19.2%	\$34.04	\$6.55	19.2%
28 Day	\$34.56	\$30.45	\$4.11	13.5%	\$28.53	\$6.03	21.1%

**Reno-Sparks Convention and Visitors Authority**

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

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	66,160	74,190	(8,030)	-10.8%	78,094	(11,934)	-15.3%
Comp	30	20	10	50.0%	-	30	100.0%
28 Day	714,980	677,495	37,485	5.5%	670,787	44,193	6.6%
<b>Total Occupied Rooms</b>	<b>781,170</b>	<b>751,705</b>	<b>29,465</b>	<b>3.9%</b>	<b>748,881</b>	<b>32,289</b>	<b>4.3%</b>
Vacant	181,046	233,325	(52,279)	-22.4%	222,415	(41,369)	-18.6%
Total Available Rooms	962,216	985,030	(22,814)	-2.3%	971,296	(9,080)	-0.9%
<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	74.3%	68.8%	5.5	8.0%	69.1%	5.2	7.5%
<b>Total Occupancy Percentage</b>	<b>81.2%</b>	<b>76.3%</b>	<b>4.9</b>	<b>6.4%</b>	<b>77.1%</b>	<b>4.1</b>	<b>5.3%</b>
Vacant	18.8%	23.7%	(4.9)	-20.7%	22.9%	(4.1)	-17.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,296,209</b>	<b>\$2,421,688</b>	<b>(\$125,479)</b>	<b>-5.2%</b>	<b>\$2,421,688</b>	<b>(\$125,479)</b>	<b>-5.2%</b>
Comp	\$500	\$400	\$100	25.0%	\$0	\$500	100.0%
28 Day	\$14,634,056	\$13,208,133	\$1,425,923	10.8%	\$13,215,394	\$1,418,662	10.7%
Total Revenue	\$16,930,765	\$15,630,221	\$1,300,544	8.3%	\$15,637,082	\$1,293,683	8.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$34.71</b>	<b>\$32.64</b>	<b>\$2.07</b>	<b>6.3%</b>	<b>\$31.01</b>	<b>\$3.70</b>	<b>11.9%</b>
Comp	\$16.67	\$20.00	(\$3.33)	-16.7%	\$0.00	\$16.67	100.0%
28 Day	\$20.47	\$19.50	\$0.97	5.0%	\$19.70	\$0.77	3.9%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	71,341	59,290	12,051	20.3%	59,290	12,051	20.3%
Comp	1,856	1,208	648	53.6%	1,208	648	53.6%
28 Day	258,845	224,093	34,752	15.5%	224,093	34,752	15.5%
<b>Total Occupied Rooms</b>	<b>332,042</b>	<b>284,591</b>	<b>47,451</b>	<b>16.7%</b>	<b>284,591</b>	<b>47,451</b>	<b>16.7%</b>
Vacant	147,305	203,057	(55,752)	-27.5%	194,124	(46,819)	-24.1%
Total Available Rooms	479,347	487,648	(8,301)	-1.7%	478,715	632	0.1%
<b>Percentage of Occupancy</b>							
Cash	14.9%	12.2%	2.7	22.1%	12.4%	2.5	20.2%
Comp	0.4%	0.2%	0.2	100.0%	0.3%	0.1	33.3%
28 Day	54.0%	46.0%	8.0	17.4%	46.8%	7.2	15.4%
<b>Total Occupancy Percentage</b>	<b>69.3%</b>	<b>58.4%</b>	<b>10.9</b>	<b>18.7%</b>	<b>59.4%</b>	<b>9.9</b>	<b>16.7%</b>
Vacant	30.7%	41.6%	(10.9)	-26.2%	40.6%	(9.9)	-24.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$2,202,840</b>	<b>\$1,943,358</b>	<b>\$259,482</b>	<b>13.4%</b>	<b>\$1,886,757</b>	<b>\$316,083</b>	<b>16.8%</b>
Comp	\$67,345	\$58,689	\$8,656	14.7%	\$58,690	\$8,655	14.7%
28 Day	\$3,849,849	\$3,249,217	\$600,632	18.5%	\$3,249,215	\$600,634	18.5%
Total Revenue	\$6,120,034	\$5,251,264	\$868,770	16.5%	\$5,194,662	\$925,372	17.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$30.88</b>	<b>\$32.78</b>	<b>(\$1.90)</b>	<b>-5.8%</b>	<b>\$31.82</b>	<b>(\$0.94)</b>	<b>-3.0%</b>
Comp	\$36.29	\$48.58	(\$12.29)	-25.3%	\$48.58	(\$12.29)	-25.3%
28 Day	\$14.87	\$14.50	\$0.37	2.6%	\$14.50	\$0.37	2.6%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	38,344	23,228	15,116	65.1%	18,435	19,909	108.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	74,788	66,717	8,071	12.1%	66,717	8,071	12.1%
<b>Total Occupied Rooms</b>	<b>113,132</b>	<b>89,945</b>	<b>23,187</b>	<b>25.8%</b>	<b>85,152</b>	<b>27,980</b>	<b>32.9%</b>
Vacant	94,333	105,669	(11,336)	-10.7%	89,777	4,556	5.1%
Total Available Rooms	207,465	195,614	11,851	6.1%	174,929	32,536	18.6%
<b>Percentage of Occupancy</b>							
Cash	18.5%	11.9%	6.6	55.5%	10.5%	8.0	76.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	36.0%	34.1%	1.9	5.6%	38.1%	(2.1)	-5.5%
<b>Total Occupancy Percentage</b>	<b>54.5%</b>	<b>46.0%</b>	<b>8.5</b>	<b>18.5%</b>	<b>48.7%</b>	<b>5.8</b>	<b>11.9%</b>
Vacant	45.5%	54.0%	(8.5)	-15.7%	51.3%	(5.8)	-11.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$10,338,674</b>	<b>\$7,490,860</b>	<b>\$2,847,814</b>	<b>38.0%</b>	<b>\$6,242,383</b>	<b>\$4,096,291</b>	<b>65.6%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$5,801,221	\$3,952,115	\$1,849,106	46.8%	\$3,952,114	\$1,849,107	46.8%
Total Revenue	\$16,139,895	\$11,442,975	\$4,696,920	41.0%	\$10,194,497	\$5,945,398	58.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$269.63</b>	<b>\$322.49</b>	<b>(\$52.86)</b>	<b>-16.4%</b>	<b>\$338.62</b>	<b>(\$68.99)</b>	<b>-20.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.57	\$59.24	\$18.33	30.9%	\$59.24	\$18.33	30.9%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**March 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	48,505	47,328	1,177	2.5%	47,328	1,177	2.5%
Comp	-	30	(30)	-100.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>48,505</b>	<b>47,358</b>	<b>1,147</b>	<b>2.4%</b>	<b>47,328</b>	<b>1,177</b>	<b>2.5%</b>
Vacant	73,403	83,634	(10,231)	-12.2%	83,711	(10,308)	-12.3%
Total Available Rooms	121,908	130,992	(9,084)	-6.9%	131,039	(9,131)	-7.0%
<b>Percentage of Occupancy</b>							
Cash	39.8%	36.1%	3.7	10.2%	36.1%	3.7	10.2%
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>39.8%</b>	<b>36.2%</b>	<b>3.6</b>	<b>9.9%</b>	<b>36.1%</b>	<b>3.7</b>	<b>10.2%</b>
Vacant	60.2%	63.8%	(3.6)	-5.6%	63.9%	(3.7)	-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>\$2,188,788</b>	<b>\$1,736,121</b>	<b>\$452,667</b>	<b>26.1%</b>	<b>\$1,736,122</b>	<b>\$452,666</b>	<b>26.1%</b>
Comp	\$0	\$870	(\$870)	-100.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$2,188,788	\$1,736,991	\$451,797	26.0%	\$1,736,122	\$452,666	26.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$45.12</b>	<b>\$36.68</b>	<b>\$8.44</b>	<b>23.0%</b>	<b>\$36.68</b>	<b>\$8.44</b>	<b>23.0%</b>
Comp	\$0.00	\$29.00	(\$29.00)	-100.0%	\$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	9,097	8,670	427	4.9%	11,560	(2,463)	-21.3%
Comp	31	91	(60)	-65.9%	91	(60)	-65.9%
28 Day	3,711	2,807	904	32.2%	2,920	791	27.1%
<b>Total Occupied Rooms</b>	<b>12,839</b>	<b>11,568</b>	<b>1,271</b>	<b>11.0%</b>	<b>14,571</b>	<b>(1,732)</b>	<b>-11.9%</b>
Vacant	33,656	35,182	(1,526)	-4.3%	34,729	(1,073)	-3.1%
Total Available Rooms	46,495	46,750	(255)	-0.5%	49,300	(2,805)	-5.7%
<b>Percentage of Occupancy</b>							
Cash	19.6%	18.5%	1.1	5.9%	23.4%	(3.8)	-16.2%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	8.0%	6.0%	2.0	33.3%	5.9%	2.1	35.6%
<b>Total Occupancy Percentage</b>	<b>27.6%</b>	<b>24.7%</b>	<b>2.9</b>	<b>11.7%</b>	<b>29.6%</b>	<b>(2.0)</b>	<b>-6.8%</b>
Vacant	72.4%	75.3%	(2.9)	-3.9%	70.4%	2.0	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>\$2,410,082</b>	<b>\$2,225,581</b>	<b>\$184,501</b>	<b>8.3%</b>	<b>\$2,967,441</b>	<b>(\$557,359)</b>	<b>-18.8%</b>
Comp	\$4,880	\$10,443	(\$5,563)	-53.3%	\$11,668	(\$6,788)	-58.2%
28 Day	\$359,155	\$230,569	\$128,586	55.8%	\$240,671	\$118,484	49.2%
Total Revenue	\$2,774,117	\$2,466,593	\$307,524	12.5%	\$3,219,780	(\$445,663)	-13.8%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$264.93</b>	<b>\$256.70</b>	<b>\$8.23</b>	<b>3.2%</b>	<b>\$256.70</b>	<b>\$8.23</b>	<b>3.2%</b>
Comp	\$157.42	\$114.76	\$42.66	37.2%	\$128.22	\$29.20	22.8%
28 Day	\$96.78	\$82.14	\$14.64	17.8%	\$82.42	\$14.36	17.4%

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

Current Month Actual March 2017	Last Year Actual March 2016			Tax District	Year To Date Actual July 2016 - March 2017	Last Year - Year To Date Actual July 2015 - March 2016		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$14,631,182	\$11,882,288	\$2,748,894	23.1%	Reno B	\$121,547,205	\$112,358,261	\$9,188,944	8.2%
\$6,888,341	\$7,196,141	(\$307,799)	-4.3%	Reno D	\$63,968,883	\$62,427,561	\$1,541,322	2.5%
\$581,964	\$53,317	\$528,647	991.5%	Reno E	\$3,704,463	\$474,835	\$3,229,628	680.2%
<b>\$22,101,487</b>	<b>\$19,131,746</b>	<b>\$2,969,742</b>	<b>15.5%</b>	<b>Total Reno</b>	<b>\$189,220,552</b>	<b>\$175,260,657</b>	<b>\$13,959,894</b>	<b>8.0%</b>
\$28,949	\$33,300	(\$4,351)	-13.1%	Washoe A	\$260,123	\$229,050	\$31,073	13.6%
\$2,964,384	\$2,977,445	(\$13,060)	-0.4%	Washoe B	\$36,748,506	\$33,494,299	\$3,254,207	9.7%
<b>\$2,993,333</b>	<b>\$3,010,744</b>	<b>(\$17,411)</b>	<b>-0.6%</b>	<b>Total Washoe Co.</b>	<b>\$37,008,630</b>	<b>\$33,723,349</b>	<b>\$3,285,281</b>	<b>9.7%</b>
<b>\$2,869,118</b>	<b>\$2,244,001</b>	<b>\$625,117</b>	<b>27.9%</b>	<b>Sparks</b>	<b>\$26,863,785</b>	<b>\$23,866,058</b>	<b>\$2,997,727</b>	<b>12.6%</b>
<b>\$27,963,939</b>	<b>\$24,386,491</b>	<b>\$3,577,448</b>	<b>14.7%</b>	<b>Total Taxable Revenue</b>	<b>\$253,092,966</b>	<b>\$232,850,066</b>	<b>\$20,242,900</b>	<b>8.7%</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  
Taxable Occupied Rooms by District  
March 2017**

Current Month Actual March 2017	Last Year Actual March 2016			Tax District	Year To Date Actual July 2016 - March 2017	Last Year - Year To Date Actual July 2015 - March 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
156,918	145,188	11,730	8.1%	Reno B	1,281,431	1,277,401	4,030	0.3%
84,611	92,953	(8,342)	-9.0%	Reno D	751,398	788,734	(37,336)	-4.7%
5,346	1,686	3,660	217.1%	Reno E	39,098	15,086	24,012	159.2%
<b>246,875</b>	<b>239,827</b>	<b>7,048</b>	<b>2.9%</b>	<b>Total Reno</b>	<b>2,071,927</b>	<b>2,081,221</b>	<b>(9,294)</b>	<b>-0.4%</b>
655	930	(275)	-29.6%	Washoe A	8,141	8,664	(523)	-6.0%
14,684	14,502	182	1.3%	Washoe B	144,901	132,044	12,857	9.7%
<b>15,339</b>	<b>15,432</b>	<b>(93)</b>	<b>-0.6%</b>	<b>Total Washoe Co.</b>	<b>153,042</b>	<b>140,708</b>	<b>12,334</b>	<b>8.8%</b>
<b>47,424</b>	<b>43,190</b>	<b>4,234</b>	<b>9.8%</b>	<b>Sparks</b>	<b>423,211</b>	<b>398,430</b>	<b>24,781</b>	<b>6.2%</b>
<b>309,638</b>	<b>298,449</b>	<b>11,189</b>	<b>3.7%</b>	<b>Total Taxable Rooms</b>	<b>2,648,180</b>	<b>2,620,359</b>	<b>27,821</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  
March 2017**

Current Month Actual March 2017	Last Year Actual March 2016			Tax District	Year To Date Actual July 2016 - March 2017	Last Year - Year To Date Actual July 2015 - March 2016		
	Amount	Increase (Decrease) Amount      % Percent				Amount	Increase (Decrease) Amount      % Percent	
\$93.24	\$81.84	\$11.40	13.9%	Reno B	\$94.85	\$87.96	\$6.89	7.8%
\$81.41	\$77.42	\$3.99	5.2%	Reno D	\$85.13	\$79.15	\$5.98	7.6%
\$108.86	\$31.62	\$77.24	244.2%	Reno E	\$94.75	\$31.48	\$63.27	201.0%
<b>\$89.53</b>	<b>\$79.77</b>	<b>\$9.75</b>	<b>12.2%</b>	<b>Total Reno</b>	<b>\$91.33</b>	<b>\$84.21</b>	<b>\$7.12</b>	<b>8.4%</b>
\$44.20	\$35.81	\$8.39	23.4%	Washoe A	\$31.95	\$26.44	\$5.52	20.9%
\$201.88	\$205.31	-\$3.43	-1.7%	Washoe B	\$253.61	\$253.66	-\$0.05	0.0%
<b>\$195.15</b>	<b>\$195.10</b>	<b>\$0.05</b>	<b>0.0%</b>	<b>Total Washoe Co.</b>	<b>\$241.82</b>	<b>\$239.67</b>	<b>\$2.15</b>	<b>0.9%</b>
<b>\$60.50</b>	<b>\$51.96</b>	<b>\$8.54</b>	<b>16.4%</b>	<b>Sparks</b>	<b>\$63.48</b>	<b>\$59.90</b>	<b>\$3.58</b>	<b>6.0%</b>
<b>\$90.31</b>	<b>\$81.71</b>	<b>\$8.60</b>	<b>10.5%</b>	<b>Total Average Daily Rate</b>	<b>\$95.57</b>	<b>\$88.86</b>	<b>\$6.71</b>	<b>7.6%</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