

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## September 2017

### Room Statistics

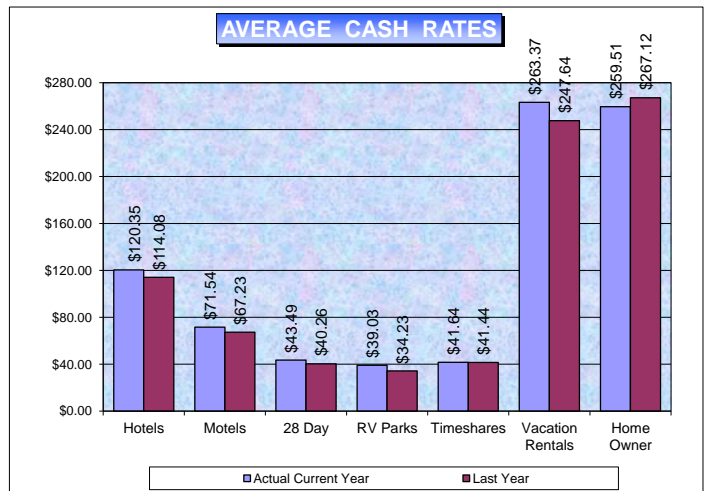
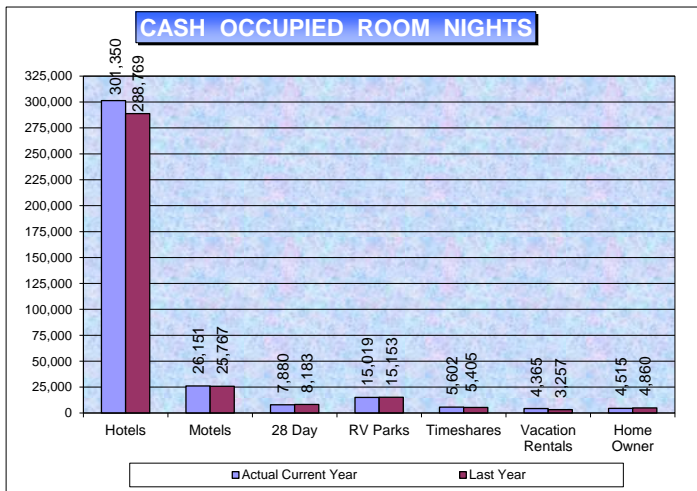
Taxable room revenues for the month of \$41,622,064 are above prior year by \$3,770,622 (10.0%). Cash occupied room nights of 364,882 are above prior year by 13,488 (3.8%). Comp occupied room nights of 78,672 are below prior year by 2,969 (-3.6%), and 28-day occupied room nights of 127,298 are above prior year by 5,004 (4.1%). Total occupied rooms for the month (Cash,Comp, 28-day) are 570,852 (2.8%) above the prior year.

Overall, Washoe County occupancy percentages of 77.7% for the month are 4.2% above the 74.6% level of the prior year. There were 10,529 (-1.4%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$114.07 increased \$6.35 (5.9%), compared to \$107.72 for the prior year.

Year-to-date cash occupied room nights of 1,120,070 are 77,631 (7.4%) above prior year. Cash average rates year-to-date of \$113.32 are \$7.42 (7.0%) above the prior year. Year-to-date, total taxable room revenues of \$126,921,996 are \$16,525,262 (15.0%) above prior year.

September 2017						
Segments	Available Rooms	Cash Occupied Rooms	Average Cash Rate		Increase (Decrease)	
			Current Year	Last Year	Amount	% Percent
Hotels	481,380	301,350	\$120.35	\$114.08	\$6.27	5.5%
Motels	48,073	26,151	\$71.54	\$67.23	\$4.31	6.4%
28 Day	97,878	7,880	\$43.49	\$40.26	\$3.23	8.0%
RV Parks	55,103	15,019	\$39.03	\$34.23	\$4.80	14.0%
Timeshares	12,666	5,602	\$41.64	\$41.44	\$0.20	0.5%
Vacation Rentals	22,792	4,365	\$263.37	\$247.64	\$15.73	6.4%
Home Owner	16,367	4,515	\$259.51	\$267.12	(\$7.61)	-2.8%
<b>Totals</b>	<b>734,259</b>	<b>364,882</b>	<b>\$114.07</b>	<b>\$107.72</b>	<b>\$6.35</b>	<b>5.9%</b>



Attached please find the detail statistics for each market segment.

Contact:  
**Robert Chisel**  
 Director of Finance  
[rchisel@renotahoeusa.com](mailto:rchisel@renotahoeusa.com)  
 775-827-7626

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

September 2017

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$41,622,064</b>	<b>\$39,479,648</b>	<b>\$2,142,416</b>	<b>5.4%</b>	<b>\$37,851,442</b>	<b>\$3,770,622</b>	<b>10.0%</b>
<b>Occupied Rooms - Cash</b>	<b>364,882</b>	<b>353,702</b>	<b>11,180</b>	<b>3.2%</b>	<b>351,394</b>	<b>13,488</b>	<b>3.8%</b>
<b>Average Rate - Cash</b>	<b>\$114.07</b>	<b>\$111.62</b>	<b>\$2.45</b>	<b>2.2%</b>	<b>\$107.72</b>	<b>\$6.35</b>	<b>5.9%</b>
<b>Occupied Rooms</b>							
Cash	364,882	353,702	11,180	3.2%	351,394	13,488	3.8%
Comp	78,672	83,264	(4,592)	-5.5%	81,641	(2,969)	-3.6%
28 Day	127,298	128,928	(1,630)	-1.3%	122,294	5,004	4.1%
<b>Total Occupied Rooms</b>	<b>570,852</b>	<b>565,894</b>	<b>4,958</b>	<b>0.9%</b>	<b>555,329</b>	<b>15,523</b>	<b>2.8%</b>
<b>Percentage of Occupancy</b>							
Cash	49.7%	47.2%	2.5	5.3%	47.2%	2.5	5.3%
Comp	10.7%	11.1%	(0.4)	-3.6%	11.0%	(0.3)	-2.7%
28 Day	17.3%	17.2%	0.1	0.6%	16.4%	0.9	5.5%
<b>Total Percentage of Occupancy</b>	<b>77.7%</b>	<b>75.5%</b>	<b>2.2</b>	<b>2.9%</b>	<b>74.6%</b>	<b>3.1</b>	<b>4.2%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	301,350	289,566	11,784	4.1%	288,769	12,581	4.4%
Motels	26,151	26,025	126	0.5%	25,767	384	1.5%
28 Day Motels	7,880	7,774	106	1.4%	8,183	(303)	-3.7%
R.V. Parks	15,019	16,668	(1,649)	-9.9%	15,153	(134)	-0.9%
Vacation Rentals	4,365	3,355	1,010	30.1%	3,257	1,108	34.0%
Timehares	5,602	5,405	197	3.6%	5,405	197	3.6%
Home Owner Rentals	4,515	4,909	(394)	0.0%	4,860	(345)	0.0%
<b>Total Occupied - Cash</b>	<b>364,882</b>	<b>353,702</b>	<b>11,180</b>	<b>3.2%</b>	<b>351,394</b>	<b>13,488</b>	<b>3.8%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	62.6%	60.1%	2.5	4.2%	60.1%	2.5	4.2%
Motels	54.4%	54.7%	(0.3)	-0.5%	54.1%	0.3	0.6%
28 Day Motels	8.1%	7.4%	0.7	9.5%	7.7%	0.4	5.2%
R.V. Parks	27.3%	25.7%	1.6	6.2%	25.4%	1.9	7.5%
Vacation Rentals	19.2%	15.2%	4.0	26.3%	14.7%	4.5	30.6%
Timeshares	44.2%	41.8%	2.4	5.7%	41.8%	2.4	5.7%
Home Owner Rentals	27.6%	31.4%	(3.8)	-12.1%	30.5%	(2.9)	-9.5%
<b>Total Occupancy Percentage - Cash</b>	<b>49.7%</b>	<b>47.2%</b>	<b>2.5</b>	<b>5.3%</b>	<b>47.2%</b>	<b>2.5</b>	<b>5.3%</b>
<b>Average Rates - Cash</b>							
Hotels	\$120.35	\$118.74	\$1.61	1.4%	\$114.08	\$6.27	5.5%
Motels	\$71.54	\$69.89	\$1.65	2.4%	\$67.23	\$4.31	6.4%
28 Day Motels	\$43.49	\$40.26	\$3.23	8.0%	\$40.26	\$3.23	8.0%
R.V. Parks	\$39.03	\$34.23	\$4.80	14.0%	\$34.23	\$4.80	14.0%
Vacation Rentals	\$263.37	\$252.42	\$10.95	4.3%	\$247.64	\$15.73	6.4%
Timeshares	\$41.64	\$43.51	(\$1.87)	-4.3%	\$41.44	\$0.20	0.5%
Home Owner Rentals	\$259.51	\$267.12	(\$7.61)	0.0%	\$267.12	(\$7.61)	-2.8%
<b>Total Cash Average Rate</b>	<b>\$114.07</b>	<b>\$111.62</b>	<b>\$2.45</b>	<b>2.2%</b>	<b>\$107.72</b>	<b>\$6.35</b>	<b>5.9%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	364,882	353,702	11,180	3.2%	351,394	13,488	3.8%
Comp	78,672	83,264	(4,592)	-5.5%	81,641	(2,969)	-3.6%
28 Day	127,298	128,928	(1,630)	-1.3%	122,294	5,004	4.1%
<b>Total Occupied Rooms</b>	<b>570,852</b>	<b>565,894</b>	<b>4,958</b>	<b>0.9%</b>	<b>555,329</b>	<b>15,523</b>	<b>2.8%</b>
Vacant	163,407	183,929	(20,522)	-11.2%	189,459	(26,052)	-13.8%
Total Available Rooms	734,259	749,823	(15,564)	-2.1%	744,788	(10,529)	-1.4%
<b>Percentage of Occupancy</b>							
Cash	49.7%	47.2%	2.5	5.3%	47.2%	2.5	5.3%
Comp	10.7%	11.1%	(0.4)	-3.6%	11.0%	(0.3)	-2.7%
28 Day	17.3%	17.2%	0.1	0.6%	16.4%	0.9	5.5%
<b>Total Occupancy Percentage</b>	<b>77.7%</b>	<b>75.5%</b>	<b>2.2</b>	<b>2.9%</b>	<b>74.6%</b>	<b>3.1</b>	<b>4.2%</b>
Vacant	22.3%	24.5%	(2.2)	-9.0%	25.4%	(3.1)	-12.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$41,622,064</b>	<b>\$39,479,648</b>	<b>\$2,142,416</b>	<b>5.4%</b>	<b>\$37,851,442</b>	<b>\$3,770,622</b>	<b>10.0%</b>
Comp	\$7,188,257	\$7,118,578	\$69,679	1.0%	\$7,118,578	\$69,679	1.0%
28 Day	\$4,064,800	\$3,409,634	\$655,166	19.2%	\$3,255,535	\$809,265	24.9%
Total Revenue	\$52,875,121	\$50,007,860	\$2,867,261	5.7%	\$48,225,555	\$4,649,566	9.6%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$114.07</b>	<b>\$111.62</b>	<b>\$2.45</b>	<b>2.2%</b>	<b>\$107.72</b>	<b>\$6.35</b>	<b>5.9%</b>
Comp	\$91.37	\$85.49	\$5.88	6.9%	\$87.19	\$4.18	4.8%
28 Day	\$31.93	\$26.45	\$5.48	20.7%	\$26.62	\$5.31	19.9%

## Reno-Sparks Convention and Visitors Authority

### Hotel Statistics

September 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	301,350	289,566	11,784	4.1%	288,769	12,581	4.4%
Comp	78,316	82,764	(4,448)	-5.4%	81,141	(2,825)	-3.5%
28 Day	10,577	3,908	6,669	170.6%	3,908	6,669	170.6%
<b>Total Occupied Rooms</b>	<b>390,243</b>	<b>376,238</b>	<b>14,005</b>	<b>3.7%</b>	<b>373,818</b>	<b>16,425</b>	<b>4.4%</b>
Vacant	91,137	105,472	(14,335)	-13.6%	106,477	(15,340)	-14.4%
Total Available Rooms	481,380	481,710	(330)	-0.1%	480,295	1,085	0.2%
<b>Percentage of Occupancy</b>							
Cash	62.6%	60.1%	2.5	4.2%	60.1%	2.5	4.2%
Comp	16.3%	17.2%	(0.9)	-5.2%	16.9%	(0.6)	-3.6%
28 Day	2.2%	0.8%	1.4	175.0%	0.8%	1.4	175.0%
<b>Total Occupancy Percentage</b>	<b>81.1%</b>	<b>78.1%</b>	<b>3.0</b>	<b>3.8%</b>	<b>77.8%</b>	<b>3.3</b>	<b>4.2%</b>
Vacant	18.9%	21.9%	(3.0)	-13.7%	22.2%	(3.3)	-14.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$36,267,921</b>	<b>\$34,383,861</b>	<b>\$1,884,060</b>	<b>5.5%</b>	<b>\$32,942,184</b>	<b>\$3,325,737</b>	<b>10.1%</b>
Comp	\$7,174,509	\$7,096,703	\$77,806	1.1%	\$7,096,703	\$77,806	1.1%
28 Day	\$917,849	\$309,929	\$607,920	196.1%	\$309,929	\$607,920	196.1%
Total Revenue	\$44,360,279	\$41,790,493	\$2,569,786	6.1%	\$40,348,816	\$4,011,463	9.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$120.35</b>	<b>\$118.74</b>	<b>\$1.61</b>	<b>1.4%</b>	<b>\$114.08</b>	<b>\$6.27</b>	<b>5.5%</b>
Comp	\$91.61	\$85.75	\$5.86	6.8%	\$87.46	\$4.15	4.7%
28 Day	\$86.78	\$79.31	\$7.47	9.4%	\$79.31	\$7.47	9.4%

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

September 2017

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	26,151	26,025	126	0.5%	25,767	384	1.5%
Comp	73	231	(158)	-68.4%	231	(158)	-68.4%
28 Day	3,942	2,637	1,305	49.5%	2,637	1,305	49.5%
<b>Total Occupied Rooms</b>	<b>30,166</b>	<b>28,893</b>	<b>1,273</b>	<b>4.4%</b>	<b>28,635</b>	<b>1,531</b>	<b>5.3%</b>
Vacant	17,907	18,657	(750)	-4.0%	19,000	(1,093)	-5.8%
Total Available Rooms	48,073	47,550	523	1.1%	47,635	438	0.9%
<b>Percentage of Occupancy</b>							
Cash	54.4%	54.7%	(0.3)	-0.5%	54.1%	0.3	0.6%
Comp	0.2%	0.5%	(0.3)	-60.0%	0.5%	(0.3)	-60.0%
28 Day	8.2%	5.5%	2.7	49.1%	5.5%	2.7	49.1%
<b>Total Occupancy Percentage</b>	<b>62.8%</b>	<b>60.8%</b>	<b>2.0</b>	<b>3.3%</b>	<b>60.1%</b>	<b>2.7</b>	<b>4.5%</b>
Vacant	37.2%	39.2%	(2.0)	-5.1%	39.9%	(2.7)	-6.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,870,752</b>	<b>\$1,818,963</b>	<b>\$51,789</b>	<b>2.8%</b>	<b>\$1,732,346</b>	<b>\$138,406</b>	<b>8.0%</b>
Comp	\$1,825	\$7,451	(\$5,626)	-75.5%	\$7,451	(\$5,626)	-75.5%
28 Day	\$181,579	\$110,016	\$71,563	65.0%	\$112,836	\$68,743	60.9%
Total Revenue	\$2,054,156	\$1,936,430	\$117,726	6.1%	\$1,852,633	\$201,523	10.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$71.54</b>	<b>\$69.89</b>	<b>\$1.65</b>	<b>2.4%</b>	<b>\$67.23</b>	<b>\$4.31</b>	<b>6.4%</b>
Comp	\$25.00	\$32.26	(\$7.26)	-22.5%	\$32.26	(\$7.26)	-22.5%
28 Day	\$46.06	\$41.72	\$4.34	10.4%	\$42.79	\$3.27	7.6%

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	7,880	7,774	106	1.4%	8,183	(303)	-3.7%
Comp	30	-	30	100.0%	-	30	100.0%
28 Day	74,968	84,016	(9,048)	-10.8%	80,015	(5,047)	-6.3%
<b>Total Occupied Rooms</b>	<b>82,878</b>	<b>91,790</b>	<b>(8,912)</b>	<b>-9.7%</b>	<b>88,198</b>	<b>(5,320)</b>	<b>-6.0%</b>
Vacant	15,000	13,270	1,730	13.0%	17,940	(2,940)	-16.4%
Total Available Rooms	97,878	105,060	(7,182)	-6.8%	106,138	(8,260)	-7.8%
<b>Percentage of Occupancy</b>							
Cash	8.1%	7.4%	0.7	9.5%	7.7%	0.4	5.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.6%	80.0%	(3.4)	-4.3%	75.4%	1.2	1.6%
<b>Total Occupancy Percentage</b>	<b>84.7%</b>	<b>87.4%</b>	<b>(2.7)</b>	<b>-3.1%</b>	<b>83.1%</b>	<b>1.6</b>	<b>1.9%</b>
Vacant	15.3%	12.6%	2.7	21.4%	16.9%	(1.6)	-9.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$342,721</b>	<b>\$312,960</b>	<b>\$29,761</b>	<b>9.5%</b>	<b>\$329,432</b>	<b>\$13,289</b>	<b>4.0%</b>
Comp	\$500	\$0	\$500	100.0%	\$0	\$500	100.0%
28 Day	\$1,727,251	\$1,771,824	(\$44,573)	-2.5%	\$1,655,910	\$71,341	4.3%
Total Revenue	\$2,070,472	\$2,084,784	(\$14,312)	-0.7%	\$1,985,342	\$85,130	4.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$43.49</b>	<b>\$40.26</b>	<b>\$3.23</b>	<b>8.0%</b>	<b>\$40.26</b>	<b>\$3.23</b>	<b>8.0%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$23.04	\$21.09	\$1.95	9.2%	\$20.69	\$2.35	11.4%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	15,019	16,668	(1,649)	-9.9%	15,153	(134)	-0.9%
Comp	242	251	(9)	-3.6%	251	(9)	-3.6%
28 Day	28,394	28,960	(566)	-2.0%	26,327	2,067	7.9%
<b>Total Occupied Rooms</b>	<b>43,655</b>	<b>45,879</b>	<b>(2,224)</b>	<b>-4.8%</b>	<b>41,731</b>	<b>1,924</b>	<b>4.6%</b>
Vacant	11,448	18,951	(7,503)	-39.6%	18,009	(6,561)	-36.4%
Total Available Rooms	55,103	64,830	(9,727)	-15.0%	59,740	(4,637)	-7.8%
<b>Percentage of Occupancy</b>							
Cash	27.3%	25.7%	1.6	6.2%	25.4%	1.9	7.5%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	51.5%	44.7%	6.8	15.2%	44.1%	7.4	16.8%
<b>Total Occupancy Percentage</b>	<b>79.2%</b>	<b>70.8%</b>	<b>8.4</b>	<b>11.9%</b>	<b>69.9%</b>	<b>9.3</b>	<b>13.3%</b>
Vacant	20.8%	29.2%	(8.4)	-28.8%	30.1%	(9.3)	-30.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$586,128</b>	<b>\$570,617</b>	<b>\$15,511</b>	<b>2.7%</b>	<b>\$518,743</b>	<b>\$67,385</b>	<b>13.0%</b>
Comp	\$9,673	\$11,594	(\$1,921)	-16.6%	\$11,594	(\$1,921)	-16.6%
28 Day	\$475,011	\$451,055	\$23,956	5.3%	\$410,050	\$64,961	15.8%
Total Revenue	\$1,070,812	\$1,033,266	\$37,546	3.6%	\$940,387	\$130,425	13.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.03</b>	<b>\$34.23</b>	<b>\$4.80</b>	<b>14.0%</b>	<b>\$34.23</b>	<b>\$4.80</b>	<b>14.0%</b>
Comp	\$39.97	\$46.19	(\$6.22)	-13.5%	\$46.19	(\$6.22)	-13.5%
28 Day	\$16.73	\$15.58	\$1.15	7.4%	\$15.58	\$1.15	7.4%

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,365	3,355	1,010	30.1%	3,257	1,108	34.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,933	8,070	(137)	-1.7%	8,070	(137)	-1.7%
<b>Total Occupied Rooms</b>	<b>12,298</b>	<b>11,425</b>	<b>873</b>	<b>7.6%</b>	<b>11,327</b>	<b>971</b>	<b>8.6%</b>
Vacant	10,494	10,679	(185)	-1.7%	10,777	(283)	-2.6%
Total Available Rooms	22,792	22,104	688	3.1%	22,104	688	3.1%
<b>Percentage of Occupancy</b>							
Cash	19.2%	15.2%	4.0	26.3%	14.7%	4.5	30.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	34.8%	36.5%	(1.7)	-4.7%	36.5%	(1.7)	-4.7%
<b>Total Occupancy Percentage</b>	<b>54.0%</b>	<b>51.7%</b>	<b>2.3</b>	<b>4.4%</b>	<b>51.2%</b>	<b>2.8</b>	<b>5.5%</b>
Vacant	46.0%	48.3%	(2.3)	-4.8%	48.8%	(2.8)	-5.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,149,596</b>	<b>\$846,885</b>	<b>\$302,711</b>	<b>35.7%</b>	<b>\$806,557</b>	<b>\$343,039</b>	<b>42.5%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$598,486	\$620,136	(\$21,650)	-3.5%	\$620,136	(\$21,650)	-3.5%
Total Revenue	\$1,748,082	\$1,467,021	\$281,061	19.2%	\$1,426,693	\$321,389	22.5%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$263.37</b>	<b>\$252.42</b>	<b>\$10.95</b>	<b>4.3%</b>	<b>\$247.64</b>	<b>\$15.73</b>	<b>6.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$75.44	\$76.84	(\$1.40)	-1.8%	\$76.84	(\$1.40)	-1.8%



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	5,602	5,405	197	3.6%	5,405	197	3.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>5,602</b>	<b>5,405</b>	<b>197</b>	<b>3.6%</b>	<b>5,405</b>	<b>197</b>	<b>3.6%</b>
Vacant	7,064	7,524	(460)	-6.1%	7,524	(460)	-6.1%
Total Available Rooms	12,666	12,929	(263)	-2.0%	12,929	(263)	-2.0%
<b>Percentage of Occupancy</b>							
Cash	44.2%	41.8%	2.4	5.7%	41.8%	2.4	5.7%
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>44.2%</b>	<b>41.8%</b>	<b>2.4</b>	<b>5.7%</b>	<b>41.8%</b>	<b>2.4</b>	<b>5.7%</b>
Vacant	55.8%	58.2%	(2.4)	-4.1%	58.2%	(2.4)	-4.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$233,264</b>	<b>\$235,196</b>	<b>(\$1,932)</b>	<b>-0.8%</b>	<b>\$223,996</b>	<b>\$9,268</b>	<b>4.1%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$233,264	\$235,196	(\$1,932)	-0.8%	\$223,996	\$9,268	4.1%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$41.64</b>	<b>\$43.51</b>	<b>(\$1.87)</b>	<b>-4.3%</b>	<b>\$41.44</b>	<b>\$0.20</b>	<b>0.5%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

**Reno-Sparks Convention and Visitors Authority**

**Home Owner Rental**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,515	4,909	(394)	-8.0%	4,860	(345)	-7.1%
Comp	11	18	(7)	-38.9%	18	(7)	-38.9%
28 Day	1,484	1,337	147	11.0%	1,337	147	11.0%
<b>Total Occupied Rooms</b>	<b>6,010</b>	<b>6,264</b>	<b>(254)</b>	<b>-4.0%</b>	<b>6,215</b>	<b>(205)</b>	<b>-3.3%</b>
Vacant	10,357	9,376	981	10.5%	9,732	625	6.4%
Total Available Rooms	16,367	15,640	727	4.6%	15,947	420	2.6%
<b>Percentage of Occupancy</b>							
Cash	27.6%	31.4%	(3.8)	-12.1%	30.5%	(2.9)	-9.5%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	9.1%	8.5%	0.6	7.1%	8.4%	0.7	8.3%
<b>Total Occupancy Percentage</b>	<b>36.7%</b>	<b>40.0%</b>	<b>(3.3)</b>	<b>-8.3%</b>	<b>39.0%</b>	<b>(2.3)</b>	<b>-5.9%</b>
Vacant	63.3%	60.0%	3.3	5.5%	61.0%	2.3	3.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,171,682</b>	<b>\$1,311,166</b>	<b>(\$139,484)</b>	<b>-10.6%</b>	<b>\$1,298,184</b>	<b>(\$126,502)</b>	<b>-9.7%</b>
Comp	\$1,750	\$2,830	(\$1,080)	-38.2%	\$2,830	(\$1,080)	-38.2%
28 Day	\$164,624	\$146,674	\$17,950	12.2%	\$146,674	\$17,950	12.2%
Total Revenue	\$1,338,056	\$1,460,670	(\$122,614)	-8.4%	\$1,447,688	(\$109,632)	-7.6%
<b>Average Rates</b>							
Cash	\$259.51	\$267.12	(\$7.61)	-2.8%	\$267.12	(\$7.61)	-2.8%
Comp	\$159.09	\$157.22	\$1.87	1.2%	\$157.22	\$1.87	1.2%
28 Day	\$110.93	\$109.70	\$1.23	1.1%	\$109.70	\$1.23	1.1%

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

**September 2017**

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Taxable Room Revenues</b>	<b>\$126,921,996</b>	<b>\$119,992,439</b>	<b>\$6,929,557</b>	<b>5.8%</b>	<b>\$110,396,734</b>	<b>\$16,525,262</b>	<b>15.0%</b>
<b>Occupied Rooms - Cash</b>	<b>1,120,070</b>	<b>1,092,726</b>	<b>27,344</b>	<b>2.5%</b>	<b>1,042,439</b>	<b>77,631</b>	<b>7.4%</b>
<b>Average Rate - Cash</b>	<b>\$113.32</b>	<b>\$109.81</b>	<b>\$3.51</b>	<b>3.2%</b>	<b>\$105.90</b>	<b>\$7.42</b>	<b>7.0%</b>
<b>Occupied Rooms</b>							
Cash	1,120,070	1,092,726	27,344	2.5%	1,042,439	77,631	7.4%
Comp	249,288	255,316	(6,028)	-2.4%	250,341	(1,053)	-0.4%
28 Day	391,612	390,707	905	0.2%	370,388	21,224	5.7%
<b>Total Occupied Rooms</b>	<b>1,760,970</b>	<b>1,738,749</b>	<b>22,221</b>	<b>1.3%</b>	<b>1,663,168</b>	<b>97,802</b>	<b>5.9%</b>
<b>Percentage of Occupancy</b>							
Cash	51.0%	49.2%	1.8	3.7%	47.2%	3.8	8.1%
Comp	11.4%	11.5%	(0.1)	-0.9%	11.3%	0.1	0.9%
28 Day	17.8%	17.6%	0.2	1.1%	16.8%	1.0	6.0%
<b>Total Percentage of Occupancy</b>	<b>80.2%</b>	<b>78.4%</b>	<b>1.8</b>	<b>2.3%</b>	<b>75.3%</b>	<b>4.9</b>	<b>6.5%</b>
<b>Market Segments</b>							
<b>Occupied Rooms - Cash</b>							
Hotels	929,983	913,579	16,404	1.8%	867,296	62,687	7.2%
Motels	85,719	75,540	10,179	13.5%	74,791	10,928	14.6%
28 Day Motels	24,062	22,321	1,741	7.8%	23,496	566	2.4%
R.V. Parks	38,883	43,089	(4,206)	-9.8%	39,172	(289)	-0.7%
Vacation Rentals	17,825	15,916	1,909	12.0%	15,452	2,373	15.4%
Timeshares	19,083	17,372	1,711	9.8%	17,372	1,711	9.8%
Home Owner Rentals	4,515	4,909	(394)	-8.0%	4,860	(345)	-7.1%
<b>Total Occupied - Cash</b>	<b>1,120,070</b>	<b>1,092,726</b>	<b>27,344</b>	<b>2.5%</b>	<b>1,042,439</b>	<b>77,631</b>	<b>7.4%</b>
<b>Percentage of Occupancy - Cash</b>							
Hotels	64.3%	63.1%	1.2	1.9%	60.3%	4.0	6.6%
Motels	56.3%	49.9%	6.4	12.8%	49.4%	6.9	14.0%
28 Day Motels	7.8%	6.9%	0.9	13.0%	7.2%	0.6	8.3%
R.V. Parks	24.0%	25.1%	(1.1)	-4.4%	23.6%	0.4	1.7%
Vacation Rentals	25.1%	23.5%	1.6	6.8%	22.8%	2.3	10.1%
Timeshares	48.0%	41.2%	6.8	16.5%	41.2%	6.8	16.5%
Home Owner Rentals	27.6%	31.4%	(3.8)	-12.1%	30.5%	(2.9)	-9.5%
<b>Total Occupancy Percentage - Cash</b>	<b>51.0%</b>	<b>49.2%</b>	<b>1.8</b>	<b>3.7%</b>	<b>47.2%</b>	<b>3.8</b>	<b>8.1%</b>
<b>Average Rates - Cash</b>							
Hotels	\$119.52	\$115.74	\$3.78	3.3%	\$111.56	\$7.96	7.1%
Motels	\$68.09	\$67.69	\$0.40	0.6%	\$65.11	\$2.98	4.6%
28 Day Motels	\$41.89	\$37.79	\$4.10	10.8%	\$37.79	\$4.10	10.8%
R.V. Parks	\$39.70	\$35.91	\$3.79	10.6%	\$35.90	\$3.80	10.6%
Vacation Rental	\$301.01	\$290.31	\$10.70	3.7%	\$284.79	\$16.22	5.7%
Timeshares	\$44.15	\$47.03	(\$2.88)	-6.1%	\$44.79	(\$0.64)	-1.4%
Home Owner Rentals	\$259.51	\$267.12	(\$7.61)	-2.8%	\$267.12	(\$7.61)	-2.8%
<b>Total Cash Average Rate</b>	<b>\$113.32</b>	<b>\$109.81</b>	<b>\$3.51</b>	<b>3.2%</b>	<b>\$105.90</b>	<b>\$7.42</b>	<b>7.0%</b>

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	1,120,070	1,092,726	27,344	2.5%	1,042,439	77,631	7.4%
Comp	249,288	255,316	(6,028)	-2.4%	250,341	(1,053)	-0.4%
28 Day	391,612	390,707	905	0.2%	370,388	21,224	5.7%
<b>Total Occupied Rooms</b>	<b>1,760,970</b>	<b>1,738,749</b>	<b>22,221</b>	<b>1.3%</b>	<b>1,663,168</b>	<b>97,802</b>	<b>5.9%</b>
Vacant	433,871	480,310	(46,439)	-9.7%	545,440	(111,569)	-20.5%
Total Available Rooms	2,194,841	2,219,059	(24,218)	-1.1%	2,208,608	(13,767)	-0.6%
<b>Percentage of Occupancy</b>							
Cash	51.0%	49.2%	1.8	3.7%	47.2%	3.8	8.1%
Comp	11.4%	11.5%	(0.1)	-0.9%	11.3%	0.1	0.9%
28 Day	17.8%	17.6%	0.2	1.1%	16.8%	1.0	6.0%
<b>Total Occupancy Percentage</b>	<b>80.2%</b>	<b>78.4%</b>	<b>1.8</b>	<b>2.3%</b>	<b>75.3%</b>	<b>4.9</b>	<b>6.5%</b>
Vacant	19.8%	21.6%	(1.8)	-8.3%	24.7%	(4.9)	-19.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$126,921,996</b>	<b>\$119,992,439</b>	<b>\$6,929,557</b>	<b>5.8%</b>	<b>\$110,396,734</b>	<b>\$16,525,262</b>	<b>15.0%</b>
Comp	\$20,975,122	\$20,236,150	\$738,972	3.7%	\$20,239,115	\$736,007	3.6%
28 Day	\$11,958,484	\$9,724,668	\$2,233,816	23.0%	\$9,281,096	\$2,677,388	28.8%
Total Revenue	\$159,855,602	\$149,953,257	\$9,902,345	6.6%	\$139,916,945	\$19,938,657	14.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$113.32</b>	<b>\$109.81</b>	<b>\$3.51</b>	<b>3.2%</b>	<b>\$105.90</b>	<b>\$7.42</b>	<b>7.0%</b>
Comp	\$84.14	\$79.26	\$4.88	6.2%	\$80.85	\$3.29	4.1%
28 Day	\$30.54	\$24.89	\$5.65	22.7%	\$25.06	\$5.48	21.9%

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	929,983	913,579	16,404	1.8%	867,296	62,687	7.2%
Comp	248,052	253,694	(5,642)	-2.2%	248,719	(667)	-0.3%
28 Day	31,809	12,841	18,968	147.7%	12,841	18,968	147.7%
<b>Total Occupied Rooms</b>	<b>1,209,844</b>	<b>1,180,114</b>	<b>29,730</b>	<b>2.5%</b>	<b>1,128,856</b>	<b>80,988</b>	<b>7.2%</b>
Vacant	236,719	268,220	(31,501)	-11.7%	309,501	(72,782)	-23.5%
Total Available Rooms	1,446,563	1,448,334	(1,771)	-0.1%	1,438,357	8,206	0.6%
<b>Percentage of Occupancy</b>							
Cash	64.3%	63.1%	1.2	1.9%	60.3%	4.0	6.6%
Comp	17.1%	17.5%	(0.4)	-2.3%	17.3%	(0.2)	-1.2%
28 Day	2.2%	0.9%	1.3	144.4%	0.9%	1.3	144.4%
<b>Total Occupancy Percentage</b>	<b>83.6%</b>	<b>81.5%</b>	<b>2.1</b>	<b>2.6%</b>	<b>78.5%</b>	<b>5.1</b>	<b>6.5%</b>
Vacant	16.4%	18.5%	(2.1)	-11.4%	21.5%	(5.1)	-23.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$111,154,297</b>	<b>\$105,739,876</b>	<b>\$5,414,421</b>	<b>5.1%</b>	<b>\$96,755,833</b>	<b>\$14,398,464</b>	<b>14.9%</b>
Comp	\$20,921,008	\$20,171,591	\$749,417	3.7%	\$20,171,591	\$749,417	3.7%
28 Day	\$2,780,259	\$976,317	\$1,803,942	184.8%	\$976,317	\$1,803,942	184.8%
Total Revenue	\$134,855,564	\$126,887,784	\$7,967,780	6.3%	\$117,903,741	\$16,951,823	14.4%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$119.52</b>	<b>\$115.74</b>	<b>\$3.78</b>	<b>3.3%</b>	<b>\$111.56</b>	<b>\$7.96</b>	<b>7.1%</b>
Comp	\$84.34	\$79.51	\$4.83	6.1%	\$81.10	\$3.24	4.0%
28 Day	\$87.40	\$76.03	\$11.37	15.0%	\$76.03	\$11.37	15.0%

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	85,719	75,540	10,179	13.5%	74,791	10,928	14.6%
Comp	496	797	(301)	-37.8%	797	(301)	-37.8%
28 Day	13,805	8,472	5,333	62.9%	8,472	5,333	62.9%
<b>Total Occupied Rooms</b>	<b>100,020</b>	<b>84,809</b>	<b>15,211</b>	<b>17.9%</b>	<b>84,060</b>	<b>15,960</b>	<b>19.0%</b>
Vacant	52,117	66,467	(14,350)	-21.6%	67,236	(15,119)	-22.5%
Total Available Rooms	152,137	151,276	861	0.6%	151,296	841	0.6%
<b>Percentage of Occupancy</b>							
Cash	56.3%	49.9%	6.4	12.8%	49.4%	6.9	14.0%
Comp	0.3%	0.5%	(0.2)	-40.0%	0.5%	(0.2)	-40.0%
28 Day	9.1%	5.6%	3.5	62.5%	5.6%	3.5	62.5%
<b>Total Occupancy Percentage</b>	<b>65.7%</b>	<b>56.1%</b>	<b>9.6</b>	<b>17.1%</b>	<b>55.6%</b>	<b>10.1</b>	<b>18.2%</b>
Vacant	34.3%	43.9%	(9.6)	-21.9%	44.4%	(10.1)	-22.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$5,836,273</b>	<b>\$5,113,346</b>	<b>\$722,927</b>	<b>14.1%</b>	<b>\$4,869,854</b>	<b>\$966,419</b>	<b>19.8%</b>
Comp	\$21,517	\$27,680	(\$6,163)	-22.3%	\$30,644	(\$9,127)	-29.8%
28 Day	\$598,483	\$333,745	\$264,738	79.3%	\$336,564	\$261,919	77.8%
Total Revenue	\$6,456,273	\$5,474,771	\$981,502	17.9%	\$5,237,062	\$1,219,211	23.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$68.09</b>	<b>\$67.69</b>	<b>\$0.40</b>	<b>0.6%</b>	<b>\$65.11</b>	<b>\$2.98</b>	<b>4.6%</b>
Comp	\$43.38	\$34.73	\$8.65	24.9%	\$38.45	\$4.93	12.8%
28 Day	\$43.35	\$39.39	\$3.96	10.1%	\$39.73	\$3.62	9.1%

**Reno-Sparks Convention and Visitors Authority**

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

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	24,062	22,321	1,741	7.8%	23,496	566	2.4%
Comp	30	-	30	100.0%	-	30	100.0%
28 Day	233,350	256,050	(22,700)	-8.9%	243,857	(10,507)	-4.3%
<b>Total Occupied Rooms</b>	<b>257,442</b>	<b>278,371</b>	<b>(20,929)</b>	<b>-7.5%</b>	<b>267,353</b>	<b>(9,911)</b>	<b>-3.7%</b>
Vacant	49,732	43,813	5,919	13.5%	59,693	(9,961)	-16.7%
Total Available Rooms	307,174	322,184	(15,010)	-4.7%	327,046	(19,872)	-6.1%
<b>Percentage of Occupancy</b>							
Cash	7.8%	6.9%	0.9	13.0%	7.2%	0.6	8.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.0%	79.5%	(3.5)	-4.4%	74.6%	1.4	1.9%
<b>Total Occupancy Percentage</b>	<b>83.8%</b>	<b>86.4%</b>	<b>(2.6)</b>	<b>-3.0%</b>	<b>81.7%</b>	<b>2.1</b>	<b>2.6%</b>
Vacant	16.2%	13.6%	2.6	19.1%	18.3%	(2.1)	-11.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,008,013</b>	<b>\$843,420</b>	<b>\$164,593</b>	<b>19.5%</b>	<b>\$887,810</b>	<b>\$120,203</b>	<b>13.5%</b>
Comp	\$500	\$0	\$500	100.0%	\$0	\$500	100.0%
28 Day	\$5,139,256	\$5,279,366	(\$140,110)	-2.7%	\$4,953,993	\$185,263	3.7%
Total Revenue	\$6,147,769	\$6,122,786	\$24,983	0.4%	\$5,841,803	\$305,966	5.2%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$41.89</b>	<b>\$37.79</b>	<b>\$4.10</b>	<b>10.8%</b>	<b>\$37.79</b>	<b>\$4.10</b>	<b>10.8%</b>
Comp	\$16.67	\$0.00	\$16.67	100.0%	\$0.00	\$16.67	100.0%
28 Day	\$22.02	\$20.62	\$1.40	6.8%	\$20.32	\$1.70	8.4%

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	38,883	43,089	(4,206)	-9.8%	39,172	(289)	-0.7%
Comp	699	807	(108)	-13.4%	807	(108)	-13.4%
28 Day	86,711	89,382	(2,671)	-3.0%	81,256	5,455	6.7%
<b>Total Occupied Rooms</b>	<b>126,293</b>	<b>133,278</b>	<b>(6,985)</b>	<b>-5.2%</b>	<b>121,235</b>	<b>5,058</b>	<b>4.2%</b>
Vacant	35,636	38,502	(2,866)	-7.4%	44,882	(9,246)	-20.6%
Total Available Rooms	161,929	171,780	(9,851)	-5.7%	166,117	(4,188)	-2.5%
<b>Percentage of Occupancy</b>							
Cash	24.0%	25.1%	(1.1)	-4.4%	23.6%	0.4	1.7%
Comp	0.4%	0.5%	(0.1)	-20.0%	0.5%	(0.1)	-20.0%
28 Day	53.5%	52.0%	1.5	2.9%	48.9%	4.6	9.4%
<b>Total Occupancy Percentage</b>	<b>78.0%</b>	<b>77.6%</b>	<b>0.4</b>	<b>0.5%</b>	<b>73.0%</b>	<b>5.0</b>	<b>6.8%</b>
Vacant	22.0%	22.4%	(0.4)	-1.8%	27.0%	(5.0)	-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>\$1,543,746</b>	<b>\$1,547,114</b>	<b>(\$3,368)</b>	<b>-0.2%</b>	<b>\$1,406,467</b>	<b>\$137,279</b>	<b>9.8%</b>
Comp	\$30,347	\$34,049	(\$3,702)	-10.9%	\$34,050	(\$3,703)	-10.9%
28 Day	\$1,392,611	\$1,331,200	\$61,411	4.6%	\$1,210,182	\$182,429	15.1%
Total Revenue	\$2,966,704	\$2,912,363	\$54,341	1.9%	\$2,650,699	\$316,005	11.9%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$39.70</b>	<b>\$35.91</b>	<b>\$3.79</b>	<b>10.6%</b>	<b>\$35.90</b>	<b>\$3.80</b>	<b>10.6%</b>
Comp	\$43.41	\$42.19	\$1.22	2.9%	\$42.19	\$1.22	2.9%
28 Day	\$16.06	\$14.89	\$1.17	7.9%	\$14.89	\$1.17	7.9%



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	17,825	15,916	1,909	12.0%	15,452	2,373	15.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	24,453	22,625	1,828	8.1%	22,625	1,828	8.1%
<b>Total Occupied Rooms</b>	<b>42,278</b>	<b>38,541</b>	<b>3,737</b>	<b>9.7%</b>	<b>38,077</b>	<b>4,201</b>	<b>11.0%</b>
Vacant	28,659	29,110	(451)	-1.5%	29,574	(915)	-3.1%
Total Available Rooms	70,937	67,651	3,286	4.9%	67,651	3,286	4.9%
<b>Percentage of Occupancy</b>							
Cash	25.1%	23.5%	1.6	6.8%	22.8%	2.3	10.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	34.5%	33.4%	1.1	3.3%	33.4%	1.1	3.3%
<b>Total Occupancy Percentage</b>	<b>59.6%</b>	<b>57.0%</b>	<b>2.6</b>	<b>4.6%</b>	<b>56.3%</b>	<b>3.3</b>	<b>5.9%</b>
Vacant	40.4%	43.0%	(2.6)	-6.0%	43.7%	(3.3)	-7.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$5,365,454</b>	<b>\$4,620,595</b>	<b>\$744,859</b>	<b>16.1%</b>	<b>\$4,400,565</b>	<b>\$964,889</b>	<b>21.9%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,883,251	\$1,657,366	\$225,885	13.6%	\$1,657,366	\$225,885	13.6%
Total Revenue	\$7,248,705	\$6,277,961	\$970,744	15.5%	\$6,057,931	\$1,190,774	19.7%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$301.01</b>	<b>\$290.31</b>	<b>\$10.70</b>	<b>3.7%</b>	<b>\$284.79</b>	<b>\$16.22</b>	<b>5.7%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.02	\$73.25	\$3.77	5.1%	\$73.25	\$3.77	5.1%

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**September 2017**

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	19,083	17,372	1,711	9.8%	17,372	1,711	9.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
<b>Total Occupied Rooms</b>	<b>19,083</b>	<b>17,372</b>	<b>1,711</b>	<b>9.8%</b>	<b>17,372</b>	<b>1,711</b>	<b>9.8%</b>
Vacant	20,651	24,822	(4,171)	-16.8%	24,822	(4,171)	-16.8%
Total Available Rooms	39,734	42,194	(2,460)	-5.8%	42,194	(2,460)	-5.8%
<b>Percentage of Occupancy</b>							
Cash	48.0%	41.2%	6.8	16.5%	41.2%	6.8	16.5%
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>48.0%</b>	<b>41.2%</b>	<b>6.8</b>	<b>16.5%</b>	<b>41.2%</b>	<b>6.8</b>	<b>16.5%</b>
Vacant	52.0%	58.8%	(6.8)	-11.6%	58.8%	(6.8)	-11.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$842,531</b>	<b>\$816,922</b>	<b>\$25,609</b>	<b>3.1%</b>	<b>\$778,021</b>	<b>\$64,510</b>	<b>8.3%</b>
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$842,531	\$816,922	\$25,609	3.1%	\$778,021	\$64,510	8.3%
<b>Average Rates</b>							
<b>Cash</b>	<b>\$44.15</b>	<b>\$47.03</b>	<b>(\$2.88)</b>	<b>-6.1%</b>	<b>\$44.79</b>	<b>(\$0.64)</b>	<b>-1.4%</b>
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

## Reno-Sparks Convention and Visitors Authority

### Home Owner Rentals - Year To Date

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
<b>Occupied Rooms</b>							
Cash	4,515	4,909	(394)	-8.0%	4,860	(345)	-7.1%
Comp	11	18	(7)	-38.9%	18	(7)	-38.9%
28 Day	1,484	1,337	147	11.0%	1,337	147	11.0%
<b>Total Occupied Rooms</b>	<b>6,010</b>	<b>6,264</b>	<b>(254)</b>	<b>-4.0%</b>	<b>6,215</b>	<b>(205)</b>	<b>-3.3%</b>
Vacant	10,357	9,376	981	10.5%	9,732	625	6.4%
Total Available Rooms	16,367	15,640	727	4.6%	15,947	420	2.6%
<b>Percentage of Occupancy</b>							
Cash	27.6%	31.4%	(3.8)	-12.1%	30.5%	(2.9)	-9.5%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	9.1%	8.5%	0.6	7.1%	8.4%	0.7	8.3%
<b>Total Occupancy Percentage</b>	<b>36.7%</b>	<b>40.0%</b>	<b>(3.3)</b>	<b>-8.3%</b>	<b>39.0%</b>	<b>(2.3)</b>	<b>-5.9%</b>
Vacant	63.3%	60.0%	3.3	5.5%	61.0%	2.3	3.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
<b>Revenue</b>							
<b>Cash - Taxable</b>	<b>\$1,171,682</b>	<b>\$1,311,166</b>	<b>(\$139,484)</b>	<b>-10.6%</b>	<b>\$1,298,184</b>	<b>(\$126,502)</b>	<b>-9.7%</b>
Comp	\$1,750	\$2,830	(\$1,080)	-38.2%	\$2,830	(\$1,080)	-38.2%
28 Day	\$164,624	\$146,674	\$17,950	12.2%	\$146,674	\$17,950	12.2%
Total Revenue	\$1,338,056	\$1,460,670	(\$122,614)	-8.4%	\$1,447,688	(\$109,632)	-7.6%
<b>Average Rates</b>							
Cash	\$259.51	\$267.12	(\$7.61)	-2.8%	\$267.12	(\$7.61)	-2.8%
Comp	\$159.09	\$157.22	\$1.87	1.2%	\$157.22	\$1.87	1.2%
28 Day	\$110.93	\$109.70	\$1.23	1.1%	\$109.70	\$1.23	1.1%

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

Current Month Actual September 2017	Last Year Actual September 2016			Tax District	Year To Date Actual July 2017 - September 2017	Last Year - Year To Date Actual July 2016 - September 2016		
	Amount	Amount	Increase (Decrease) % Percent			Amount	Amount	% Percent
\$19,674,431	\$17,927,127	\$1,747,304	9.7%	Reno B	\$57,087,457	\$50,756,913	\$6,330,543	12.5%
\$11,405,821	\$10,194,622	\$1,211,200	11.9%	Reno D	\$34,120,488	\$28,534,121	\$5,586,367	19.6%
\$715,107	\$473,253	\$241,854	51.1%	Reno E	\$2,144,386	\$912,041	\$1,232,345	135.1%
<b>\$31,795,359</b>	<b>\$28,595,001</b>	<b>\$3,200,358</b>	<b>11.2%</b>	<b>Total Reno</b>	<b>\$93,352,331</b>	<b>\$80,203,075</b>	<b>\$13,149,256</b>	<b>16.4%</b>
\$80,319	\$62,826	\$17,493	27.8%	Washoe A	\$160,151	\$127,224	\$32,928	25.9%
\$5,148,114	\$5,284,969	(\$136,854)	-2.6%	Washoe B	\$19,245,133	\$18,643,829	\$601,303	3.2%
<b>\$5,228,433</b>	<b>\$5,347,794</b>	<b>(\$119,362)</b>	<b>-2.2%</b>	<b>Total Washoe Co.</b>	<b>\$19,405,284</b>	<b>\$18,771,053</b>	<b>\$634,231</b>	<b>3.4%</b>
<b>\$4,598,272</b>	<b>\$3,908,646</b>	<b>\$689,626</b>	<b>17.6%</b>	<b>Sparks</b>	<b>\$14,164,381</b>	<b>\$11,422,606</b>	<b>\$2,741,775</b>	<b>24.0%</b>
<b>\$41,622,064</b>	<b>\$37,851,442</b>	<b>\$3,770,622</b>	<b>10.0%</b>	<b>Total Taxable Revenue</b>	<b>\$126,921,996</b>	<b>\$110,396,734</b>	<b>\$16,525,262</b>	<b>15.0%</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  
September 2017**

Current Month Actual September 2017	Last Year Actual September 2016		
	Amount	Increase (Decrease) Amount	% Percent
173,217	168,693	4,524	2.7%
110,188	102,664	7,524	7.3%
6,027	4,736	1,291	27.3%
<b>289,432</b>	<b>276,093</b>	<b>13,339</b>	<b>4.8%</b>

1,964	1,750	214	12.2%
19,541	20,773	(1,232)	-5.9%
<b>21,505</b>	<b>22,523</b>	<b>(1,018)</b>	<b>-4.5%</b>

<b>53,945</b>	<b>52,778</b>	<b>1,167</b>	<b>2.2%</b>
---------------	---------------	--------------	-------------

<b>364,882</b>	<b>351,394</b>	<b>13,488</b>	<b>3.8%</b>
----------------	----------------	---------------	-------------

**Tax District**

Reno B  
Reno D  
Reno E

**Total Reno**

Washoe A  
Washoe B  
**Total Washoe Co.**

**Sparks**

**Total Taxable Rooms**

Year To Date Actual July 2017 - September 2017	Last Year - Year To Date Actual July 2016 - September 2017		
	Amount	Increase (Decrease) Amount	% Percent
515,683	495,046	20,637	4.2%
351,569	310,177	41,392	13.3%
17,869	10,858	7,011	64.6%
<b>885,121</b>	<b>816,081</b>	<b>69,040</b>	<b>8.5%</b>

4,826	4,215	611	14.5%
61,557	62,256	(699)	-1.1%
<b>66,383</b>	<b>66,471</b>	<b>(88)</b>	<b>-0.1%</b>

<b>168,566</b>	<b>159,887</b>	<b>8,679</b>	<b>5.4%</b>
----------------	----------------	--------------	-------------

<b>1,120,070</b>	<b>1,042,439</b>	<b>77,631</b>	<b>7.4%</b>
------------------	------------------	---------------	-------------

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

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

Current Month Actual September 2017	Last Year Actual September 2016			Tax District	Year To Date Actual July 2017 - September 2017	Last Year - Year To Date Actual July 2016 - September 2016		
	Amount	Increase (Decrease) Amount	% Percent			Amount	Increase (Decrease) Amount	% Percent
\$113.58 \$103.51 \$118.65 <b>\$109.85</b>	\$106.27 \$99.30 \$99.93 <b>\$103.57</b>	\$7.31 \$4.21 \$18.72 <b>\$6.28</b>	6.9% 4.2% 18.7% <b>6.1%</b>	Reno B Reno D Reno E <b>Total Reno</b>	\$110.70 \$97.05 \$120.01 <b>\$105.47</b>	\$102.53 \$91.99 \$84.00 <b>\$98.28</b>	\$8.17 \$5.06 \$36.01 <b>\$7.19</b>	8.0% 5.5% 42.9% <b>7.3%</b>
\$40.90 \$263.45 <b>\$243.13</b>	\$35.90 \$254.42 <b>\$237.44</b>	\$4.99 \$9.04 <b>\$5.69</b>	13.9% 3.6% <b>2.4%</b>	Washoe A Washoe B <b>Total Washoe Co.</b>	\$33.19 \$312.64 <b>\$292.32</b>	\$30.18 \$299.47 <b>\$282.39</b>	\$3.00 \$13.17 <b>\$9.93</b>	9.9% 4.4% <b>3.5%</b>
<b>\$85.24</b>	<b>\$74.06</b>	<b>\$11.18</b>	<b>15.1%</b>	<b>Sparks</b>	<b>\$84.03</b>	<b>\$71.44</b>	<b>\$12.59</b>	<b>17.6%</b>
<b>\$114.07</b>	<b>\$107.72</b>	<b>\$6.35</b>	<b>5.9%</b>	<b>Total Average Daily Rate</b>	<b>\$113.32</b>	<b>\$105.90</b>	<b>\$7.42</b>	<b>7.0%</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